



Expected Role of a Beginning Farmer / DEAL Mentor

The Kentucky Agricultural Finance Corporation (KAFC) is requiring all Beginning Farmer and Diversification through Entrepreneurship Loan applicants to identify a Mentor that will support them in the development of their farming/business operation. The Mentor will simply serve as an outside advisor to the applicant as they implement their business plan. The Mentor should be able to assist applicants with planning and budgeting, financial review, and general farm/business management skills. Depending upon the Mentor's area of expertise, they may also provide assistance with the production and marketing of the applicant's products.

Unless the applicant has employed the services of the Mentor under a contractual agreement, the Mentor has no liability to either party. The KAFC asks the Mentor to meet with the applicant on an annual basis to measure their progress. The Mentor is not responsible for loan compliance, but is asked to affirm sound decisions and to identify areas of improvement and opportunity. The KAFC has developed the following questionnaire to assist with these annual meetings. Please submit the completed form below to our office on or before **February 1st** each year.

The KAFC wants to encourage Mentors to add any additional information they feel is pertinent to the development and success of our beginning farmer and agri-entrepreneur applicants or the betterment of our Loan Programs. The ultimate goal is to provide them with the best quality Programs to ensure their current and future success within agriculture. If the Mentor or applicants have any questions, please don't hesitate to contact Danielle Milbern or Tracey Park with the KAFC. Our contact information is listed below.

On behalf of the Governor's Office of Agricultural Policy and the KAFC, we appreciate your dedication to the development of those who will continue our state's long tradition of agriculture.



Annual Beginning Farmer / DEAL Mentor Report
Due February 1st every year

Mentor's Name: _____ Applicant's Name: _____

Mentor's Contact Information: _____

Date of Report: _____

Contact frequency since last reporting (please select)?

1. How has the applicant been contacted? Farm Visit, Telephone Call, Meeting, Other:

2. Is the applicant achieving their goals and objectives as stated in their business plan?

3. What issues have arisen or been addressed since the last meeting?

4. What recommendations did you offer the applicant?

5. Are there any resources KAFC may be able to offer the applicant?

6. Please rate the applicant and the overall condition of the operation (please check):

Poor

Fair

Good

Very Good

Excellent

7. Would you recommend graduating the applicant out of the KAFC Mentor Program?

If Yes, why? _____

8. Additional comments or concerns (attach separate sheet if necessary)?
