

Ideas for Farm Plans

1. As with any business (verses hobby) make sure there is potential for profit (Sustainability). A farmer should have taxes from previous years showing some profit. Also ask for a copy of Schedule F from there taxes. Schedule F shows amortizations which are items that the farm owns and is depreciating for the farm business.
Note: It is recommended by the IRS that a farm make a profit at least once every 5 years.
2. The client should have some history of farming; someone without experience in this business will not likely succeed. Farming/Ranching requires a lot of capital (money) to get into.
3. Go out and visit the farm and get involved early in the process. This will provide a first hand knowledge of what is there (resources, land, and equipment) as well as add the opportunity to visit with the farmer. A good chance to build rapport and see if you have an accurate picture of what is needed for success.
4. Use alternative resources. Many will be referred by the Agribility Specialist / Brad March, but there are alternative resources out there (e.g. University of Missouri Extension Offices (most Counties have one or there web site / <http://extension.missouri.edu/xplor/agguides/index.htm>). We also have resources from with in VR that have some experience to consult with.
5. When evaluating a farm, a farmer should already have much of the *necessary* equipment that is essential for the business. However, when they have been injured, it may be required to modify some of this equipment (e.g. a lift or another change) or provide a piece of equipment for mobility purpose (e.g. ATV) Remember we are in the business of assisting with disability issues, not providing the entire set up. It may be beneficial to develop a list of essential needs versus a wish list (extras, upgrades to better equipment, or wants).
Note: Some ATV's require licensing / please refer to section 795 in PPM.
6. Again, visit with the farmer about what they really need. Often times, recommendations are made that the farmers think sounds nice, but really don't need or ask for. When you meet with the farmer and are down to earth, they are more likely to be real with you about what they really need to make the operation work. This happens occasionally when several very expensive items use offered by the Agribility Specialist, but the farmer only needs a slight modification to be successful. You may explain how some excessive items use funds that can go for other clients with disabilities if the items recommended are not needed.
7. Take note and counsel client of Vocational Rehabilitation's self-employment polices, requirement for profit, and limits.

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