Beginning a Successful Small Farm, Part II

Course Agenda

September 3 – Pest Management
The instructor will provide an overview of the methods of controlling pests, common symptoms, an understanding of pesticides, pesticide safety, selecting a pesticide, and more.

September 10 – Business Plan – Strategic Planning and Marketing
A business plan is essential to farm success. In this first of three nights on business planning, the instructor will give an overview of business planning, and specifically cover strategic planning and marketing. The presentation will include a workbook useful in preparing an effective business plan that can be used in guiding the operation and obtaining loans.

September 17 – Business Plan – Enterprise Budgets
The instructor will demonstrate the use of enterprise budgets in analyzing different crop and livestock alternative enterprises for the farm operation.

September 24 – Business Plan – Financial Management
The instructor will provide an overview of the “real life” process of developing a farm financial plan that includes completion of balance sheets, income statements and cash flow budgets.

October 1 – Soil & Water Conservation Program for Small Farms
The instructor will provide an overview of the programs and services provided by the Soil Conservation Districts and how they can assist small farm operators with achieving their environmental goals.

October 8 – NO CLASS

October 15 – Ag Smorgasbord
The instructor will discuss a vary of topics including season extension to maintain quality and cash flow, correct harvesting and storing of produce and seeds, inventorying forage, and considerations when developing a farm lease. There will also be a presentation on getting the most out of fertilizer dollars.

Registration Form

Registration is $15.00 for this entire course. Checks should be made payable to Frederick County EAC.

To register please call 301-600-3576 or email smarouli@umd.edu or return this form to:

Terry E. Poole
University of Maryland Extension
330 Montevue Lane
Frederick, MD 21702

Space is limited, so register as soon as possible.

Name: __________________________
Address: ________________________
________________________________
City: ____________________________
State/Zip: ________________________
Telephone: ______________________
Email: __________________________

The University of Maryland Extension programs are open to any person and will not discriminate against anyone because of race, age, sex, color, sexual orientation, physical or mental disability, religion, ancestry, national origin, marital status, genetic information, political affiliation, and gender identity or expression.

Upcoming Programs

Nutrient Applicator Voucher Training & Recertification
November 18, 2015 – 10:00 a.m. – Noon or 1:00 p.m. – 3:00 p.m.
There is no fee for this program.

Private Pesticide Applicator Training & Recertification
November 4, 2015, 10:00 a.m. – Noon – Training 1:00 p.m. – 3:00 p.m. – Recertification Nov. 12th 10:00 a.m. – Exam
There is no fee for this program.

All classes will be held at
330 Montevue Lane, Frederick, MD.

If you would like to remain on our mailing list, please call - 301-600-3576 or email smarouli@umd.edu
Everyone is invited to participate in the upcoming short course series, *Beginning a Successful Small Farm, Part II* to be held six Thursday evenings from 7:00 p.m. to 9:00 p.m. from September 3rd to October 15th (no class October 8th). All of the classes will be held at the University of Maryland Extension, Frederick County office, located at 330 Montevue Lane, Frederick, MD. Attending Part I of this series is not a prerequisite for attending Part II.

This small farm short course is part of the program that has been nationally recognized for its innovation and effectiveness and its educational materials which are currently being used in 38 other states. This program has received three national, three national-finalist, and four regional-finalist awards for its innovative teaching materials and educational achievement from the National Association of County Agricultural Agents making it the most outstanding small farm program in the country.

This short course series is being presented by University of Maryland Extension and is designed to provide the basic knowledge needed by new farmers as they begin the process of starting their new farming operation, or are just trying to improve their farming skills. Follow-up surveys of previous short course participants have shown that these small farm series have helped participants be more knowledgeable about their farming operations and to have a better understanding of farming as a small business.

To register for this course, please either complete the registration form included in this pamphlet and return it promptly to my office, or call 301-600-3576 or email smarouli@umd.edu. **Registration is $15.00 for this entire course.** Checks should be made payable to Frederick County EAC.