



Beginning Farmer Conference at the 2018 Agricultural Trades Show
Wednesday, Jan 10, 2018 and Thu, Jan 11, 2018

Two great days of workshops by Beginning Farmer Resource Network plus an opportunity to join Maine Federation of Farmers Markets for a Lunch and Learn with Phillip Ackerman on Thursday!

BFRN workshops are free.

To register for Lunch and Learn (Thu), email lynne.b.hazelton@maine.edu

Beginning Farmer Resource Network Conference
Wednesday, January 10, 2018

What does it mean to be a “Beginning Farmer” from 2018 to 2028?

Androscoggin/Aroostook/Cumberland Room – 9 a.m. – Noon

Are you in your first 10 years of farming? Are you getting ready to begin farming? Please come to this free, half-day conference! 9:00-speed networking for farmers and service providers; 10:00 – a panel of farmers and service providers discuss the typical challenges and growth phases of the first 10 years of any farm/farm business. 11:00 – inspiration and humor provided by featured speaker/author/farmer, Lucie B. Amundsen, of Locally Laid Egg Company, a family-run, mission-based farm in Wrenshall, Minnesota.

Farmers, Service Providers and Featured Speaker: Lucie B. Amundsen

Circle Up... Designing your Employee Handbook and Worker Training Plan

Androscoggin Room – 1 p.m. – 4 p.m.

Develop a draft employee handbook and pick-up forms, payroll service resources, daily meeting tips and templates, and resources on effective communication strategies. Be sure to bring your laptop, notebook and records for this hands-on workshop.

Presenters: Jason Lilley & Leslie Forstadt, University of Maine Cooperative Extension, with Dan Cousins of Pietree Orchard in Sweden, and Polly Shyka of Villageside Farm in Freedom.

Get Going with QuickBooks Pro

Aroostook Room – 1 p.m. – 4 p.m.

Introduction to QuickBooks including chart of accounts, customers, vendor bills and bank reconciliation. This workshop is for first-time users and those with little QuickBooks experience. The last hour will be for one-on-one assistance with a Pro Advisor. Participants will be entered in a drawing for a QuickBooks Pro subscription. Limited to 18 Participants. Be sure to bring your laptop, notebook and records for this hands-on workshop.

Presenters: QuickBooks Pro Advisers from Austin Associates and Erin Roche, University of Maine Cooperative Extension

From Recipe to Market: How to Start a Specialty Food Business in Maine

Cumberland Room – 1 p.m. – 4 p.m.

Specialty food producers—often operating home-based microenterprises—are a growing Maine industry. Yet starting a Maine home-based food business will require you to face challenges including licensing, food safety, and building business skills. In addition, some recipes and food products for sale may need to be sent to UMaine for testing.

Presenters: Dr. Beth Calder; Dr. James McConnon; Dr. Louis Bassano; University of Maine Cooperative Extension

BFRN Networking Room

Knox Room – 9 a.m. – 7 p.m.

Farmers are welcomed to connect one-on-one with farmers and agricultural service providers and find resources for farm business success.

Beginning Farmer Resource Network (BFRN) Conference Thursday, January 11, 2018

BFRN Networking Room: Knox Room – 9 a.m. – 3 p.m.

Farmers are welcomed to connect one-on-one with farmers and agricultural service providers to find resources for farm business success.

Put down roots! Start to plan and write that farm or farmland lease.

Androscoggin Room – 9 a.m. – 11 a.m.

Practice your negotiating skills, learn about the legal rights and responsibilities of the Lessor and the Lessee, and roll-up your sleeves to design and write the lease for that farm or farmland you are seeking. Be sure to bring your laptop, notebook and records for this hands-on workshop.

Presenters: Jo Barrett, *Land for Good*; Elaine Bourne, *Maine Agricultural Mediation Program*; and an attorney from the *Legal Food Hub of the Conservation Law Foundation*.

Accessing Farm Capital... Shark Tank Style!

Cumberland Room – 9 a.m. – 11 a.m.

A highly interactive and friendly session for farmers to pitch their farm business expansion and/or diversification ideas to a panel of lenders & investors. Be sure to bring your laptop, notebook and records for this hands-on workshop.

Presenters: Facilitated by a business advisor with agricultural lenders and investors offering constructive feedback.

→Maine Federation of Farmers' Markets Lunch and Learn

Join us for a lovely hot buffet lunch and an excellent and inspiring keynote speaker!

"Hacking the Local Foodshed: Why Farmers' Markets Matter More Than Ever"

Luncheon & Keynote. Cost: \$18 Pre-registration required: Email Lynne Hazelton at lynne.b.hazelton@maine.edu

11-11:35 Legislative Update – Maine Farm Bureau, National Sustainable Agriculture Coalition

11:45-12:40 Keynote – Phillip Ackerman-Leist

12:40-1:30 Hot buffet lunch

Keynote Speaker, Philip Ackerman-Leist is Professor of Sustainable Agriculture & Food Systems at Green Mountain College, where he established the college's organic farm, sustainable agriculture curricula, and the first online graduate program in Sustainable Food Systems in the United States. He and his wife Erin live on a remote off-grid farm in Pawlet, Vermont with their three children, where they raise grassfed American Milking Devon cattle. His newest book is *A Precautionary Tale: How One Small Town Banned Pesticides, Preserved its Food Heritage, and Inspired a Movement*, published by Chelsea Green (November 2017). He is also the author of *Rebuilding the Foodshed: How to Create Local, Sustainable, and Secure Food Systems* and *Up Tunket Road: The Education of a Modern Homesteader*.

Make a note of it...Production Record Keeping

Androscoggin Room – 2 p.m. – 3 p.m.

Come to develop templates and plans for improving record keeping strategies. Extension Educators and Farmers will discuss the tools that work well for them, and the types of records that are important to keep. Nutrient Management Plans, MOFGA certification records, and general production records will also be discussed. Be sure to bring your laptop, notebook and records for this hands-on workshop.

Presenters: Jason Lilley & Donna Coffin, *University of Maine Cooperative Extension*; Keena Tracy, *Little Ridge Farm, Lisbon Falls*; and Mark Hedrich, *from the Department of Agriculture, Conservation and Forestry*.

Find your "best fit" for Farm Business Planning & Training

Cumberland Room – 2 p.m. – 3 p.m.

Are you considering farming as a career? Have you begun farming and need to improve your business management skills? Perhaps you've started researching your training options and don't know where to start. Should you apprentice? Go back to college? Register for a short course? This workshop will feature many of the beginning farmer training programs available in Maine and is designed to help participants determine their next farm training step. Come get your questions answered!

Presenters: Steph Gilbert, *Maine Department of Agriculture, Conservation & Forestry*; Jedediah L. Beach, MBA, *FarmSmart, Owner/Operator of 3 Bug Farm, Lincolnville*; Ryan Dennett, *Maine Organic Farmers & Gardeners Association*; Tori Lee Jackson, *University of Maine Cooperative Extension*; Bo Dennis, *Kennebec Valley Community College*; Sarah Littlefield, *Wolfe's Neck Farm – Dairy Grazing Apprenticeship*; Jerry Ireland, *United Farmer Veterans of Maine*.