

## Farm Steward Job Description

### About Steward

Introducing Steward. The first platform for small-to-mid sized sustainable farmers to raise financing online through crowdfunding - we call it Crowdfarming! It's a win-win for both farmers and sustainability-minded investors. Farmers get the land and equipment they need. Investors earn a return on their money with the added ROI of knowing their funding made a positive impact. In this sense, we can all be stewards through our actions and participation in this movement.

By definition, to be a "steward" of something is to be the one entrusted with caring for it and looking after its best interests. We believe small, sustainable farmers make the best stewards of the land, because their farming practices and business models are in harmony with the earth and the well being of the communities they serve.

### Overview

The Farm Steward team taps into the expertise of the sustainable agriculture community. Farm Stewards bring expertise in specific types of farming and ranching to help Steward evaluate and service projects. Farm Stewards assist farmers in achieving success and become a part of a community with a strong commitment to sustainable and regenerative agriculture.

### Role

Overview: Farm Stewards are consultants for Steward Lending LLC. They assist in the review of farm projects as part of Steward's loan application process. Farm Stewards will help farmers develop and refine farm plans and may retain an ongoing relationship including an annual review and quarterly check-ins. Steward targets diversified, sustainable farms in agriculture, aquaculture, and forestry.

### Responsibilities:

- Coordinate with Steward's lead Farm Stewards for your country or region
- Review applications, farm plans, and other information from farmers, based upon Steward's templates.
- Conduct phone calls with farmers to review each project.
- Provide feedback to farmers and help them refine their project plan.
- Make in person farm visits, as appropriate.
- Write a summary analysis of the project and approve (i.e., pre-qualify) once the candidate has demonstrated and documented a viable business model and an appropriate funding request.
- Provide follow up support and conduct quarterly check-ins and annuals reviews of funded projects



- Communicate through online communication systems such as slack, zoom, and the Steward website.

#### Required Qualifications:

- 7+ years of farming experience
- Have owned and operated their own farm
- General understanding of a variety of farm enterprises (fruits & vegetables, livestock, etc.)
- Detailed knowledge of regional agricultural markets, marketing channels, pricing and farm operating costs
- Well versed in local farmer resources
- Able to work 5-10 hours per week
- Experience with or willingness to learn the following technology: Slack, Timely, Hubspot, Zoom and Google drive.

#### Compensation

- Hourly. Rate negotiable but normally between \$30-50 per hour.