



1551 S. 2nd Street Lincoln NE 68502
(402) 474-9802
www.communitycrops.org



**HELPING PEOPLE WORK TOGETHER TO GROW
HEALTHY FOOD AND LIVE SUSTAINABLY**

December 1, 2011

Dear Beginning Farmers,

We are excited that you are pursuing a farm business! We believe that a strong local food system is key to food security for our communities, and small farms are the backbone of that system.

Attached you will find the schedule and registration for our 2012 Growing Farmers Winter Workshop series. These workshops are practical, hands-on trainings to help you develop the skills you need to start your farm business and be successful over the long haul.

These workshops are primarily tailored to those interested in growing horticulture crops, such as vegetables, fruit, herbs or flowers, with a focus on sustainable and organic methods of production. If you want to start a small farm but focus on other products, you can still register for individual sessions, and we can connect you with other trainers in the area who focus on other farm products.

Each workshop will feature one or more guest speakers, including several successful farmers in the area, small business owners, business professionals, and University Extension educators. These speakers have many years of experience as farmers and educators, and we are excited that they will be with us to share their knowledge as you begin your own farm business. We will also tour several farms and greenhouse facilities.

Priority will be given to those registering for the full workshop series, and next for those wishing to attend only some workshops as space allows. We also offer extended assistance to graduates of our workshop series, including helping graduates find land, connecting graduates with resources to help grow their farm, and occasionally purchasing vegetables for our CSA program.

The full course is \$300. Individual workshops are \$40 each. To register, please fill out and return the attached form and payment by January 16. Scholarships are also available for the workshop fees, transportation or childcare. Class size is limited to 30 people, so be sure to register soon!

Thank you, and we look forward to working with you,

Ingrid Kirst
Executive Director
Community CROPS

2012 Growing Farmers Winter Workshops Syllabus

- *Each session will last from 9am-4pm*
- *All workshops will be held at the Lancaster County Extension Building, 444 Cherrycreek Road*
- *Snacks and coffee provided*
- *One-hour lunch break on your own from 12pm-1pm; you're welcome to bring a sack lunch and stay at the Extension Building*
- *5 farm tours will be held during afternoons*

1. Market and Product Overview, Farmers' Market Focus

Saturday, January 21, 9:00am-4:00pm

Foundations of success for selling through farmers' markets, CSAs, wholesale accounts, or online sales

2. Business Planning, Risk Management, CSA Focus, Restaurant and Grocery Store Panel

Saturday, January 28, 9:00am-4:00pm

Business structure, business plan, insurance, legal concerns, in-depth CSA workshop and panel of local chefs and produce managers discuss restaurant and grocery store sales

3. Financial Planning; Finding Land, Capital, and Other Resources; How to Make a Sale

Saturday, February 11, 9:00am-4:00pm

Cash flow projection, budget, setting prices, tracking profitability, obtaining loans, outlining the fundamentals of how to sell your vegetables

4. Seed Starting Methods, Field Mapping/Succession Planting, Greenhouse Production and Tour

Saturday, February 25, 9:00am-4:00pm

Crop and variety selection, planting schedules, seed starting, field layout, land requirements

5. Marketing, Organic Certification, Individual Assistance

Saturday, March 10, 9:00am-4:00pm

Creating a marketing plan, telling your story, target markets, what organic certification is and how to obtain it, individual assistance on business plans

6. Class Presentations, Robinette Farm Tour

Saturday, March 17, 9:00am-4:00pm

Class presentations of business and financial plans, tour of Robinette Farms in Martell

7. Field management, Common Good Farm Tour

Saturday, March 31, 9:00am-4:00pm

Integrated Pest Management, organic weed management, soil health, rotations, compost, tour of Common Good Farm in Raymond

8. High Tunnels and Cold Frames, Equipment Options, Harvest Home Farm Tour

Saturday, April 14, 9:00am-4:00pm

Demonstration of tools, supplies and equipment, tour of Harvest Home Farm in Waverly

9. Harvest and Post-Harvest Handling, ShadowBrook Farm Tour

Saturday, April 21, 9:00am-4:00pm

GAPS overview, packing and storage, food safety, quality control, tour of ShadowBrook Farm in Denton

For more information, please call Warren at 474-9802 or visit our website: www.communitycrops.org

2012 CROPS Growing Farmers Winter Workshops Registration Form

Name: _____ Date: _____

Farm/Business Name (if any): _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: (home) _____ (cell) _____

Email address: _____

___ I need an interpreter in _____ (language) at the sessions (provided by CROPS).

Where did you hear about the program? _____

Please briefly describe your business and goals: _____

___ I have my own land to begin farming.

___ I would like help locating land to rent.

___ I am interested in renting land at Sunset Community Farm.

To be considered for renting land at Sunset Community Farm, you must attend at least 7 of the 9 sessions, and complete the associated homework for all sessions.

Choose One:

___ **I am enclosing the full \$300 for 9 workshops.**

___ **I am enclosing 3 checks for \$100, with two post-dated to February 20 and March 20.**

___ **I would like to attend Workshops # _____ and am enclosing \$40 per workshop.**

___ **I am applying for a scholarship for workshop fees, transportation or childcare (see separate scholarship application).**

Make checks payable to: Community CROPS

Signature _____

Please fill out and return by Monday, January 16 to:

Community CROPS

1551 S. 2nd St.

Lincoln, NE 68502

or, complete online at www.communitycrops.org/gfapp