

Event: **So You Want to Support Farms in Maine? SARE PDP Training the Trainer Program**
Location: **Pineland Farm Facilities**
Dates: **February 26th- 28th, 2018.**

Monday - February 26th (Optional)

1:00 - 4:00pm check-in at Merrill Farmhouse for those wishing to stay over
6:00 Make dinner together

Tuesday - February 27th

8:30 - 9:30 Arrival and breakfast. Hand out binders.

9:30 - 10:00 Introductions of everyone around the room. - **Project Team**
Project Team introduces the project.
Talk about Spring of 2017 collaborative regional training in Scarborough.
Share survey data from initial knowledge assessment.

10:00 - 10:20 Intro to Whole Farm Planning & Goal Setting – **Jason Lilley**

10:20 - 10:30 BREAK (Coffee/Snack)

10:30 - 11:30 Evaluating Farm Enterprises/ Enterprise Budgeting & Taking Stock of Your Resources (incl. Soil Web Survey- **Frank Werthiem**) - **Tori Jackson & Dick Brzozowski**

11:30 - 12:30 Introduction to Developing a Business Plan – **Tori J.**

12:30 - 1:30 LUNCH

1:30 - 2:00 Finish Enterprise Research Reports – **Dick B.**

2:00 - 2:30 Report out to group on Enterprise Research Reports- **Dick B.**

2:30 - 3:30 Market Research- Primary, Secondary, Resources for both, How to, etc. – **Jim McConnon**

3:30 - 3:45 BREAK

3:45 - 5:00 Financial (incl. Cash flow budgets, balance sheets) & Production Recordkeeping (incl. Quickbooks and Crop Insurance) - **Ethan Robertson, FCE, Erin Roche**

5:00 - 6:00 Free Time

- 6:00 Make dinner together
- 7:30 - 9:00 Bring Your Favorite Farmer-Friendly Ice-Breaker Activity – **Dick B**

Wednesday - February 28th

- 7:30 - 8:30 Arrival and breakfast.
- 8:30 - 9:30 Regulations & Land Access Issues - **Steph Gilbert**
- 9:30 - 10:30 Intro BFRN & Farm Service Provider Business Panel –
 - **Phil Doucette –Austin Associates**
 - **Steph G- Department of Ag, Cons, & Forestry**
 - **Caroline Ginsberg- Maine Farmland Trust**
 - **Sandy Truslow- USDA Farm Service Agency**
 - **Tom Kielbasa- USDA Natural Resources Conservation Service**Steph's County Handouts, GetRealMaine Service Provider Directory, Beginning Farmer Resource Network (BFRN) One-Pager
- 10:30 - 10:45 BREAK
- 10:45 - 12:00 Holistic Farm Planning (Bringing it All Back Together)- **Viv Holmes**
- 12:00 - 1:00 LUNCH
- 1:00 - 2:30 Pulling it all together (Project Objectives).
 - One-on-one consultation format & questions – **Marjorie Peronto & Tori J**
 - Following up with participants. – **Tori J.**
 - What's next – **Jason L.**
 - Form Regional Teams.
 - Drawing for a cool prize.
- 2:30 Adjourn and head home