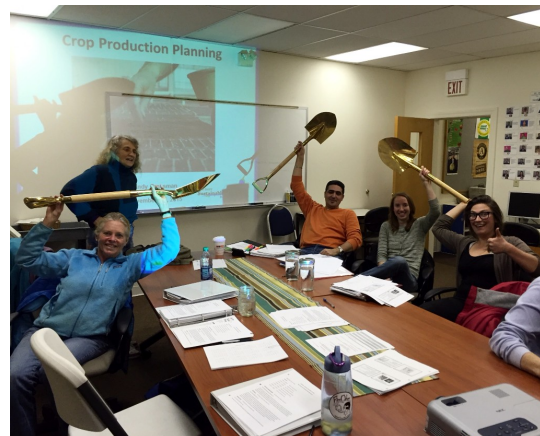


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December 2015

Dear Friends,

New Entry is embracing the holiday spirit this December! We are celebrating our [new Program and Finance Manager](#), a successful [First Annual Northeast New Farmer Gathering](#) with over 150 attendees, the launch of our [farm financial management](#) training series, and the graduation of our Fall Session of [Farm Business Planning Course](#) students. We anticipate a bright future for our recent farmer grads!



New Entry is pleased to announce we have reached our initial goal for submitting the ["Choose Fresh and Local"](#) special license plate package to the RMV. We would like to thank all the 815 early supporters of our local food movement. If you haven't registered, it's not too late to express interest! Click [here](#) to provide your contact information so we can let you know when the plates are available for purchase directly from the RMV. Our short term goal is to see over 3,000 plates on the road within the next few years, so we hope you can help make that happen with us!

We wish you all a happy, healthy, and joyful holiday season with friends, family, and

good food! While you are celebrating, we hope you take the time to reflect on all the hard-working farmers who provide you with good quality food every day - and if you'd like to see more of them (or make sure they are still around in a couple of decades when our aging farmers retire), please consider [giving generously to New Entry](#) to help us train more new and beginning farmers next year and beyond - thank you!

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Upcoming Events

January 12, 2016 - [Making It Happen: Profitability and Success \(Northeast MA\)](#), Luna Theater Mill No. 5, 250 Jackson St #402, Lowell, MA 01852, \$15, 12 - 5 pm

January 14 - [Making It Happen: Profitability and Success \(Central MA\)](#), Union Station 2 Washington Sq. Worcester, MA 01608, Free, 12 - 5 pm

January 16 - [\(Almost\) Everything You Want to Know About Accessing Land For Your Farm Enterprise](#), NOFA Mass Winter Conference Worcester State University, 486 Chandler St, Worcester, MA 01602, 1:30pm – 5:15pm

January 21 - [Explore Farming](#), Lowell Office, 6 - 8 pm

February 10 - [Making It Happen: Profitability and Success \(Western MA\)](#), Hilton Garden Inn Lenox/Pittsfield (behind Guido's Fresh Marketplace) 1032 South Street, Pittsfield, MA 01201, \$10, 12 - 5 pm

New Entry's NEW Farm Financial Management and Financing Resource

This month, New Entry launched a new Farm Financial Management and Financing Resource webpage. You will find resources on farm financing solutions that will help you develop the skills and understand the steps needed to analyze, assess, prepare for, and manage farm financial risk.

Resource topics include: Financial Terminology, Becoming "Finance Ready", Determining Appropriate Financing for Your Business, Financing Sources for Farms, and Learning From Others.

The first in a series of farmer videos describing the impact of careful financial planning and accessing credit has been posted. Access the financial resources and video [here](#).



Welcome New Staff!



We are excited to bring on Teresa Shroll, our new Program and Finance Manager, who is responsible for coordinating New Entry operations and managing the program finances.

She is very excited to be a member of the New Entry team and is eager to hear from our stakeholders. Please feel free to reach out and welcome her by email at Teresa.shroll@tufts.edu. Read Teresa's full bio [here](#).

Farmer Profile: Andrew Kennedy

Andrew Kennedy always knew he belonged on the land. He wasn't originally from a farming family – his father was a military doctor – but he got involved with farming as a teen and never looked back. He says that he always loved animals and dreamed of

someday owning his own flock of sheep.



Fast forward to 2010: Andrew graduated from the New Entry Farm Business Planning Course, which helped him refocus his commitment to farming during a point of transition in his career. Soon after completing the course, he joined Temple-Wilton Community Farm in Wilton, New Hampshire to take charge of managing the

animals and farm operations. Their slogan, “Growing Food in Community”, is something that resonates deeply with Andrew, and is part of what drew him to join the team at Temple-Wilton.

When asked what makes for successful farming, Andrew returns to the idea of community. In this sense, being in a classroom with fellow farmers was valuable. Farmers tend to be quite isolated, but the New Entry class gave him a chance to interact with farmers, gardeners and landscapers. He’s grateful to be part of the New Entry community; building relationships with folks who have an array of skill sets “all adds up to being in a stronger position for whatever comes your way,” he says.

To read more about Andrew Kennedy and the Temple-Wilton Community Farm, [click here](#).

Are you ready to start a farm business?

We offer both a classroom-based and a distance learning / online version of our Farm Business Planning Course starting January 5, 2016.

In this course, you will gain the skills to:

- Identify goals and timelines
- Identify assets and resources
- Select marketable products
- Conduct market research
- Learn how to promote and price your



product

- Develop all the components of an effective and strategic business plan

How to Apply

Classes begin every October and January. If you're interested in taking the [Farm Business Planning Course](#) this winter, we invite you to first attend [Explore Farming](#), our free, two-hour introductory workshop, which occur monthly. Explore Farming is a pre-requisite for our Farm Business Planning classroom course.

To attend Explore Farming and/or apply for either the classroom or distance learning course, please contact [Nora Saks](#).

Upcoming Classes

Let's make it Facebook Official!

If you are not one of the 1,400 people following [New Entry Sustainable Farming Project on Facebook](#) then throw us a LIKE. We'll throw back tips, advice, news, events, inspiration and insight about local agriculture, food and policy topics, and great info for farmers and eaters. If you are already like us then tell a friend!



We encourage you to Like, comment on, or share New Entry's posts. Happy Networking!

New Entry is Hiring!

Join an entrepreneurial team and help to grow a vibrant and resilient local and regional food system!

New Entry Sustainable Farming Project is seeking a full-time, year-round position farmer-trainer to join our team in Lowell, MA. The [Technical Assistance and Incubator Farm Manager](#) will work with our incubator farmers on our training sites, teach our Farm Business Planning Courses, and provide ongoing training, technical assistance, and farm



business development support to new and beginning farmers. It is an extremely rewarding position requiring good adult education skills, tractor driving and general handy-man experience, and knowledge across all topics of farm business, sustainable vegetable production, and more. We offer competitive salaries and generous benefits. Participants from diverse backgrounds are strongly encouraged to apply. Cross-cultural experience required.

We are looking to fill the positions this winter, or until suitable candidates are identified. Please share widely with your networks.

The application, job description, and more information can be found [here](#).

Choose Fresh and Local License Plate

We did it! Thanks to your support, the [Choose Fresh & Local license plate](#) will be on the road mid-2016. Registration is now closed, but it's not too late to fill out an [interest form](#)



or encourage others to do the same! By filling out the interest form, we will personally alert you when the plates are available for purchase directly from the RMV. We have a short-term goal of getting to 3,000 plates in the next couple of years.

The funds raised from these plates will support New Entry's work with new and beginning farmers on our incubator farms and beyond, including training and resources as well as continuing to develop a strong statewide Beginning Farmer Network. They will also help Mass Farmers Markets continue to support farmers markets in the state. Additionally, having these plates on the road will continue to raise awareness of local agriculture in

Massachusetts and help build strong markets for farmers statewide.

The cost is \$20/year on top of regular registration fees (or \$40 per two-year renewal) - all fully tax deductible - it's an easy way to contribute and show your support of local food, farmers, and markets! Fill out an [interest form](#) today. Visit our website to find out [how it works](#) - THANK YOU!



Our Mission



Well-trained farmers are key to building sustainable local food systems, and New Entry prepares new and beginning farmers for success through comprehensive training and technical assistance in all aspects of farm production and management. Our mission is to assist multi-cultural individuals with agricultural backgrounds to successfully enter farming in Massachusetts.

The broader goals of New Entry are to support the vitality and sustainability of the region's agriculture, to build long term economic self-reliance and food security among participants and their communities, and to expand access to high-quality, culturally appropriate and locally-grown foods.

To learn more, visit www.nesfp.org.

Get Involved

Join us in helping cultivate and sustain the next generation of farmers who will care for our farmland, supply our markets, provide food to our schools, and contribute to a vibrant local economy in our communities.

Volunteer

Donate

Volunteer with New Entry
World PEAS Food Hub at
least two days per week for
the entire season and receive
a weekly CSA Share.



Support local agriculture and
get your specialty Choose
Fresh and Local
License Plate today!

Your tax-deductible donation
is accepted on-line
through: Tufts University's
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Project** to be sure your gift
supports new farmers.

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