

**RISK MANAGEMENT STRATEGIES FOR NORTHEAST SMALL & LIMITED
RESOURCE FARMERS & RANCHERS CONFERENCE**

**March 2 & 3, 2005
Sturbridge, Massachusetts**

PROPOSED AGENDA

Day One: Wednesday, March 2, 2005

9:00 am	Exhibit Booth Set-Up	
11:00 am	Registration Table Open	
1:00 pm	Opening Remarks & Welcome to 2005 Northeast Small Farm Conference	<i>William (Bill) Buchanan RMA Civil Rights Director</i>
	Welcome to Massachusetts	<i>Douglas P. Gillespie, Commissioner MA Dept. of Agriculture</i>
1:15 pm	Motivational Speaker – Food Systems Celebrating the Role of Small Farms & Local Agriculture	<i>Wil J. Bullock The Food Project in Boston</i>
1:45 pm	USDA Programs: Who, What, Where, When and Why (Panel Set-Up)	<i>Ross Davidson, USDA/RMA Don Tilmon, Northeast CSREES Douglas Gillespie, MA Dept. of Ag. USDA Farm Service Agency USDA Natural Resource Conservation USDA Rural Development</i>
3:15 pm	Break	
3:30 pm	Motivational Speaker - Northeast Farming Perspectives	<i>Cheryl Rogowski NY Pine Island Vegetable Grower</i>
4:00 pm	Small Farm Panel: The Real Risks Northeast Farmers Face	
	Producer 1: <i>Maria Moreira, Lancaster Farm</i>	
	Producer 2: <i>David Smith, Springfield Farm</i>	
5:20 pm	Adjourn	
5:30 pm - 7:00 pm	Reception in Exhibit Booth Area	

Day Two: Thursday, March 3, 2005

- 7:30 am Registration Table Open
- 8:00 am Break Out Session I - Risk Management Strategies
- Production Workshop I: *Understanding Crop and Disaster Insurance Programs
by Steve Richards and Tom Smiarowski*
- Marketing Workshop I: *On-Farm Event Planning and Website Marketing
by Mark Lattanzi*
- Financial Workshop I: *Preparing and Pinpointing Tax Savings for Your Farm
by Tom McConnell*
- Legal Workshop I: *Farmland Access and Farm Transfer
by Kathy Ruhf, Bob Parsons and Norman Bender*
- Environmental Workshop I: *Organizing an Agricultural Commission for Your Community
by Sue Phinney and Mary Greendale*
- Human Resource Workshop I: *Minority Farm Registry- Counting and Serving Small Farmers
by Hugh Joseph*
- Latino Workshop I: *USDA Services*
- 9:30 am Break / Exhibit Booth Open
- 10:00 am Break Out Session II - Risk Management Strategies
- Production Workshop II: *Organic Certification and Managing Organic Production Risks
by Janet Bachman and Holly Damon*
- Marketing Workshop II: *Building Local Markets as a Risk Management Strategy
by Hank Herrera and Kate Mendenhall*
- Financial Workshop II: *Recordkeeping Toolkit for Small and Beginning Farmers
by Judy Gillan*
- Legal Workshop II: *Protecting Your Farm through Appropriate Business Structures
by Steve Richards*
- Environmental Workshop II: *Alternative Enterprise Strategies and Agritourism Resources
by Mark Rose and James Maetzold*
- Human Resource Workshop II: *Programs and Resources for Immigrant Farmers*
- Latino Workshop II: *A Panel and Networking Session*

Day Two: Thursday, March 3, 2005 - Continued

- 11:30 am Networking Luncheon with Speaker ***Gus Schumacher, former
USDA Dep. Asst. Secretary***
- 1:00 pm Break Out Session III - Risk Management Strategies
- Production Workshop III: *Diversity Sells: An Introduction to Ethnic Crops
by Frank Mangan*
- Marketing Workshop III: *Institutional Sales Strategies: Farm-to-School and Selling to Marriott
by Anne Carter, Kelly Erwin*
- Financial Workshop III: *Financial Record Keeping Tools
by Rural Coalition*
- Legal Workshop III: *Introduction to Risk Assessment & Strategies for Your Farm
by Steve Richards*
- Environmental Workshop III: *Pesticide Certification / Safety & Environmental Compliance*
- Human Resource Workshop III: *Women in Agriculture*
- Latino Workshop III: *Ethnic Marketing & Seed Sources*
- 2:30 pm Break / Exhibit Booth Open
- 3:00 pm. Open Forum Listening Session with the Northeast Association
of State Departments of Agriculture (NASDA) Committee
(panel set-up with 6 (possibly 8) Commissioner's of Ag) ***Douglas P. Gillespie
Moderator***
- 5:00 pm Closure: Where Do We go From Here ***Bill Buchanan
RMA Civil Rights***