

PROFITABILITY BOOT CAMP FOR FARMERS

Wednesday, September 2, 2015
GreenStone Farm Credit Office
3515 West Road
Lansing, Michigan 48823

A partnership of Farmer Veteran Coalition, Niman Ranch,
Farm Credit,
and USDA Farm Services Agency

Co-host for this Workshop:
Michigan State University Center for Regional Food Systems

In this workshop, Farm Credit and Niman Ranch experts will share ways farmer veterans and other beginning farmers are planning for success through improved financial readiness practices. Farm Credit will share new tools like the Monthly Cash-Flow Analysis for grass fed beef, pastured pork, pastured poultry and direct to retail vegetables, and the One-Page Cost-Benefit Analysis tool. Niman Ranch will share risk management strategies and tools. USDA Farm Services Agency will offer the latest in USDA Farm Services Agency resources and tools that are available to farmer veterans and beginning farmers.

Registration for this workshop is free of charge.

Please RSVP by Friday, August 28, 2015 to Marty Gerencer at marty@morseconnections.com

Agenda:

<u>Lunch</u>	11:30 – 12:15 PM
<u>Introductions and Workshop Overview</u> <ul style="list-style-type: none">• GreenStone Farm Credit• Michigan State University Co-Host• Michael O’Gorman, Farmer Veteran Coalition	12:15 – 12:30 PM
<u>Access to Capital and Cash Flow Analysis</u> <ul style="list-style-type: none">• Gary Matteson, Farm Credit Council• GreenStone Farm Credit	12:30 – 2:00 PM
<u>Break & Networking</u>	2:00 – 2:15 PM
<u>Risk Management Strategies and Tools</u> <ul style="list-style-type: none">• Mel Coleman Jr., Niman Ranch	2:15 – 3:00 PM
<u>USDA FSA Resources and Tools</u> <ul style="list-style-type: none">• USDA Farm Services Agency	3:00 – 3:30 PM
<u>Local Updates – MI Good Food Fund</u> <ul style="list-style-type: none">• Rich Pirog and Judith Barry, Michigan State University	3:30 – 4:00 PM
<u>Evaluations and Networking</u>	4:00 – 4:15 PM

*Project Partners for this workshop:
Morse Marketing Connections, LLC,
Michigan State University – Center for Regional Food Systems,
Michigan Food & Farming Systems (MIFFS), Greenstone Farm Credit
This project is funded with support from USDA Farm Services Agency*