



## Retailers are actively looking for farmers to supply them with local products!

This FREE 1.5 day workshop will give you the skills to get your products in grocery stores, co-op markets, food hubs, hospitals and schools.

### After the workshop you will

- be better prepared to meet buyers and build relationships
- choose the right market for your farm
- understand the procedures and requirements of different markets
- learn about product selection, packaging, liability, and more!

### REGISTER NOW

[www.carolinafarmstewards.org](http://www.carolinafarmstewards.org)  
919-542-2402

### CFSA Farm Services

- Assistance to growers transitioning to certified organic production through our Organic Transition program.
- Consulting services and technical assistance to farmers using Natural Resource Conservation Service (NRCS) programs to take advantage of federal funding for conservation projects through the Environmental Quality Incentives Program-Organic Initiative (EQIP-OI).
- Assistance to farmers who want to become GAPs certified by offering trainings based on our NEW Good Agricultural Practices for Small, Diversified Farms Manual, developed specifically for small-scale farmers, FREE one-on-one GAPs training and mock-audit, and a GAPs cost-share program.

### WORKSHOP DATES & LOCATIONS

Gaston County, NC  
*March 5th, 2014*

Beaufort/Jones County, NC  
*Mid-March, 2014*

Polk/Rutherford County, NC  
*October, 2014*

Wake County, NC  
*December 10, 2014*

### Gary Bullen of NC State University

*Extension Associate, Agricultural and Resource Economics*

Gary's experience includes new enterprise evaluation, business, direct marketing, and financial management.

### Support Center

The Support Center provides financial training and information on what it takes for a small business to obtain financing for their new or existing business. We inform the business owner on what should be in your business plan, how to determine cash flow needs, how collateral values are determined, and what equity injection really is. In addition, we also help the borrower understand how we determine the ability to repay based on information provided.

**SPONSORS**

carolina farm  
stewardship association 

**NC STATE UNIVERSITY**

 **The  
SUPPORT CENTER**  
Serving | Strengthening | Sustaining Our Communities