



FARM-BASED EDUCATION FORUM

Agritourism, Education & Economics on Your Farm

October 22 & 23, 2013

Shelburne Farms • Shelburne, Vermont

Join us at beautiful Shelburne Farms to build the Farm-Based Education and Agritourism movement! Hosted by the Farm-Based Education Network and Vermont Farms! Association in partnership with the Northeast Organic Farming Association of Vermont, Shelburne Farms and UVM Extension

- 20 workshops to inspire and educate
- Pre-conference farm tours or Champlain Islands field trip
- Networking with farmers and educators
- Resource sharing tables

REGISTER TODAY!

vtfarmedforum2013.eventbrite.com/

For registration information:

gail.makuch@uvm.edu; (802) 257-7967.

For program questions:

vsimonnobes@shelburnefarms.org; (802) 985 0382 or lisa.chase@uvm.edu, 802-257-7967 x311.

Stay in touch! For latest updates:
www.farmbasededucation.org/events/forum



Schedule

Tuesday, October 22

CHOOSE A FARM TOUR (ONE OR MORE), OR ANOTHER PRE-CONFERENCE ACTIVITY.

7:00 AM	Optional Chores: Shelburne Farms Children's Farmyard
7:30 AM	Registration Opens
8:45 AM-4:30 PM	Champlain Islands Field Trip
9 AM-4:30 PM	ABC's of Farm-Based Education
9:30-11:30 AM	Professional Development Training
11 AM-12:30 PM	Farm Tour: Trevin Farms
12:30-2:00 PM	Farm Tour: Bread and Butter Farm
1:00-2:30 PM	Farm Tour: Champlain Orchards
2:30-4:00 PM	Farm Tour: Isham Family Farm
3:00-4:30 PM	Farm Tour: Chick to Plate Project
5:30-8:30 PM	Grazing Reception at Shelburne Farms. Welcome from VT Secretary of Agriculture Chuck Ross & Commissioner of VT Dept. of Tourism & Marketing Megan Smith

Wednesday, October 23

7:00 AM	Optional Chores, Shelburne Farms Children's Farmyard
7:30 AM	Registration
8:00-9:00 AM	Welcome
9:15-10:45 AM	Workshop Session I
11 AM-12:30 PM	Workshop Session II
12:45-2:15 PM	Lunch
2:30-3:30 PM	Workshop Session III
3:45-4:45 PM	Workshop Session IV
5:00-5:30 PM	Closing

About the Conference

Join farmers, farm-based educators and service providers in a two-day exploration of open farms in Vermont and the Northeast. Workshops will discuss the opportunities and challenges that visitors bring to farms, and will share tools for offering memorable, authentic on-farm experiences to your guests. Learn how to use your farm as a classroom, expand opportunities for direct sales, and discover the impact of farm-based education and agritourism on your farm, family, community and beyond.

On Tuesday, October 22, attendees will have the chance to participate in several pre-conference offerings. The farm tours are scheduled so you can tour them as you make your way to Shelburne Farms for dinner on October 22nd. Visit farms that are inviting the public onto their land in many forms: a successful bed & breakfast on a goat dairy, field trip programming at Champlain Orchards, and Bread and Butter Farm's "Burger Night". Get an inside look at the Chick to Plate Project for Middlebury teens, and be amazed by the renovations that have transformed a barn into a wedding venue at Isham Farm in Williston, Vermont. Looking to spend a full day immersed in farm-based education? Sign up for the ever-popular ABC's of Farm-Based Education, where Shelburne Farms educators will inspire your educational offerings with kid-tested, educator-approved activities. Finally, participants can jump on board the Champlain Islands field trip, which will wind its way through an agricultural region that offers many high quality agritourism experiences, and engages local students in meaningful education year-round.

Dinner on the 22nd will feature entertainment and locally grown, locally prepared fare, including a pig roast, which the whole family can graze on. Workshops and networking opportunities on October 23 will lend creative visions, concrete plans and strong connections to your farm business.

Registration & Scholarships

Registration fee for October 23: \$45 (includes breakfast, lunch and 4 workshop sessions.)

Register online: <http://vtfarmedforum2013.eventbrite.com/>
For assistance, contact Gail Makuch at gail.makuch@uvm.edu or (802) 257-7967 ext. 301

A limited number of full (\$45) and partial (\$25) scholarships are available for registration. Scholarships are also available for Tuesday dinner and lodging. Scholarships cannot be applied to the field trip or farm tours. If you have applied for a scholarship, please wait until you have heard back before registering. The scholarship application is available at: <https://www.surveymonkey.com/s/PYMXG33>. Contact Vera Simon-Nobes for a paper application: vsimonnobes@shelburnefarms.org or 802-985-0382. All applicants will be notified by 10/11.

Accommodations



The Inn at Shelburne Farms

This historic inn on the shores of Lake Champlain was restored in 1987 and retains the character and tradition of warmth and hospitality enjoyed by guests for more than a century.

On 10/21 and 10/22, lodging for Farm-Based Education Forum attendees is available at a special reduced rate of \$50/person (double occupancy). Some rooms have multiple beds and in order to accommodate as many guests as possible, please consider rooming with another guest. It's helpful if you have a roommate in mind when you call to book your lodging. The single occupancy rate is \$90. Lodging scholarships are available: www.surveymonkey.com/s/PYMXG33.

For reservations: Hannah Sacco, Inn Reservations Group Specialist, M-F 9 AM to 4 PM: (802) 985-0404; hsacco@shelburnefarms.org. You'll need a credit card to confirm your reservation; it will be charged at check out. You will receive your room assignment upon arrival.

NOTE! Guest rooms are unheated (additional blankets available); first floor meeting rooms are heated. Please dress warmly! Guest rooms are smoke free. No televisions.
Check-in 10/21: After 3:00 pm.
Check-in 10/22: Anytime
Check-out 10/23: By 2:00 pm.
We honor cash and checks, Mastercard, Visa, American Express, and Discover.

Many more accommodations are located nearby. There are no group rates, so book early!

- **Smart Suites**, South Burlington, VT
- **Holiday Inn Express**, South Burlington, VT
- **Mt. Philo Inn**, Charlotte, VT
- **Bryn Meadow Farm B&B**, Charlotte, VT
- **Airbnb.com**

Meals: Includes breakfast, lunch and daytime snacks on Thursday. All meals will incorporate as much locally grown produce as possible. You may note dietary restrictions when you register.

Cancellations made before October 11 will receive a full refund. After October 11, refunds will be issued less a 20% administration fee. No refunds are issued for "no shows" or cancellations made after 8 am, October 21.

Pre-Conference Offerings



About Shelburne Farms

Shelburne Farms is a nonprofit education center, 1,400-acre farm, and National Historic Landmark on the shores of Lake Champlain. Its mission is to cultivate a conservation ethic for a sustainable future through education, farming, and food. Shelburne Farms was established in 1886 by William Seward and Lila Vanderbilt Webb as a model agricultural estate. In 1972, family descendants founded the nonprofit organization and began educational and farm-based enterprises. Today, the Farm offers educational opportunities on its campus for learning to visitors from pre-schoolers to adults, while extending the reach of its work through collaborative partnerships. The Farm operates a certified-humane dairy of Brown Swiss Cows, a cheesemaking operation, and a seasonal Inn, enterprises that support the work of the nonprofit.

Resource Sharing Tables

Display educational props, a research poster, handouts on activities you love, crafts you sell, or something you've made with your farm visitors. Attendees will peruse the tables during dinner on Tuesday, lunch on Wednesday, and throughout the day during breaks. Sign up for a 3' or 6' resource table when you register.

Accessibility

To request a disability-related accommodation to participate in this program, please contact Lisa Chase at 1-800-278-5480 or lisa.chase@uvm.edu by October 11 so we may assist you.

Carpooling

Interested in carpooling or roommates? Post a comment on our website forum, click on the carpooling/roommate link on our website event page or join the Farm-Based Education Forum Facebook Page.

UVM Extension helps individuals and communities put research-based knowledge to work. University of Vermont Extension, and U.S. Department of Agriculture, cooperating, offer education and employment to everyone without regard to race, color, national origin, gender, religion, age, disability, political beliefs, sexual orientation, and marital or familial status.

Tuesday, October 22

All activities will fill up on a first come, first served basis. Field trips run rain or shine, so dress accordingly (rain gear and extra layers)! Tuesday Intensives attendees will meet at Shelburne Farms Coach Barn. Farm Tour registrants will drive themselves and meet at the farms. Some activities may be adapted for those with physical limitations. Please contact Vera by October 11 with questions.

Tuesday Intensives

ABCs of Farm-Based Education: Kid-Tested, Educator Approved!

\$35 • Shelburne Farms • 9 AM - 4:30 PM
(arrive at least 15 minutes early to register!
Meet at Coach Barn) Lunch is included

Discover and share engaging, hands-on ways to teach about food and farming, and connect learners of all ages to the farms and food we depend on. Whether you need fresh ideas or have just started thinking about education at your site, this workshop will help you develop educational programming through discussions and kid-tested, educator-approved examples. Join farm-based educators Susie Marchand and Rachel Cadwallader-Staub to share activities and explore the Farm including the educational farmyard and seven-acre Market Garden.

Champlain Islands Field Trip

\$35 • 8:45 AM - 4:30 PM • Meet at Shelburne Farms Coach Barn, at least 15 minutes before departure. Brown bag lunches included in fee! Wind your way through a diverse agricultural region and take a close look at two successful programs connecting the Champlain Islands community to the land: Folsom School's "The Land, the Farms, and Me!" program and South Hero Land Trust's Farm Initiative. Learn about hosting students at Islandacres Farm, a multi-generational family dairy. Take an interpretive walk along a unique shoreline trail. Visit Crescent Bay Farm, a diversified maple sugar operation, bed & breakfast and winery. Hear about hosting out-of-town and local visitors alike at Vermont's oldest commercial apple orchard, Allenholm Farm. We'll discuss the importance of engaging the community, place-based teaching, and utilizing diverse community partners on this activity-based field trip.

Professional Development Training

9:30-11:30 AM. No charge, lunch included
As more farms engage the public and sell through direct markets, Extension and other service providers need to be able to address questions about marketing, safety, liability and more. This workshop equips service providers with critical information about agritourism and marketing, as well as access to resources, so they can better serve the farming community. Get an update on the Vermont Farms Agritourism Project and help identify areas of best practices that should be highlighted for farmers and service providers. *Please contact Lisa Chase with questions: lisa.chase@uvm.edu.*

Southern Tours

\$20 for all three tours or \$8 each



A Trevin Farms

901 Willowbrook Road, Sudbury, VT.
Arrive 11:00 AM, Depart 12:30 PM
Bring a bag lunch.

Guests at Trevin Farms Bed & Breakfast relish the chance to meet curious goats, learn about free range chicken management and take a ride in a carriage pulled by a friendly Percheron, Tyrone. Innkeepers Troy and Kevin have been in the hospitality business for a combined 50 years and see strong customer service skills as one of their greatest assets. They provide their guests with an intimate view into life on a modern-day farm and offer in-depth cheesemaking workshops and package deals that keep their guests coming back. Take this tour to learn how Kevin and Troy have carved out a unique niche, how customer services drives their business and how they juggle home, business, and farm life on their 40-acre homestead.

NEXT, DRIVE 17 MILES TO CHAMPLAIN ORCHARDS.



B Champlain Orchards

3597 VT Route 74 West, Shoreham, VT
Arrive 1:00 PM, Depart 2:30 PM. Bring a bag lunch
Champlain Orchards is a family-owned apple orchard that takes pride in growing a diversity of ecologically-grown fruits. In addition to fresh produce and value-added products, Champlain

Pre-Conference Offerings • Tuesday, October 22

Orchards is a community hub, hosting field trips, concerts and 50 varieties of pick-your-own apples, plums, cherries and raspberries. They deliver apples to about Vermont 50 schools. Champlain Orchards co-owner Andrea Scott will describe how she has fine tuned her field trip offerings over the past several years and will give you tips and ideas for working with teachers and kids on your farm. She will also give an overview of the NOFA Vermont Farmer Correspondence Program which matches up classrooms with farmers for field trips and pen-pal correspondence about farm life and work.

NEXT, DRIVE 18 MILES TO MIDDLEBURY.



C Chick to Plate Project

372 Mainelli Rd. Middlebury, VT
Arrive 3:00 PM, Depart 4:30 PM

Students at the Hannaford Career Center receive a complete farm to table experience, thanks to a group of innovative teachers who are committed to food system education and the economic, ecological lessons embedded in animal husbandry. Agribusiness students raise chickens, which are pastured outdoors in mobile hoop houses constructed by the students. The farmers-in-training move the chickens daily and care for them until slaughter day, when they participate in the slaughter and sale of the birds, based out of their recently constructed mobile slaughter unit. To date they have raised and processed over 1000 birds on their 2 acres. Visit the Hannaford Career Center to meet teachers who have been a part of the Chick-to-Plate project and take away tips from their thoughtful program.

Not interested in all three? You can sign up for farm tours individually.

A NOTE about Tours

Arrive on time; tours will not wait. Please pre-register so the farmers know how many to expect. Driving directions to next sites will be sent out ahead of time and available at the farms. Your \$8/tour fee helps us provide our farmer hosts with stipends. Thank you!

Chittenden County Tours

\$12 for both tours or \$8 each.



Bread and Butter Farm

200 Leduc Farm Dr. • Shelburne, VT
Arrive 12:30 PM, Depart 2:00 PM Bring a bag lunch
In Chittenden County, "Bread and Butter Farm" is synonymous with summer "Burger Night," which attracts nearly 500 people each week. Families flock to Bread and Butter for farm raised burgers, sausage, hot dogs and salads, and musical performances. They also host weekly music and movement classes for the 0-3 crowd, a summer camp for older kids and rent their space for others' events. Since purchasing the farm in 2009, the farmers have created community through their events and farm store, where customers are encouraged to visit the animals and gardens as they stop in for bread, milk and veggies. Farmer Corie Pierce will give an overview of Burger Night's evolution, from the initial idea to the zoning hurdles they faced to their future plans, and will describe how their on-farm events illustrate their values as farmers and community members.

NEXT, DRIVE 7.5 MILES TO ISHAM FARM.



Isham Family Farm

3515 Oak Hill Road • Williston, VT
Arrive 2:30 PM, Depart 4:00 PM

When Mike Isham's parents sold their dairy herd in 1994, the fifth-generation farmer revised the farm as an enterprise and community mainstay. He pitched a business plan to his parents, worked nights at IBM and days at the farm, and three years later quit his job so he could be on the farm full time. Today, the Isham Family Farm is home to a Wedding Barn, a 200 year old English-style timber-frame structure renovated in 2012. As Mike grows into the wedding industry, he also maintains several other enterprises on the 100-acre farm, including maple syrup, corn and sunflower mazes, Christmas Trees, community garden plots, hiking trails, and pick-your-own berries and pumpkins. Mike will give a tour of the barn, outline his marketing strategies and explain how the farm supports the wedding barn, and the barn supports the farm.

Not interested in both? You can sign up for farm tours individually.

Grazing Dinner

Light dinner, cash bar • 5:30 - 8:30 PM • Coach Barn, Shelburne Farms

Graze on fall's finest offerings, including a pig roast! A simple dinner will be prepared by the Inn at Shelburne Farms' Restaurant, and guests can celebrate the many pieces of our farm-based education and agritourism network at this casual reception. Musicians will be on hand to entertain and Vermont beer and wine will be available at the cash bar. Savor the evening's flavors on the shores of Lake Champlain.



WORKSHOPS • Wednesday, October 23

Tracks:

Business **B**

Media & Marketing **M**

Risk Management **R**

Education **E**

9:15 - 10:45 AM

B Nut and Bolts of Business Planning: The Three-Page Business Plan

Hone in on the bare bones of business planning for the small value-added operation, such as Agritourism ventures. You will identify the main elements of a three-page business plan and learn to adopt business planning as a way to manage your business and deal with change, while keeping your eyes on long-term strategies and short term operations. Bring rough notes and thoughts about the elements of your business: revenue, costs, market and customer assessment, financial projections, etc. *Cynthia Martel, Marketing Specialist, West Virginia Department of Agriculture; Doolarie Singh-Knight, Agriculture and Resource Economics, West Virginia University.*

M Sharpen Your Online Communication Tools

Bring your challenges and questions about websites, newsletters, social media, and online engagement to this hands-on session. Daniel Shearer of Tamarack Media will explore common communications issues and share free and low cost tools you can use to reach your customers. This workshop is for people of all levels and will at least one farm will get the chance to be a case study. If you'd like to be the case study, please email Daniel ahead of time: daniel@tamarackmedia.com. All attendees are welcome to bring digital images of what you do and be prepared to log into and edit any current online tools you have (website/newsletter/social media). If you have a laptop, bring that too! *Daniel Shearer, Tamarack Media*

E eFarmony.com: Matching Animals, Activities, and Your Audience

Which animals can help you meet the goals of your educational farm? This interactive workshop will offer insight on the educational and productive attributes of many farmyard species, as well as the challenges of raising them. Children's Farmyard Manager Rachel Cadwallader-Staub will lead this workshop in Shelburne Farms' Children's Farmyard, and will share some favorite farmyard activities. Come prepared with an animal-related goal for your current or hypothetical farm.

Rachel Cadwallader-Staub, Shelburne Farms

E Summer Camp 101

With the right planning and structure, summer camp can benefit the farm as well as the campers. Meet Kim Goodling, who hosts summer camps for children and classes for adults on her fiber farm in Washington, VT, and Jennifer Rothman, Programs Director for Stone Barns Center for Food and Agriculture in NY State. Kim will share the tools she uses to organize a camp, schedule activities and advertise. Jennifer will share ideas on staffing, counselor-in-training, registration and communications. Bring a pencil and an open mind. Presenters will save plenty of time for workshopping your own ideas. *Kim Goodling, Vermont Grand View Farm; Jennifer Rothman, Stone Barns Center for Food and Agriculture*

E Curriculum Design for Effective On Farm Learning

Explore three curriculum design models for developing engaging and effective experiential farm-based lessons. Learn how to choose the best model to meet your educational service needs for K-12, professional development or the public. Practice, present, and share! Participants will receive a workbook and access to all the lessons developed at the workshop! *Peggy Eppig, Mid-Atlantic Farm-Based Education Network, Maryland Ag Ed Foundation*

11:00 AM - 12:30 PM

M Marketing Your Message to Create New Opportunities

Learn how Vermont farmers and producers are telling their stories through multi-media channels. Get tips on promoting your agritourism business through social media, communicating with press, and setting marketing goals all on a shoestring budget. Hear examples of how you can respond to guests and the media with integrity and transparency while under pressure. Bring your questions to this lively resource-sharing Q&A discussion. *Members of the Farm to Plate Agritourism Task Force: Patricia Sears, Newport City Renaissance; Sara Schlosser, Sandiwood Farm; Beth Kennett, Liberty Hill Farm; Chris Howell, Vermont Farm Tours; and Rachel Carter, VT Farm to Plate.*

E Open Minds, Dirty Hands: 15 Programs that Worked (and some that didn't!)

Scout Proft and Maria Reade will describe a multitude of education programs they have offered at Someday Farm in Dorset, Vermont. The farm regularly hosts visitors including school groups (pre-K through college), CSA shareholders, and interested community members. Scout has owned and managed Someday Farm for 30 years and serves as

a NOFA Farm to Community mentor. Maria has been a teacher for 27 years and now is a working partner on the farm. At school, she developed long term volunteer opportunities with area farms for her students. Someday Farm is a family farm that raises seven thousand game birds and poultry, grows five acres of vegetables, produces maple syrup, and has a composting operation. *Scout Proft and Maria Reade, Someday Farm*

R Caring for your Educational Animals

Hands-on interactions with animals enliven farm experiences for kids and adults, but caring for animals that interact with visitors provides unique challenges for farmers. In this workshop, a licensed veterinarian will discuss how to mitigate public health risks to ensure a safe learning environment for both visitors and farm animals. This demonstration-based workshop will cover animal handling and behavior and basic on-site health procedures including deworming, vaccinations, and first aid. *Rachel Cadwallader-Staub, Shelburne Farms together with a licensed veterinarian*

B On Farm Events: A(dvertising) to Z(oning)

There are endless ideas for events you can host at your farm. Hear from a NOFA Vermont Farm to Community Mentor about the details of organizing successful on-farm events, including open farm days, farm dinners and homestead hops. Then explore the zoning limitations and complexities that arise as you start to develop your event offerings. Dean Pierce, Shelburne Town Planner will describe Shelburne's experience with permitting around agritourism, answer questions and share resources that can assist farmers as they navigate their towns regulations. *Selina Rooney, NOFA VT Farm to Community Mentor, Dean Pierce, Shelburne Town Planner*

E Empowering Youth through Organizational Partnerships with Farms and 4-H

Participants will learn about three program models in Vermont and New Hampshire that use hands-on agricultural experiences to deepen classroom learning and develop youth skills. These include 4-H/community youth engagement partnerships, NOFA Farm/School partnerships, and the great Garlic Project, an initiative involving multiple organizations and schools. Come prepared to share ideas, evaluate programs with a youth development lens, and set goals for improvement or expansion for your own youth engagement. *Liz Kenton, UVM Extension; Jillian Hall, UNH Extension; Lisa Holderness, NOFA VT Farm to Community Mentor and Deeridge Farm*

WORKSHOPS • Wednesday, October 23

2:30 - 3:30 PM

M Who is Visiting Vermont & Why Does it Matter?

Knowing your market is an essential part of effective marketing. Find out who visits Vermont and what do they do while they are here. For the past year, welcome centers, state parks, and attractions have teamed up to survey visitors around the state. We'll present the survey results with a focus on visitors to food and farm attractions. Learn how you can use the information for marketing and customer service on your farm. *Lisa Chase, UVM Extension, VT Tourism Data Center; Susan Plump, Billings Farm & Museum*

M Online Event Registration Basics

Do you host events or workshops? Sell day-tickets or season passes to visitors? Learn the basics of how to set up online registration for one-time or recurring events and workshops using Eventbrite. You'll find out how to customize your event page, send e-vites, increase user-friendliness, what questions to ask attendees both before and after the event, and how to easily include a liability waiver. If time allows, we will look at more advanced options like promotional codes and custom reports. *Gail Makuch, UVM Extension*

B M Making Your Farm Business Special: How to Identify & Promote Your Attributes

Learn about what goes into developing a solid brand and messaging that captures the essence of your business. We will talk about how to identify your unique attributes and consistently articulate them in all forms of marketing communications from print, website, and social media. As a branding strategist, Pam Knights has worked with farm, food, lodging and agritourism properties for more than 25 years to build distinctive businesses through marketing communications. *Pam Knights, Pam Knights Communications*

E Farms to Food: Connecting the Past, Present and Future

Visitors to Billings Farm & Museum truly care about connecting farms and food, and yours probably do, too. In this session, Billings staff will discuss various interactive farm and food programs they have created for an audience ranging from preschoolers to grandparents. Plan to participate in engaging hands-on experiential activities, which you might consider adapting for your own institution. *Megan Campbell, Heather Johnson, Pam Arel, Billings Farm & Museum*

E M Bringing Kids to the Farm, and the Farm to Kids through Film

Virginia Holiman will explain how NOFA Vermont, Public Access TV and several farmers have teamed up to create educational videos for young children that document working farms in Vermont. Hear how they're being used today, suggest future uses and make a plan for creating your own episode! *Virginia Holiman, NOFA-VT Farm to Community Mentor Program*

3:45 - 4:45 PM

R Tools for Risk Management Centered Decision-Making in Agritourism

Based on recent survey results from the West Virginia implemented Annie's Project, workshop participants will use risk management and self-assessment tools to explore the challenges and opportunities available by adding an agritourism enterprise to their current operation. Participants will work through a recently developed Assessment of Agritourism Potential Tool, and also engage in an agritourism targeted exercise that uses partial budgeting techniques to evaluate both the costs and returns of a specific agritourism activity. Workshop participants will take away templates and exercises that can be adapted to farm operations leading to risk mitigation and sound enterprise decision-making in addition to facilitation skills as they work with agribusiness operations. *Cynthia Martel, Marketing Specialist, West Virginia Department of Agriculture; Doolarie Singh-Knight, Agriculture and Resource Economics, West Virginia University.*

M Intro to Search Engine Optimization

Take a tour of Google Analytics and other website/social media analytic tools at this workshop where you'll be reminded that your online presence is your first impression. Who is visiting your site? Where do they come from? When do they visit? What content is popular? Learn how to better understand your website's visitors and consider ways you can leverage the information for your benefit. *Grant Seelgen, Sustainable Tech Know*

R Insurance, Liability and Safety Resources for Your Open Farm

Inviting the public onto your farm brings up serious safety and liability concerns. In this workshop, an insurance provider will discuss different policies available to farmers for various activities and will emphasize the importance of having a working relationship with your insurance agent. Equally important to the safety of your guests is the safety of your employees. Kristen Mullins will join the discussion to share UVM Extension resources

for teaching safe farming practices to youth employees on working farms. *Tom Pyle, Durkee Insurance; Kristen Mullins, Youth Farm Safety Project of UVM Extension 4-H*

B Borrowing Money 101 – Developing a Loan Package

Learn what lenders are really looking for, how they evaluate loan requests and the exact steps necessary to prepare a comprehensive loan package request for borrowing. From the bank's perspective to yours, presenters Heidi Krantz and Steve Paddock from the Vermont Small Business Development Center will cover document requirements, offering collateral and security, credit reports, personal financial statements, financial statements, and available financing options. *Heidi Krantz and Steve Paddock, Vermont Small Business Development Center (VtSBDC)*

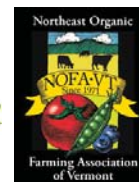
E Your Farm as Your Classroom

Learn how focusing on a few simple concepts can provide a strong base for on-farm teaching on a wide range of topics and themes. By capitalizing on water, soil, and labor as necessary resources for agriculture, participants will see how to make the leap to myriad other subjects, such as soil science, watersheds and ecosystems, labor inequality, food and food system economics, integrated pest management, bio-mimicry, culinary science, and much more. Discussion will also include adaptation for age appropriateness, program lengths, matching classroom and farm needs, and crafting site specific curriculum. *Samantha Langevin, Hidden Villa*

Conference partners



SHELburne FARMS



CULTIVATING HEALTHY COMMUNITIES