



FARM BUSINESS PLAN PROGRAM TEMPLATE FOR THE AGRICULTURAL PRESERVATION RESTRICTION (APR) PROGRAM

This Farm Business Plan Template is provided as a helpful template for purchasers of APR land who are seeking to comply with the regulatory requirements under 330 CMR 22:10 for a Farm Business Plan. Purchasers are not required to use this template but are required to follow the provisions of the regulations for a Farm Business Plan¹.

1. Information

Purchaser Name:

Operation Name:

Legal Structure:

☐ Sole Proprietor ☐ Corporation ☐ Partnership ☐ LLC ☐ Other _____

Mailing Address:

City, State, Zip:

Home Phone:

Mobile Phone:

E-Mail:

☐ Site address same as above

¹ Farm Business Plan means a demonstration of how a Potential Purchaser will continue to engage in commercial agriculture to retain and use the land primarily and directly for agricultural purposes pursuant to M.G.L. c. 61A, §§ 1 and 2 and preserve the natural agricultural resources for a period of not less than five years after the date of sale and including at a minimum: Potential Purchaser's commercial Farm experience, identification of all land uses on the APR Parcel, production information and products to be sold for example, crops to be grown, acreage for each crop, livestock to be raised, pasture acreage, use of existing structures on APR Parcel (if applicable), and need for additional structures or capital improvements (if applicable), a description of markets and personnel information (number of employees in existence vs need to be hired), how the APR Parcel will operate in conjunction with other farm land owned or leased by the Prospective Purchaser (if applicable).



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Information

Describe your commercial farming experience (as employee, manager or owner). Include name and location of each farm, your title, main responsibilities and number of years at each property.

Provide a short and long term mission statement for the APR Parcel. What steps do you need to take to get there?



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List the agricultural activities you are proposing for the first five year period on the APR Parcel. Please provide acres for each crop as well as yield estimates. For livestock operations please provide type and number of animals along with product projections (ex. lbs. of milk or cheese). If the land will be leased to another grower, please provide the grower's name and contact information.

If you currently own or lease other farm land, please describe the operation in as much detail as possible (acres, crops, number of animals, etc.). Describe how the APR Parcel will be used in conjunction with your existing farm business.



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Describe how the products grown/produced on the APR Parcel will be marketed (ex. Farm stand onsite, farm stand at another location owned by your business, wholesale, farmers' markets, CSA, PYO, etc.). For each outlet provide the estimated percentage and details if possible (ex. specific farmers' markets, restaurants, supermarkets, etc.).

How many people will earn a full time income off the APR Parcel within the first five years?

How many people will be employed part time on the farm?



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Provide the name of the proposed farm manager(s) and describe his/her role. Also provide the farm manager's past agricultural experience.

Please list all of the existing structures on the APR and their proposed uses:



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List the types of capital improvements (such as new buildings, wells, irrigation, fencing) that you are you anticipating making (with DAR approval) on the APR Parcel in the first five years of your ownership of the APR.

What type of agricultural equipment do you possess or intend to acquire to support the needs of your operation ?



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Do you anticipate seeking approval for a non-agricultural activity or use within the first 5 years of ownership? If so, please describe

What type of metrics will you use to gauge the success of your business?

Examples might be an % increase in sales by year 3 or # of people visiting the farm in 1st year;