# NE Beginning Farmer Learning Network Professional Development Training October 27-29, 2014

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



#### **CONFERENCE AGENDA**

Re-strategizing with advanced Beginning Farmers:

Supporting scale-up and farm investment decision-making

### Monday, October 27, 2014 – White Ballroom

Time	Topic	Presenters		
9:15-9:45 AM	WELCOME: Goals and Expectations	Anu Rangarajan		
Workshop 1 – Identifying Credit Readiness				
9:45-11:00 AM	Business planning and the 5 C's of Credit	Gary Matteson- Farm Credit Council		
11:00-11:30 AM	Accessing credit – Teaching Activity	Benneth Phelps- Carrot Project		
11:30-12:00 PM	Group Discussion and Action Planning			
Lunch: 12:15-1:00 PM				
Workshop 2 – Farm Financial Analysis				
1:15-2:15 PM	Cash flow planning	Gary Matteson- Farm Credit Council		
2:15-2:45 PM	Working with financials – Teaching Activity	Benneth Phelps- Carrot Project		
2:45-3:15 PM	Group Discussion and Action Planning			
Cultural Competency Roundtable				
3:30-3:35 PM	Introduction	Anu Rangarajan		
3:35-4:15 PM	Developing cultural competency to work across difference	Eduardo Gonzalez Jr. – CCE NYC Chris Wayne – Grow NYC/Greenmarket		
4:15-5:00 PM	Military veteran farmer training	Norm Conrad – NCAT/ATTRA		
5:00-5:30PM	Group Discussion and Action Planning			
Dinner: 6:30-8:00 PM – Main Ballroom				
Curbside Consulting: 8:00-10:00 PM – East Room				

## Tuesday, October 28, 2014 – White Ballroom

Time	Topic	Presenters		
8:30-9:00 AM	Review and Action Planning	Anu Rangarajan		
Workshop 3 – Labor and Equipment Decision-Making				
9:00-11:00 AM	Supporting investment analysis and	Chris Blanchard – Flying Rutabaga Works		
	labor management decisions			
11:00-11:30 PM	Group Discussion and Action Plannin	g		
Lunch: 11:45-12:30 PM				
Cultural Competency Roundtable				
12:45-1:45 PM	Building organizational capacity to	Chris Wayne – Grow NYC/Greenmarket		
	reach underserved farmers			
1:45-2:15 PM	New American farmer training	Sarah Bostick – Cultivating Community		
2:15-2:45 PM	Group Discussion and Action Planning			
Workshop 4 - Wholesale Market Readiness				
3:00-4:30 PM	Preparing for wholesale market opportunities	Bob Weybright- CCE Eastern NY		
4:30-5:00 PM	Working with farmers in wholesale  — Teaching Activity	Chris Blanchard – Flying Rutabaga Works		
5:00-5:30 PM	Group Discussion and Action Planning	g		
Dinner: 6:30-8:00 PM – Main Ballroom				
Curbside Consulting: 8:00-10:00 PM – East Room				

## Wednesday, October 29, 2014 – White Ballroom

Time	Topic	Presenters		
8:30-9:00 AM	Review and Action Planning	Anu Rangarajan		
Workshop 5 – Whole Farm Decision-Making				
9:00-11:00 AM	Supporting farm viability with	Erica Frenay – Cornell SFP		
	values based decision-making	Phil Metzger – Consultant		
		Elizabeth Marks – USDA-NRCS		
11:00-11:30 AM	Group Discussion and Action Planning			
Final Evaluation and Adjourn: 11:30-12:00 PM				

