



NE Beginning Farmer Learning Network Meeting October 26-27, 2015

Century House, 997 New Loudon Rd, Latham, NY 12110



Monday, October 26th - AGENDA

NYS Veterans in Agriculture Summit

MEETING GOALS

1. Build collaboration among traditional military veteran service providers and agricultural service providers to best serve veterans who seek careers in agriculture.
2. Educate both groups on the challenges, opportunities and resources for veterans who seek farm careers.
3. Create regional working groups to improve the direct support of veterans entering agriculture in New York State.

- 9:00 AM** **Registration**
- 9:30 – 10:00** **Welcome and Introductions:** *Anu Rangarajan, Director, Cornell Small Farms Program*
- 10:00 – 10:30** **Training and Information Sources for Beginning Farmers** – *Erica Frenay, Beginning Farmer Project, Cornell Small Farms Program*
- 10:30 – 10:45** **Break**
- 10:45 – 11:45** **Farmer-Veteran panel:**
- *Dean Koyanagi, Tree Gate Farm*
 - *Tricia Parks, Creekside Meadows Farm*
 - *John Lemondes, Elly's Acres Farm*
- 11:45 – 12:15** **Regional Work Groups 1:** Who's who serving veterans and new farms in your region? How can we improve services to veterans wanting to farm?
- 12:15 – 1:30** **Lunch**
- 1:30 – 3:00** **Veteran agency overview:** Existing support and services for military veterans
- *Jordanna Mallach and Jason Chakot, New York State Division of Veteran Affairs*
 - *Lorrie Guler, Transition Services Manager, Fort Drum, Soldier for Life - Transition Assistance Program*
 - *Kevin Grundig, Deputy Veterans' Program Administrator, NYS Department of Labor (tentative)*

- *Michael O’Gorman, Executive Director, Farmer Veteran Coalition*

3:00 – 3:15	Break
3:15 – 3:45	Communities of Practice in Veteran Programming: <i>Lisa DeJonge, Program Manager, Community Engagement and Innovation, Institute of Veteran and Military Families</i>
3:45 – 4:15	Regional Work Groups 2: Create a one year plan for co-activities in your region.
4:15 – 4:45	Report Back
4:45 – 5:00	Final Comments and Closing
5:30	Social Hour , Bar/Main Ballroom
6:30	Dinner , Main Ballroom - Keynote address: <i>Commissioner Richard A. Ball, NYS Dept. of Agriculture and Markets</i>



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Tuesday, October 27th - AGENDA

Supporting BF's in land access, land assessment and business analysis

MEETING GOALS

1. Promote collaboration and networking among professionals in the NE who support BF's
2. Build organizational and programmatic skills on important BF issues
3. Share teaching tools and resources to increase BF trainer effectiveness

All sessions are located in the White Ballroom unless specified

8:30 AM **Registration and coffee**

9:00 – 9:15 **Welcome** *Anu Rangarajan, Director - Cornell Smalls Program*

LAND ACCESS CHANNELS

9:15 – 10:00 **Creative strategies to improve farmers access to farmland**

Tim Biello, New York Programs Manager and Hudson Valley Farmlink Network Coordinator - American Farmland Trust

New and next generation farmers often struggle to access farmland, particularly when land values are high. Advisors can play an important role for these farmers by facilitating their connections to creative land access opportunities, including the use of farmland conservation, alternative tenure arrangements and more. Learn about the organizations and logistics involved in these opportunities, their strengths and limitations, and when, where and for whom they can be most effective. This workshop will review the creative farmland access strategies and the potential for providers to facilitate the process, and include time for discussion.

10:00 – 10:40 **Farmland transfer: building relationships between landowners and landseekers**

Dan Welch, Business and Succession Planning Coordinator - NY FarmNet

One way for beginning farmers to access land is through a farm transfer from a retiring farmer. A successful farm transfer requires a significant investment of time in developing a productive relationship between the beginning and retiring farmer. A case study approach will be used to show what works and what

doesn't in a non-family farm transfer while we discuss both personal and financial considerations.

10:40 – 11:00 BREAK

11:00 – 11:40 LAND ASSESSMENT BREAKOUTS – CONCURRENT (Choose ONE)

Reading the land: Classroom and field based activities to engage farmers in land assessment – WHITE BALLROOM

Crystal Stewart, Eastern NY Regional Vegetable Specialist - Cornell Cooperative Extension

Learn how to engage farmers' existing knowledge of the land as a platform to teach new concepts. Develop comfort adapting teaching techniques to the variability of the field (e.g. not knowing what soil type you will see, what limitations there might be) and using active learning techniques in the field and classroom surrounding land assessment. Identify the key pieces of information that are essential to farmer success in land assessment and lay the foundation for land assessment as a springboard to land improvement.

How to teach the balance of land and livestock - EAST ROOM

Ben Crockett, Site Manager - Hudson Valley Farm Business Incubator

Tackle the basic tools, strategies, and pitfalls involved with educating beginning farmers about land and how to farm it with livestock. Learn the necessary math (yes, math!) and qualitative observations that help farmers understand their available land resources. Strategies will include preseason co-planning, guided observational walks, and "controlled crash and burn". Avoid the various pitfalls and red-flags that come up when dealing with livestock, and see how these lessons can be driven home.

11:40 – 1:10 LUNCH and NETWORKING TIME

1:10 – 1:50 Helping producers and landowners set "fair" rents for farmland in complex land markets

Liz Higgins, Ag Program Leader - Cornell Cooperative Extension – Ulster County

How do you weigh land production capacity in land values? How do value location in rental rates? And how do you price the rental value of infrastructure? The rent BF's pay should be based on the property's contribution to the bottom line. Learn how to help BF's navigate through complex land markets, use tools for determining a reasonable rental range, and find sources of data that can lead to finding "fair" land rental rates.

1:50 – 2:20 **LAND DISCUSSION – Identifying the threads, gaps, and next steps**

2:20 - 2:30 **BREAK**

BUILDING BUSINESS AND FINANCIAL ANALYSIS SKILLS

2:30 – 3:00 **Working with enterprise budgets - Poultry production and processing calculators**

Jennifer Hashley, Director, New Entry Sustainable Farming Project

Poultry production is a “gateway” livestock enterprise: new livestock producers can quickly turn around broilers and fresh eggs are a great way to keep customers coming to the market regularly to drive other sales. But can producers make money? Yes, if they know their cost of production, operate at the right scale, and understand how to calculate profit into their pricing structure. On-farm poultry processing can also be a way to save costs (or not). Learn about several online poultry calculators that you can use with new producers to help them determine how much they need to charge to see profitable returns, where they might be able to save costs by reducing inputs, and whether to invest in on-farm processing or pay for custom processing.

3:00 – 3:30 **Tools for understanding meat yields and pricing cuts for profit**

Brian Moyer, Program Assistant, Penn State Extension

Once we decide that an animal is ready for slaughter, our marketing meter kicks in. Do we fully understand our carcass yields? What is the yield from carcass to cuts? Do we really know how profitable different marketing channels are? This could be where your farmer’s profits lie. Learn tools to help beginning farmers understand yields from beef, pork, and lamb carcasses, find break-even prices for the carcass, and price individual cuts.

3:30 – 4:15 **DISCUSSION - Connecting BF’s to an advisor network**

Whether helping BF’s access land or guiding them through farm business and financial analysis, we are often seeking the expertise of others. What is your network of service providers, consultants, and advisors? How do we better identify and connect with other professionals to build a robust network and better support BF decision-making.

4:15 – 4:30 **CLOSING**

