**2018 LFPP “Scaling for Growth in the Portland Food Shed” Fast-Track Application for Farmers and Food Producers**

**Introduction**

In the Fall of 2017, CYON Business Solutions, along with 6 for profit business partners, 1 non-profit community organization and 1 Cooperative received a $500,000 Local Food Promotion Program Grant aimed at creating a closed food system (no waste) within the Portland Food Shed (defined as a 100 mile radius around Portland, ME).

This grant is specifically looking at data around how vertical integration of the supply chain will reduce barriers to growth for small to mid-scale farmers and significantly increase the amount of local food that flows into the mainstream food system. The “mainstream food system” is defined as the place where a majority of people buy or eat their food – specifically in grocery stores, schools, institutions such as hospitals and nursing homes, colleges, universities, and restaurants.

This is a 3-year grant and the fast-track program will provide free ON FARM technical assistance to 15 farms over the course of 3 years to help them grow their businesses. CYON, supported by other grant partners, will provide resources to expand markets, simplify business operations, reduce cost, increase revenue and manage surplus. In exchange for these free services, farms MUST COMMIT to participation for the full 3 years. This includes providing data around production, growth in revenue, reduction of cost, increased efficiency and the amount of land placed in production or resources developed through this program.

**Farm Information**

Farm Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Primary Contact:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Cell phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Farm Address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

E-mail: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Would you like to be put on an informational e-mail list to learn more about resources for farmers and new business opportunities?

\_\_\_ Yes \_\_\_ No

Do you \_\_\_own \_\_\_lease or \_\_\_borrow the land that you’re farming?

Number of acres total:

\_\_\_ 0 to 5 \_\_\_ 6 to 10 \_\_\_ 11 to 20 \_\_\_ 21 to 30 \_\_\_ 31 to 40 \_\_\_ 41 to 50 \_\_\_ 50+

Number of acres currently in production:

\_\_\_ 0 to 5 \_\_\_ 6 to 10 \_\_\_ 11 to 20 \_\_\_ 21 to 30 \_\_\_ 31 to 40 \_\_\_ 41 to 50 \_\_\_ 50+

Number of acres currently in cover crops:

\_\_\_ 0 to 5 \_\_\_ 6 to 10 \_\_\_ 11 to 20 \_\_\_ 21 to 30 \_\_\_ 31 to 40 \_\_\_ 41 to 50 \_\_\_ 50+

Number of generations that have been farming:

\_\_\_ first \_\_\_ second \_\_\_ third \_\_\_ fourth+

How many employees work on your farm in season?

\_\_\_1 \_\_\_2 \_\_\_3 \_\_\_4 \_\_\_5 \_\_\_6-10 \_\_\_11-15 \_\_\_16-20 \_\_\_20+

How did you find out about this program?

\_\_\_ another farmer \_\_\_ a farmer organization \_\_\_ LFPP webpage \_\_\_info session

\_\_\_ other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Farm Production**

Please list your primary farm products here. If you sell market vegetables, you don’t need to list them all, but please list any large crops that you grow for specific markets and some estimate of volume\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Where/how do you currently sell your products:

\_\_\_Farmer’s Markets \_\_\_Farm Store \_\_\_CSA \_\_\_Restaurants \_\_\_Small Stores

\_\_\_Large Stores \_\_\_Institutions \_\_\_Distributors \_\_\_Co-op or Food Hub \_\_\_Online

Where would you say you sell MOST (more than 50%)of your farm products?

\_\_\_Farmer’s Markets \_\_\_Farm Store \_\_\_CSA \_\_\_Restaurants \_\_\_Small Stores

\_\_\_Large Stores \_\_\_Institutions \_\_\_Distributors \_\_\_Co-op or Food Hub \_\_\_Online

Have you ever sold to a food processor (not including institutional kitchens)before?

\_\_\_ Yes \_\_\_ No If so, which one? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Is your farm: \_\_\_Certified Organic \_\_\_Organic Practice \_\_\_Conventional

Are you GAP Certified? \_\_\_Yes \_\_\_No \_\_\_In Process

Do you or your employees hold any other food safety certifications? \_\_\_Yes \_\_\_No

If yes, which ones? Please list them here: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Do you do any “on farm” processing? \_\_\_Yes \_\_\_No

If yes, are you processing: \_\_\_Meat \_\_\_Vegetables \_\_\_Dairy \_\_\_Fish \_\_\_Other\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Do you have “on farm” cold storage? \_\_\_Yes \_\_\_No If yes, please note the size of your cold storage here:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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If yes, do you have additional capacity to grow your operation or provide cold storage for others? \_\_\_Yes \_\_\_No

Do you deliver your products to buyers? \_\_\_Yes \_\_\_No

Do you have a reefer truck or other delivery truck that may be available to backhaul other farm products for a fee? \_\_\_Yes \_\_\_No

Do you need help with trucking or delivery of products to market? \_\_\_Yes \_\_\_No

Do you currently practice season extension with a greenhouse, high tunnel or other type of extension growing practice: \_\_\_Yes \_\_\_No If yes, what practices do you use:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

What seasons do you grow in: \_\_\_Spring \_\_\_Summer \_\_\_Fall \_\_\_Winter

What seasons do you sell in: \_\_\_Spring \_\_\_Summer \_\_\_Fall \_\_\_Winter

Do you routinely have surplus product that goes unsold or is left in the field?

\_\_\_Yes \_\_\_No

If yes, how much product would you say is surplus? \_\_\_0-500lbs \_\_\_501-1000lbs \_\_\_1001-3000lbs \_\_\_3001-5000lbs \_\_\_More than 5000lbs per year

If you have significant surplus, what are the crops that you feel create the most surplus that you wish you were selling? Please list them here with estimated volumes:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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If you could take your product to a light processor to do wash/pack or increase shelf life through chopping, slicing, blanching, pureeing, freezing, drying or other slight modification of product, would you pay for this co-pack service? \_\_\_Yes \_\_\_No

If yes, what crops would you be interested in having co-packed through light processing? Please list them here with estimated volumes:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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**Farm Business**

This program is all about helping small farms scale up to become impactful to our food system. We do ask that you fill it out in its entirety to help us determine the level to which we might help you achieve your goals for growth... All information in this section will be kept confidential and only shared within the application review team or as an aggregate number on our grant reporting documents.

What would you say is your current gross revenue from the farm per year?

\_\_\_$0-10,000 \_\_\_$10,001-$15,000 \_\_\_$15,001-$20,000 \_\_\_$20,001-$30,000

\_\_\_$30,001-$40,000 \_\_\_$40,001-$50,000 \_\_\_$50,000-$80,000 \_\_\_$80K and over

What is your near-term goal for the farm’s gross revenue? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Are you paying yourself a wage? \_\_\_Yes \_\_\_No

Do you currently have a business plan that you are following? \_\_\_Yes \_\_\_No

Do you currently receive business assistance from another provider such as SCORE, Small Business Development Centers, MOFGA, or any other technical assistance provider? \_\_\_Yes \_\_\_No

If yes, please list whom you are receiving assistance from: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Do you need help with financing a farm project or growth strategy? \_\_\_Yes \_\_\_No

Please tell us, in your own words, what you feel is the biggest challenge facing your farm at this time:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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What do you feel is the #1 barrier to growth for your farm? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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What is the #1 area that you’d like to get assistance with in order to make your farm more successful or sustainable? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Additional information about your operation that may make you uniquely suited for our program to help your farm fast track for growth within the Portland food shed:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Please list three references or mentors that have specific knowledge of your skills and commitment with regard to farming and agricultural production. We would like to see both names and contact information – preferably e-mail and phone number...

1)

2)

3)