

Small Farms Program: Our Clients

Our team connects small farmers and acreage owners with the resources they need to be profitable.

Agri-tourism

Farmer profitability

Food safety

MarketReady

Iowa SARE

Value-added agriculture



“The Farm Emergency Preparedness training we received from the Small Farms team encouraged us to finally get a SafeShed that is a place for us, our employees, and our farm visitors to safely go in case of a tornado.”

*~ Lynn Bolin, Co-owner
New Day Dairy, Clarksville*

Small Farms Program: Our Services

The Small Farms Program provides outreach to rural Iowans to connect them with resources and programs from Iowa State University Extension and Outreach. Outreach channels include a bi-monthly newsletter, monthly podcast, social media, annual conference, and workshops.

Menu of Services

Farmer Profitability: Staff members conduct economic research on local food systems including development of enterprise budgets and market analysis. The small farms team will add additional decision tools, field strategies and outreach to niche farms across the state.

Food Safety: Staff help growers and industry professionals prepare for and comply with FDA's FSMA (Food Safety Modernization Act) Produce Safety Rule through the following services: produce safety alliance trainings; on-farm readiness reviews; assistance in farm food safety plans; education, outreach and technical assistance; and legislative and policy research.

MarketReady: The MarketReady program educates producers on how to effectively enter wholesale, retail, and institutional markets. This program addresses the market development risks and relationships farmers and ranchers need to manage as they plan to scale up successfully.

Value-Added Opportunities: We develop research and partnerships to determine areas of opportunity for Iowa's small farmers to diversify or add additional enterprise options to their farm.

Visit Iowa Farms: Visit Iowa Farms (VIF) serves as the ISU Extension and Outreach resource for agritourism producers. Staff work to connect farmers with the information and resources they need to be a successful destination. VIF puts on workshops to inform producers of the risks that arise once visitors come on their farm. VIF maintains a website (www.visitiowafarms.org) where farms can register their operation at no cost. The site serves as an agritourism destination search tool for the whole state.

Iowa SARE: The Sustainable Agriculture Research and Education program provides travel scholarships, mini-grants and professional development opportunities for ISU Extension and Outreach personnel. Larger SARE grants are available, and are promoted through workshops, information booths, and sponsorships at relevant conferences.

AgMRC: The Agricultural Marketing Resource Center exists to provide value-added agriculture information to producers and service providers nationally. The site (www.agmrc.org) offers profiles of value-added opportunities and directories of consultants.

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