****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**

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| **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**

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| **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 labor management decisions* | | Chris Blanchard – Flying Rutabaga Works |
| 11:00-11:30 PM | *Group Discussion and Action Planning* | | |
| **Lunch: 11:45-12:30 PM** | | | |
| **Cultural Competency Roundtable** | | | |
| 12:45-1:45 PM | *Building organizational capacity to reach underserved farmers* | Chris Wayne – Grow NYC/Greenmarket | |
| 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* | | |
| **Dinner: 6:30-8:00 PM – Main Ballroom** | | | |
| **Curbside Consulting: 8:00-10:00 PM – East Room** | | | |

**Wednesday, October 29, 2014 – White Ballroom**

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| **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 values based decision-making* | Erica Frenay – Cornell SFP  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** | | |

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