

Agribusiness Incubator Project

December 15, 2003

Meeting Summary

1. The meeting began with a review of the November 10, 2003 meeting and was asked if there were any additional items they would like to add to the lists of items that should be included in the screening processes for both the people who might be interested in being a part of the process and potential sites.
 - a. Additional items to be considered in screening candidates
 - Evaluate how serious they are.
 - Experience isn't critical but mentoring system should be matched to the needs of the mentor. Different tiers should have different mentors.
 - Flexibility mindset of the exiting farmers/mentors.
 - Exiting farmers/mentors need to be financially secure.
 - There should be criteria for evaluating herd health.
 - b. Additional items for screening sites
 - Match to career stage of apprentice
 - Match exit goals of farmer/mentor

2. Developing a Mission Statement and Goals: General long-term goals and a few short-term goals for the project were discussed at the earlier meetings. The next step was to begin to develop a mission/vision statement for the project and to develop some goals that could be accomplished by different work groups. The first step in the development of mission statement was working through the components of such a statement: who does what to whom.
 - a. Who:
 - The existing agribusiness community
 - Marathon and Lincoln County Government
 - Marathon and Lincoln County Economic Development Corporations
 - The Farmers
 - University of Wisconsin, Northcentral Technical College and Education system
 - US Department of Agriculture and WDATCP
 - b. Does What:
 - Creates **opportunity**
 - Promotes **environmental and economic sustainability**
 - Actively **recruits**
 - **Grows** the industry
 - **Promotes** the industry
 - Provides **education**
 - Explores and provides **funding** options
 - Provides mechanisms for **transferring** operations
 - Looks for **successful strategies**
 - Influences **public policy**
 - Provides a **one stop shopping** for resources for transitioning farms
 - Has an **established mentoring system**
 - **Monitors success**
 - Provides a **development model**
 - Provides a **process**
 - Meets the **needs of both entering and exiting farmers.**

- c. To Whom:
 - Future Farmers
 - Exiting Farmers
 - Community
 - Taxpayers
 - Landowners
 - Agribusinesses
 - Processors

- d. Possible Mission Statement

“The Agribusiness Incubator Project provides opportunities, processes and resources that facilitate the entry of new farmers and farm businesses into the agricultural community of North Central Wisconsin”

- 3. Workgroups: There were three different workgroups that were identified and a few goals listed. These are activities that are important to the success of the project and may likely overlap with efforts of other organizations.
 - a. One Stop Shop
 - Seamless process
 - Directory of all resources available
 - One person hired to monitor
 - Business Qualifications
 - Has demonstrated skills

 - b. Funding
 - Research state policy possibilities
 - Revolving loan fund established
 - Funds available for modernization
 - \$1 million from Counties
 - Create farms that are marketable

 - Apprentice guidelines that qualify people for beginning farmer loans.
 - Explore the creation of a foundation that taps into private funds

 - c. Enrollment/Recruitment Process and Model Development
 - Replicable model(s) researched and documented
 - Conversion from exclusively mechanical systems to grazing
 - Transfer/management
 - Process outlined and completed
 - Listing of interested and qualified candidates
 - Apprentices
 - Mentors
 - Exiting farmers
 - Three apprentices and 3 mentors/exiting farmers involved in the project within one year.
 - Pamphlet and educational opportunities for exiting farmers regardless of age.

 - d. Overall project
 - Long term funding for incubator process

- Business curriculum developed
 - Educational programs for communities/towns
 - Town connections established
- e. Possible Workgroup Memberships
- One-Stop-Shop
 - Jackie Gliniecki
 - Tom Cadwallader
 - Sandy Cihlar
 - Paul Nehring
 - Rod Frederickson
 - Paul Daigle
 - Funding
 - Rod Frederickson
 - Peter Weinschenk
 - Sam Zimmerman
 - Glen Jaeger
 - Tom Cadwallader
 - Denise Severt
 - Jackie Gliniecki
 - Paul Nehring
 - Enrollment/Recruitment Process and Model Development
 - Ron Riehle
 - Paul Daigle
 - Tom Cadwallader
 - Mike Braunel
 - Eric Hurley
 - Steve Stephenson
 - Lyle Guralski
 - Dick Cates