

**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**

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

## Tuesday, October 28, 2014 – White Ballroom

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

## Wednesday, October 29, 2014 – White Ballroom

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

