



## Take the SPIN-FARMING Test

SPIN stands for S-small P-plot IN-tensive. But it also stands for new hope and promise for independent farmers. Why? SPIN takes the challenges posed by urbanization and turns them to the farmer's advantage and is reinventing the farming profession in the process. Take this quick test to see if SPIN-Farming is for you.

### Does this make sense to you?

**YES**   **NO**

- |      |   |                          |                          |
|------|---|--------------------------|--------------------------|
| # 1. | A land base spanning hundreds or thousands of acres _____         | <input type="checkbox"/> | <input type="checkbox"/> |
| # 2. | Substantial financial investment and crushing debt burdens _____  | <input type="checkbox"/> | <input type="checkbox"/> |
| # 3. | Reliance on mechanized equipment that is costly to maintain _____ | <input type="checkbox"/> | <input type="checkbox"/> |
| # 4. | Dependence on expensive high-maintenance irrigation systems _____ | <input type="checkbox"/> | <input type="checkbox"/> |
| # 5. | Significant operating overhead that dilutes profits _____         | <input type="checkbox"/> | <input type="checkbox"/> |
| # 6. | Far-flung markets that are hard and costly to access _____        | <input type="checkbox"/> | <input type="checkbox"/> |

### Does SPIN-Farming sound like a better way?

- |       |  |                          |                          |
|-------|--|--------------------------|--------------------------|
| # 7.  | A sub-acre land base purchased inexpensively, or accessed and farmed at no cost at all |                          |                          |
| # 8.  | Modest financial start-up costs because of minimal infrastructure _____                | <input type="checkbox"/> | <input type="checkbox"/> |
| # 9.  | Elimination of the two big barriers to entry - land and capital _____                  | <input type="checkbox"/> | <input type="checkbox"/> |
| # 10. | Reliance on hand labor to accomplish most farming tasks _____                          | <input type="checkbox"/> | <input type="checkbox"/> |
| # 11. | Utilization of existing water sources to meet all irrigation needs _____               | <input type="checkbox"/> | <input type="checkbox"/> |
| # 12. | Minimal operating overhead that produces a strong bottom line _____                    | <input type="checkbox"/> | <input type="checkbox"/> |
| # 13. | Situated close to markets, saving time and money _____                                 | <input type="checkbox"/> | <input type="checkbox"/> |
| # 14. | Bottom line: little or no debt _____   | <input type="checkbox"/> | <input type="checkbox"/> |

### Is SPIN-FARMING for you?

If you answered "No" to questions 1-6, and "Yes" to 7-14, you're ready for SPIN! And whether you are new to farming, or just want to farm in a more sensible and profitable way, the SPIN-FARMING Guides will show you how. They detail the concepts, growing and marketing techniques, tools and equipment, farm layout and crop selection, financial investment, revenue targeting formulas, rural/urban issues, part time/full time issues, and specific setups for different scales of operations and different crop specialties. Start SPIN-ing a good farm at <http://www.spinfarming.com>