

**2015 NE BFLN Professional Development Training**  
**October 26-27, 2015**  
*Example Trainer Actions*

<b>What changes would you make to outreach strategy - How can you increase veteran participation in BF programs?</b>
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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<b>Based on what you learned today, what are changes you will make to your own BF training program or services?</b>
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.