Fulper Family Farmstead LLC: Agritourism Internship

**Internship Description:**

Fulper Family Farmstead LLC, located in Lambertville, NJ, is currently looking for a qualified individual to fill the Agritourism Internship position for the Summer of 2014. The qualified applicant will assist in a variety of areas, including, but not limited to:

- Summer camp program, farm tours, birthday parties, and dairy product marketing.
- Management of the agritourism programs including program planning, sales, marketing, and excellent customer service.
- Provide a safe environment for youth ages 8-13.
- Supervise and participate with groups of youth in a variety of outdoor activities, including water games, arts/crafts, milking cows, leading, clipping, and washing calves.
- Plan and lead organized games and other age appropriate activities.
- Interact and relate with youth and serve as a positive role model.
- Work as a team with camp counselors.
- Carry out the goals, themes and schedule of the programs to provide a consistent and high quality experience.
- Collect and verify required certifications and paperwork for all counselors and camp participants.
- Develop and manage activity plans, supplies and logistics.
- Provide high quality customer service via phone, email and in person communications.
- Assist with the registration and confirmation process for program registrants.
- Oversee the implementation of programs, including counselor preparation
- Promote Fulper Farms to the public by selling dairy products at local farmers markets
- Manage social media and write weekly blog articles
- Aid in planning, organizing, and implementation of dairy breakfast and other large-scale events at the farm
- Gain experience with marketing and selling dairy products by working directly with the Sales and Marketing Manager, high-end restaurants, markets, and distributors
- Occasionally make trips to the cheese plant and deliver products to restaurants

**Job Requirements:**

All employees are required to be trained in CPR and First Aid. For students that do not already possess these certifications, training will be provided upon being hired. Other requirements related to the position include:

**Requirements for the position:**

- 18 years old or older
- Have completed at least one year of college coursework
• Majoring in Dairy Science, Animal Science, Agribusiness, Education, Communication, Marketing, Agricultural Science, or have significant interest in an agricultural-related field
• Experience working with adults and youth ages 8-13.
• Experience implementing youth activities and supervising youth.
• Extensive knowledge about the dairy industry and on-farm dairy activities, and have significant interest in educating the public about the dairy industry
• Must be flexible, creative and articulate.
• Must be available for a minimum of 10 weeks during the summer program dates.
• Organized with high attention to detail and ability to follow through.
• Experience with the use of basic Office Suite applications such as Word, Excel, and Publisher.

All applicants must provide:
• Cover Letter
• Resume
• 2 letters of recommendation
• Answer the following essay question:
  • Please write one-paragraph describing how dairy farmers produce safe, wholesome milk every day.
• Answer ONE of the following essay questions:
  • Write a one-paragraph response to the following situation. A woman approaches you at one of the farmer's market and asks, "Are your cows grass-fed? How would you respond? (We are a conventional free-stall dairy operation. Our cows are not on pasture. They are fed TMR.)
  • Write a one-paragraph response to the following situation. A man approaches you at one of the farmer's markets and asks, “Is your farm organic?” How would you respond? (We are not a certified-organic dairy farm).

A very important part of this position is educating the public about the dairy industry. We receive the above questions on a daily basis, and therefore it is crucial that the intern is able to provide quality and knowledgeable answers.

Additional Details:
• The internship will run from June 1st-August 15th, 2014. Dates are relatively flexible, depending on when the chosen individual finishes and begins school
• Intern will be paid an hourly wage, at $9/hour
• Intern may choose to find his or her own housing, but will be responsible for covering all rent costs

***All application materials are due on March 1st, 2014. Please send materials to info@fulperfarms.com, with emails directed to Breanna and Megan. Select qualified candidates must participate in a phone interview with the owners and Sales and Marketing Manager on March 7th, 2014.