**2015 NE BFLN Professional Development Training**

**October 26-27, 2015**

***Example Trainer Actions***

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| **What changes would you make to outreach strategy - How can you increase veteran participation in BF programs?** |
| Reach out to organizations working with veterans; connect with farmer veterans that can offer mentoring guidance |
| Continue to make effort to connect with veteran agencies at regional level as well as other organizations providing programs for veteran farmers. |
| At FSA we have a new brochure for Veterans in Farming - I want to get that out to CCE's and UA's |
| Placing a dedicated support contact for veterans on Groundswell information material |
| Learn more about GI Bills and try to market directly to veterans as a viable academic pathway |
| I'll try to ID veterans in my region. Ask attendees to indicate if they are veterans, mention grants and special pricing available to veterans |
| Will increase networking with veteran service providers. Also, reach out to veterans in our organization and utilize them to be a liaison to other vets they know and to organizations they are involved with. I am going to seriously evaluate the COP in my area. |
| It would help to have a few veteran-ag provider contacts to reach out to when hosting beginning farmer programs and wanting to reach out to the veteran community to invite participation. |
| Include veteran service agencies in my mailing lists and communication about events. |
| Look for new farmers in my county - contact them - provide new farmer packet - get enrolled in CCE online |
| Make sure to remain in monthly contact with other organizations in the community of practice. |

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| **Based on what you learned today, what are changes you will make to your own BF training program or services?** |
| Review current resources/presentation materials looking for areas that should be updated or strengthened given the materials/information shared today. |
| Build on knowledge in room; highlight case studies of existing BFs to bring real-world experience into learning environment. |
| Look up cash rental rate resources and put together resource tool for producers. |
| I will work with beginning farmers interested in livestock to help them understand their land needs and ability to access land. |
| Add learning activities/workshops for incubator farmers/training program graduates who need assistance post-training with financial and legal considerations. |
| Offer a program about the land. Not just soil in your vegetable field but the value and quality of the land resources you have or are looking to buy or rent. |
| I will plan on doing some enterprise budget workshops/study circles. |
| We plan to make better use of and develop more enterprise budgeting tools. |
| I will strengthen my service network so I’m better able to refer farmers to other experts. (ex. to teach about rent calculations) |
| At workshops for BF, lay out the goals but have good evaluation and feedback so if they leave a workshop overwhelmed, they can think more about what they want, and come back for more mentor and information sharing. |
| I will include some of land rental pricing tools into our classes/trainings. I will communicate with landowners and help them better understand ag value. |
| Try to better formulate my initial questions to producers (in calls or in workshops) to both connect with them and get them thinking critically about their plans. |