



2020-2021 Course Schedule (subject to change)

1	Sunday, Oct 11th, 2020 10AM-4PM	Starting on Solid Ground: Connecting Values & Goals	Session 1 introduces the Organic Growers School, Farm Beginnings program, and gives you an opportunity to get to know your classmates. You will also learn about Whole Farm Planning and the Holistic Goal, proven tools for sustainable farm management.
2	Wednesday, Oct. 21st, 2020, 6-9PM	Holistic Goal: Decision Making on the Farm	In Session 2, participants continue to develop their holistic goal and 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. 4th, 2020, 6-9PM	Business Foundations	Session 3 covers topics related to being in the "business" of farming, including business structures, registering a business name, incorporation, farm taxes, insurance, and other legal and business requirements. Learn from a farmer's perspective how they accessed land and capital to start their business and why they chose their business model.
4	Saturday, Nov. 14th, 2020, 10AM-4PM	Our Food System & Racial Equity, Principles of Sustainable Agriculture 101	In Session 4, we explore the U.S. Food System and agricultural history and provide a lens into racial equity in our current agricultural food system. Part two of the day will explore principles of sustainable agriculture and explore soil health in the field.
5	Wednesday, Dec. 2nd, 2020, 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
6	Sunday, Dec. 13th 2020, 10AM-4PM	Financial Planning 102: Enterprise Planning	Session 6 digs deeper into enterprise planning. We will work with the enterprise decision guide. Balance sheet exercises and aligning enterprises with resources will be explored. We will discuss minimum viable product and workshop enterprise ideas. A farmer will share their process for enterprise selection .
7	Saturday, Jan. 6th, 2021, 10AM-4PM	Business Planning & Economy of Scale	Session 7 will include work time for enterprise development, budgets and planning. We will explore what is involved in sound business planning, decision-making, and developing the skills to successfully start & 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. 16th, 2021, 10AM-4PM	Marketing Basics, Principles of Sustainable Ag 102	Session 8 introduces marketing concepts, including the 4 Ps and how to put these to use to develop a marketing plan that pursues one's goals. Participants develop knowledge of marketing channels and how to know your customer. Principles of Sustainable Agriculture Part 2: Farm energy flow diagrams.

9	Wednesday, Jan. 27th, 2021, 6-9PM	Financial Planning 103: Cash Flow	In Session 9, participants will dissect the different components of management that occur on a successful farm business. 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.
10	Saturday Feb. 13th, 2021, 6-9PM	Land Assessment & Land Access	Session 10 provides exposure to strategies and issues around farmland access including leasing, buying, conservation, land design, management and use.
ASAP's BOF	Saturday, Feb. 22nd, 2020	ASAP's Business of Farming Conference	Participants attend Appalachian Sustainable Agriculture Project's one-day conference with workshops on business planning, direct and wholesale marketing, agritourism, food safety, meetings with regional buyers, and one-on-one business, legal and marketing consulting.
11	Wednesday, Feb. 24th, 2021, 6-9PM	Working Session	Session 11 Provides time to work on growing season learning plan, enterprise development, marketing and holistic planning.
Spring Conferenc e	March Date TBD, 2021	OGS Spring Conference Tracks	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 Farming - Beginning Track workshops, and other workshops that align with your farm plan.
12	Wednesday, March 17th, 2021 6-9PM	Growing Season Learning 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	Sept. Date TBD 2021	OGS Harvest Conference	OGS's Harvest Conference is a fall event featuring fall & winter growing, home cooking, fermentation, and preservation. Participants will attend the Friday and/or Saturday full day workshops.
13	Sunday, Sept. 12th, 2021 10AM-4PM	Final Project: Farm Proposal Presentations	The final session participants present their farm proposal in the context of their growing season experience, synthesizing 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 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.
CRAFT	April- September	CRAFT Farm Tours	Participants attend up to 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.
On farm Workshops	All year	Living Web Farms Workshops	Participants can attend sustainable living, food and farm production oriented workshops hosted at Living Web Farms Schedule TBD.