


**FARM** Organic Growers School  
**BEGINNINGS**<sup>®</sup>  
 Year-Long Farmer Training

1	Saturday Oct. 14, 2017 10am-5pm	Starting on Solid Ground: Connecting Values & Goals	Session 1 introduces the Farm Beginnings program, the history of the U.S. Food System and the impacts on small farms, and gives you an opportunity to get to know your classmates. You will also learn how to use Whole Farm Planning and the Holistic Goal proven tools for sustainable farm management.
2	Wednesday Oct. 25, 2017 6-9pm	Holistic Goal: Future Resource Base	In session 2, Participants continue to develop their holistic goal, specifically, how our land, as well as our community and behavior must be in order to sustain our vision for generations to come. You will also learn how to use the Holistic Goal in whole farm planning to develop an effective framework for decision-making that reflects your personal values, goals and life vision.
3	Wednesday , Nov. 8th, 2017 6-9pm	Business Start-up: The formalities of Operating a Farm Business	Session 3, provides how-to and lessons related to the being in the "business" of farming, to include business structures, registering a business name, incorporation, farm taxes, insurance, and other legal and business requirements. Learn from a farmer's perspective key steps for start-up and capitalization.
4	Saturday Nov. 18, 2017 10-5pm	Agroecology 101 & Soil Health	Session 4, we delve deeper into the impact of the U.S. Food System, and sustainable agriculture movement. We'll also cover ecosystem processes, soil health, and incorporating on-farm observation and monitoring skills utilizing the water, mineral, and energy cycles, as well as community dynamics to gauge ecosystem health.
5	Wednesday Nov. 29, 2017 6-9pm	Financial Planning 101	Session 5 examines your beliefs about money and introduces home and farm budgets. You will have the opportunity to see real numbers from an established farmer's financial plan and learn about the realities of planning the financial part of the farm business. Begin to evaluate enterprises and how to match numbers with your ideas.
6	Wednesday Dec. 13, 2017 6-9pm	Financial Planning 102	Session 6 digs deeper into enterprise planning. We will work with the enterprise decision guide, discuss minimum viable product and workshop enterprise ideas.
7	Wednesday, Jan. 10th, 2018 6-9pm	Business Planning & Economy of Scale	Session 7 explores the value of developing sound business planning skills - what is involved in business planning, what decisions should be considered, and how to approach developing the skills to successfully start and operate a farm business. Economy of scale is explored to help participants align and ground farm enterprise ideas with financial needs and with quality of life.
8	Saturday Jan. 20, 2018 10-5pm	Financial Planning 103 & Agroecology 102	In Session 8, participants will dissect the different components of management that occur on a successful farm business. In the morning, the farmer presenter will illustrate the value of budgeting annual income and expenses as a tool to help make decisions and plan for profit, including cash flow templates. In the afternoon, we will delve deeper into ecosystems processes, on-site observation and monitoring.

9	Wednesday Jan. 31st, 2018 6-9pm	Introduction to Marketing	Session 9 introduces marketing concepts and how to put concepts together in a marketing plan that pursues one's goals. Participants develop knowledge of farm business trends - what customers want and how to make the marketplace work for farmers.
10	Saturday Feb. 10, 2018 10-5pm	Agroecology 103 & Land Access	Session 10 provides exposure to strategies and issues around farmland access including leasing, buying, conservation, land management and use. In the afternoon, we will cover last section of ecosystem processes, on-site observation and monitoring.
ASAP's BOF	Saturday Feb. 24th, 2018	Business of Farming Conference	Participants attend Appalachian Sustainable Agriculture Project's one-day conference with workshops on business planning and financials, direct and wholesale marketing, agritourism, food safety, social media, etc, meetings with regional buyers, and one-on-one business, legal and marketing consulting.
11	Wednesday Feb. 28th, 2018 6-9pm	Getting to understand Buyers & Networking	Session 11 invites a panel of food buyers- wholesale and retail to share realities from the end consumer. Regional businesses who support local farms through purchasing are invited to answer specific questions about what their product needs are, how to best communicate with them, and the challenges and expectations they have when working with local producers.
Spring Confer- -ence	March 9-11, 2018	Beginning Farmer Track	OGS Spring Conference offers a wealth of organic focused practical education opportunities. Over the course of two days participants can choose from over 100 different workshops. Students are encouraged to participate in the Beginning Farmer Track workshops, and other workshops that align with your farm plan.
12	Wednesday, March 21st, 2018	Growing Season Plan	In session 12 participants will take time to reassess skill areas and identify the top five you need to develop this upcoming season, in addition to identifying a specific farm enterprise you will focus on and research for your farm proposal in September.
Harvest Confer- -ence	September TBD 2018	OGS Harvest Conference	OGS's Harvest Conference, a fall event featuring fall & winter growing, home cooking, fermentation, and preservation. Participants will attend the Friday half or full day workshops, and Saturdays conference.
13	Saturday, September 15, 2018	Final Project: Farm Proposal Presentations	This final session participants present their farm proposal in the context of their growing season experience, that synthesizes the work done throughout the course. It is also a final end-of-program celebration to motivate students as they move forward on their own in pursuit of their farm dream.
One- on-one	April- September	Mentorship	Participants are matched with a Mentor Farmer for 10-15 hours of one-on-one support and skill building during the summer season. This time can be used on farm and off, to develop production and business skills with an experienced farmer.
Farm Tours	April- September	CRAFT Farm Tours	Participants attend 10 farm tours hosted by CRAFT Farm Members. Topics change each year and cover practices like cover crops, vegetable production, livestock, marketing, production planning, and more. Schedule TBD.
Field Days	April- September	SAHC Incubator Farm	Participants attend 8+ farm production oriented field days hosted at the Southern Appalachian Highlands Conservancy Incubator Farm. Schedule TBD.