

# On-Farm Composting Toolkit

WORKSHEET

## FARMERS IN YOUR COMMUNITY: TAKING STOCK

**About this worksheet:** This worksheet will help you generate a list of potential farmers to partner with. You'll develop a list of farm names, who (if anyone) you already know from the farm, where they are located, what they produce, and what you know about their methods and models, as well as an assessment of what other information you need to decide whether it makes sense to approach them as a potential partner for your farm-focused food scrap diversion project. *You will need:* Scratch paper and a blank map of your town or region (or have an online map open).

**Step 1:** On a piece of scratch paper, list all the farms in the area you can think of.

**Step 2:** Fill in gaps by identifying farmers and farms you might have missed. Some ways you can do this: Take a walk through a farmers market or grocery store and look at all the producers represented there. Open Google Maps to your town and type in "farms" to see what comes up, or use other resources (including local guides) to make as complete a list as you can of farms in the area. Try not to leave out any operation that qualifies as a farm at this early stage.

**Step 3:** Make notes about what each farm produces and how much land constitutes the farm. If you know anything about their production philosophy (for example, if they are certified organic) note that as well. Add any key words that point to their values and the focus of their business.

**Step 4:** Filter by location. Using your blank map, plot the farms by proximity to your collection location or Project Community. (If you haven't yet defined your Project Community, we suggest completing that worksheet first.) Eliminate any where the distance would be an impediment.

**Step 5:** Identify missing information. Have you listed any farms that you don't know anything about? Do some research online or in person to gain understanding of that farm.

**Step 6:** Order your list. Assemble a list of the farms you'd like to approach in order and a few notes about why ("Love their products" or "Already know the farmers" or "Appreciate their commitment to sustainable practice" are examples). If you have questions or concerns about a farm, make note.

You're now ready to move ahead with contacting potential partner farmers. Check out our First Contact With Farmers worksheet for help coming up with questions for that initial conversation!

Visit [www.onfarmcomposting.org](http://www.onfarmcomposting.org) to submit questions or comments about this tipsheet and download more.

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