

**Latino Agriculture Entrepreneurship (LAEP)
Latino Farmer Readiness Assessment Tool**

1. Do you think of yourself as a farmer who is (circle one):

- 1)** Just starting out and figuring out a path forward with your farm;
- 2)** Someone who has some idea where you want to go and is building assets to grow your farm; or,
- 3)** Someone who is fully invested in your farm with a mature operation?

(Once they have chosen one of the three start a discussion around why they think the option they chose fits them the best)

2. Where would you like your farm to be in three to five years?

(This is the vision the farmer has for their farm. Someone who is just starting out may have a difficult time thinking five years down the road so adjust the timeframe if they struggle with thinking that far down the road. The main idea is to get the farmer talking about what they want to develop with their farm.)

3. In order to get where you want to be in three to five years, what areas do you feel really good about your ability to reach your goals for the farm?

(These are the perceived strengths of the farmer from their own perspective in their own words.)

4. In order to get where you want to be in three to five years, what concerns do you have about your ability to reach your goals for the farm?

(These are the perceived challenges the farmer faces from their own perspective in their own words.)

5. What parts of your farming operation do you need the most assistance with?

(This discussion may help you identify where they are currently open to getting support and guidance. This will also help build trust.)

6. What steps do you need to take to get your farm where you want it?

(These are the specific actions they think they need to take to get where they want to go. However, if you help them address their most urgent concerns, you can build trust and credibility. This may make it possible to move them towards addressing issues you think may be critical to meeting the aspirations of the farmer.)

Farm Assessment/Profile

Location (county, address):

1. How would you describe your farming operation (circle best)? sole proprietor, family operation, extended-family operation, partnership with another farmer, multi-partner operation, other. Please describe your operation: _____

2. How much land do you own? # of parcels _____, # of acres _____, a. rent? # of parcels _____, # of acres _____

3. Do you produce specialty crops Y/N a. commodity crops? Y/N 4. What type of crops do you produce?

a. Type of crop _____, acres _____ b. Type of crop _____, acres _____

c. Type of crop _____, acres _____ d. Type of crop _____, acres _____

d. Type of crop _____, acres _____ f. Type of crop _____, acres _____

5. Do you raise livestock? Y/N a. Type of Livestock _____, Number _____

b. Type of Livestock, _____ Number _____ c. Type of Livestock _____, Number _____

d. Type of Livestock, _____ Number _____ e. Type of Livestock _____, Number _____

6. What type of market do you produce for (i.e. auction, contract, other)? _____

7. How many years have you been in production? _____

8. Do you have paid employees? Y/N a. How many employees do you have (0 = none)? _____

9. How many family members work on the farm? _____ a. How many are paid? _____ b. unpaid? _____

10. Do you have any farm certifications? Y/N a. Please list your certifications)? _____

11. What farm serving organizations have you worked with (agencies, creditors, education programs, etc.?)

Farm Goals

12. Please rate the following farm goals, what your specific goal is and what you are doing to reach that goal.

Importance
(low 1 to 5 high) What is the goal and what are they doing to further each goal?

a. Expand production: _____

b. Build assets for future: _____

c. Diversify production: _____

d. Expand acreage: _____

e. Enjoy a rural lifestyle: _____

f. Improve finances: _____

g. Expand markets: _____

h. Income for Retirement: _____

i. Pass farm to children: _____

Farmer Characteristics

13. Are you a full-time farmer? Y/N Your spouse? Y/N a. Are you a part-time farmer? Y/N Your spouse? Y/N

14. Are you employed outside of farming? Y/N a. full-time? Y/N b. part-time? Y/N

15. What are the specific skills you bring to your farming operation? _____

16. How many years have you been engaged in farming? _____ a. Where did you learn how to farm? _____

17. Comfort level using English for work (1-5) reading _____, writing, _____, speaking _____, listening _____

18. Comfort level using English for learning (1-5) reading _____, writing, _____, speaking _____, listening _____

19. How old are you? _____

20. Do you belong to any agricultural associations, cooperatives or other farm supporting organizations? Y/N

21. If so, please identify the groups you belong to: _____

Assets & Income

22. Is farming your primary source of income? Y/N

23. Do you have loans to support your farming (# of loans)? _____ a. Other household loans (# of loans)? _____

24. What is your annual income from farming? _____ a. What is your non-farm income? _____

25. How many hours a week do you farm? _____, How many weeks per year? _____

26. How many hours a week do others in your household farm? _____, How many weeks per year? _____

27. What assets do you have that support your farming (land, equipment, animals, etc.)? _____

28. What do you estimate is the value of your farming assets (livestock, equipment, land, etc.)? _____

Specific Training Needs (sometimes Latino farmers do not know what kind of training is available to them, so be prepared to provide some example of training that may be available to them).

29. What are the training needs that you have?

