February 13, 2019

Dover Downs Hotel and Casino

Dover, Delaware

Women in Agriculture

- Educate
- Engage
- Empower

Presented by University of Maryland Extension

In collaboration with

University of Delaware, Delaware State University, University of Maryland Eastern Shore, Virginia Cooperative Extension and Rutgers, The State University of New Jersey

www.extension.umd.edu/womeninag
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Thank you to our Conference Volunteers

Pam Chollet  
University of Maryland Extension

Taylor Robinson  
University of Maryland Extension

Shelia Shorter  
University of Maryland Extension
Greetings and thank you for attending the 18th Annual Women in Agriculture Conference!

The Women in Agriculture Conference has become a tradition, celebrating 18 years of bringing women together, learning about agriculture and managing risk on the farm. We hope that you enjoy the conference and the committee has worked hard to plan a variety of topics and speakers in the areas of farm finance, marketing, human resources, legal and production. New this year is a breakout track on Health and Wellness. The goal is to provide tips, tools and resources to keep us and our families on the right track for 2019.

It is great to see so many familiar faces that come back to the conference, and welcome those that are attending for the first time. Be sure to visit and thank our sponsors. Many are exhibiting, some have ads and others have donated door prizes. With their support we are able to make this conference possible. A big thank you to them, our planning committee, volunteers, partners, Dover Downs and of course you, Women in Agriculture!

Sincerely, Conference Co-Chairs

Extension Educator, University of Maryland—Queen Anne’s County
Extension Educator, University of Maryland—Talbot County

Get real time updates throughout the WIA Conference

#womeninag or
www.facebook.com/
MidAtlanticWomenInAgriculture

Or @MidAtlanticWIA
Supporting Women in Ag.

Women have always played an essential role in agriculture – now more than ever before. From the field to the board room, women are changing the face of the farming industry on Delmarva. You have plenty of worries as an operator, but your lender shouldn’t be one. Give us a call today to see what Farm Credit can do for you.

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Opening Speaker - Lieutenant Bethany Hall-Long

Since January 2017, Bethany Hall-Long has served as Delaware’s 26th Lt. Governor. Formally, Bethany served as a Delaware State Senator from 2008-2017 and a State Representative from 2002-2008 where she focused on issues involving behavioral health, cancer, education, and the environment.

After graduating from the Medical University of South Carolina with her MSN in Community Health Nursing, Bethany went on to receive her Ph.D in Health Policy and Nursing Administration from George Mason University. Bethany’s career in nursing took her from state to state with her husband, a Navy Veteran, where she worked with underserved populations in need.

After returning to her home state of Delaware, Bethany became a nursing professor at the University of Delaware, where she has served for over 20 years. Her research and community service record with at-risk groups such as pregnant teens, diabetics, homeless and the mentally ill, make her a nationally recognized health scientist.

Bethany currently resides in Middletown Delaware with her husband Dana, and son, Brock.

Opening Presenter - Dr. Shoshannah Inwood

Health Care: A Key Ingredient to Building a Vibrant Farm Population

Shoshanah Inwood is rural sociologist and an assistant professor in the School of Environment and Natural Resources at The Ohio State University. She holds a BA in Biology, MS in Environmental Science and a PhD in Rural Sociology. Her career has focused on the intersection of agriculture, environment, and society in the context of community and economic development.

Her research and Extension program maintain a dual focus studying both the role of communities in food system development and the socio-cultural household level processes that underlay the American food and agriculture system. She looks at a broad range of issues including how childcare and health care affect farm and rural prosperity. Shoshanah leads the USDA-NIFA funded project Health Insurance, Rural Economic Development and Agriculture (HIREDnAg), examining how health insurance affects economic development and quality of life in the agriculture sector.

She is currently working on a project to identify innovative models of mental health care delivery for farm families. Shoshanah is a strong believer that good research is created in partnership with stakeholders and the outcomes should benefit everyday people and our communities. Outside of academia, Shoshanah was a beginning farmer in rural Ohio and she worked for the Ohio Department of Agriculture as the Director of the Office of Sustainable Agriculture.

https://www.hirednag.net

The HIREDnAg team is a group of research and Extension professionals committed to understanding how health insurance decisions impact farm and ranch families.
Lunch Presentation
Roxi Beck, Center for Food Integrity

Roxi Beck brings over a decade of experience working with clients across several sectors of the food system including livestock, dairy, grains, education, finance and government. Whether research, communications training, content generation, media monitoring or online strategic outreach and engagement. Her work at CFI focuses almost exclusively on directing strategy and activities for consumer-facing initiatives related to food.

After 17 years on her family’s dairy farm in Minnesota, where she drank whole milk and tended to her own barn of calves daily, Roxi received bachelor’s degrees in psychology and public relations from Coe College in Cedar Rapids, Iowa. She and her Prince Charming married and moved to Des Moines where Roxi joined Osborn Barr as an account executive. Roxi currently serves on the advisory board for Iowa State University’s Agricultural Entrepreneurship Initiative, is a graduate of the Greater Des Moines Leadership Institute, is a member of the Public Relations Society of America and has served as president of the National Agri-Marketing Association.

As a mom of two, Roxi’s passion for food at the office equals her enthusiasm for making good nutrition and an active lifestyle a priority at home.

Center for Food Integrity - Consumers have questions about food — where it comes from, who’s producing it and how. Their healthy curiosity and skepticism is why we exist.
It’s not about supporting a certain outcome. We don’t lobby or advocate on behalf of any brand or company or food production method.
We simply want to make sure that consumers — in an environment where they are bombarded with contradictions — have the balanced information they need about food to make informed choices that are right for them and their families.
We’re a not-for-profit organization whose members and project partners represent the diversity of today’s food system — from farmers, ranchers and food companies to universities, non-governmental organizations, restaurants, retailers and food processors.
Ingrid is part of the 5th generation team of the Hopkins farming family. She graduated from Delaware Valley University with degrees in Animal Science and Veterinary Technology. In 2014, she returned to the family dairy farm in Sussex County to create the Covered Bridge Inn B&B. Her business has grown into an exclusive and exquisite destination wedding weekend venue. Along with the Covered Bridge Inn, Ingrid is a member of the Delaware 4-H foundation and a fitness / cycling instructor.

Title: BALANCE! Destination Weddings and Dairy Farming co-exist in harmony, but with great effort.

Summary: Of all the challenges that Ingrid has overcome and are yet to be seen, the greatest challenge is finding and maintaining BALANCE! The teeter-totter, tight rope, gymnastics routine that Women In Agriculture & Agritourism perform to manage the needs of family, farming, business, and self.

This presentation will explore Ingrid’s experience & constant consideration of all aspects of the Destination Wedding / Dairy Farming connection, the diversification strategies of her farming family, and realistic sustainability of this niche tourism. https://www.thecoveredbridgeinn.com

Health and Wellness

Beebe Healthcare Outreach team will be available from 8:30 am - 4:30 pm. Their staff of four nurses will provide free screenings for blood pressure, diabetes, cholesterol and offer free flu shots.

They do not require any payment or insurance information to have a screening or flu shot completed.
# 18th Annual Conference Agenda

**Keynote Opening:** Lt. Governor, Bethany Hall-Long & Dr. Shoshanah Inwood, The Ohio State

**Keynote Lunch:** Roxi Beck, The Center for Food Integrity

**Keynote Closing:** Ingrid Hopkins, The Covered Bridge Inn

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Kent Room

Designing Cover Crops to Work for Your Farm

Cover crops can potentially provide benefits such as controlling weeds, reducing erosion, adding nutrients and soil organic matter to soil, providing habitat for pollinators, and alleviating soil compaction. However, not all cover crops are equal, and it’s important to plan for and manage cover crops as you would a valuable cash crop. This session will provide information about what cover crop species and management techniques are optimal for the various desired functions, and how to utilize cover crops that make sense for your farm. Speaker: Dr. Sarah Hirsh, Extension Educator, University of Maryland Extension

Silver Lake Room

Your Key to International Agriculture: Experiences from Farmer to Farmer and University of MD

Join us as we explore NCBA CLUSA’s Farmer-to-Farmer Coffee Systems program in El Salvador, Honduras, and Peru. If you have ever been inspired to volunteer; helping underserved farmers achieve economic empowerment, now is your opportunity. Volunteer assignments will cover a range of topics, from horticulture, coffee, cacao to cooperative development, financial planning, marketing, etc. Come learn how you can become a lifelong member of the Farmer-to-Farmer Volunteer Community supporting women in underdeveloped regions of the world. Speaker: Sequoia Ireland, Farmer-to-Farmer Recruiter

This presentation will discuss how a university extension program can better connect faculty specialists, extension agents, and local farmers to meaningful international opportunities in agriculture and nutrition. UMD-AGNR is committed to expanding our quality extension programming and resources to vulnerable places around the world, by developing networks with partner universities and institutions and working with organizations like Farmer-to-Farmer to support these cross-cultural experiences. Come learn about some of our past and current international programs, and our plans to scale up in the coming year. Speaker: Taryn Devereux, Extension and Gender Faculty Specialist, University of Maryland Extension

Chesapeake Room

Practicing Mindfulness and Intentional Harmony

One of the biggest challenges in managing work-life is that problems tend to spill over from work to home, and from home to work. Especially if physically it is the same place. This session will offer tips on handling conflicting demands and learning to separate work life and home life through intention and mindfulness. Speaker: Maria Pippidis, AFC, County Director and Extension Educator, University of Delaware Cooperative Extension, Family and Consumer Science

Delaware Room

Tax Reform Impact on Agricultural Businesses and Families

The Tax Cuts and Jobs Act is the biggest tax reform in 30+ years and there are a lot of questions to be answered. What is Qualified Business Income, and what does it mean for you? How can you maximize the benefit of equipment purchases? Should you still itemize? Bring YOUR questions, and we will work through many of the tax planning opportunities and obstacles the new law has created. Speaker: Lisa Hastings, CPA and Managing Partner of Faw Casson

Ballroom

Why Perceptions Drive Buyer Behavior…and How to Communicate Value in Prices

Strategic pricing of your farm products and services is a key component of defensible differentiation in the competitive direct-to-consumer marketing environment. Customer purchasing decisions provide valuable feedback on market acceptance of your product offerings and insight into changes in future demand. In this session, we provide information on how best to communicate value through prices and capture consumer perceptions through purchase data, with the goal of improved producer market access and profitability. Speaker: Dr. Kimberly Morgan, Faculty, Virginia Tech
Kent Room
Designer Ditches

Historically, ditches have served the purpose of quickly moving floodwaters away from our properties and roadways. These ditches basically serve as wet weather streams. Ever notice when it rains how local waterways sometimes look like chocolate milk? When a ditch has been sprayed with an herbicide or scalped with a weed wacker there are no plants to keep the soil in place. The banks erode and the loose soil is carried into local waterways, like the Nanticoke River, and then into the Chesapeake Bay. For fish, soil in the water is similar to smoke in the air for humans. The dirty water also smothers important Bay grasses and oyster beds. In addition to reducing erosion, the plants in the ditch will absorb excess nitrogen and phosphorus, key pollutants, before they get carried in the Bay. With just some small changes to how we care for our ditches, we can: Reduce pollution entering the Nanticoke River and Chesapeake Bay, help water soak into the ground, replenishing ground water, provide habitat for birds, butterflies and especially pollinators & beautify your property! **Speaker: Lisa Wool, Executive Director, Nanticoke Watershed Alliance**

Silver Lake Room
Smartphone Mobile Studio

Learn tips and tricks and examine tools that will transform your exceptional smartphone camera into a worthy mobile video studio. In no time you'll be producing quality content to market your farm, agribusiness, or simply tell your story through video! **Speaker: Michele Walfred, Communications Specialist, University of Delaware Cooperative Extension**

Chesapeake Room

There is No Fruit Without the Root: Building a Healthy Foundation for Yourself

Your life from seed to full-grown tree is a process. We all like the idea of fruit, but rarely do we allow ourselves time to maintain our own healthy root system. Learn 5 simple ways to keep yourself rooted and centered for health and success: body, mind and spirit. **Speaker: Phyllis Johnston, M.Ed., E-RYT, RHYI, Everybody Yoga**

Delaware Room

Important Steps to Take When you have a Bad Year

You’ve had a bad year - the weather negatively affected your yields and the market dropped reducing your gross income - to the point where you may be looking at a loss. So now what do you do? This session will go over important action steps you can take when facing the reality of a financial loss as well as some ways to recover and ride out a down cycle. **Speaker: Lisa Cunningham, Jennifer Feindt, Stacie Warner, MidAtlantic Farm Credit**

Ballroom

Farmers Markets to Food Hubs: Direct Marketing for Small Farmers

Finding sales outlets for your produce takes time and skill, and there are many different avenues to be explored. Sometimes the hardest part of farming is connecting to the right kind of buyer. In this session, Elizabeth Beggins with Chesapeake Harvest will explore the pros and cons of various direct market opportunities and provide insight for a more successful 2019. **Speakers: Elizabeth Beggins, Chesapeake Harvest**
Kent Room

What to Grow in An Urban Garden

Growing for market in a small urban garden or farm offers both challenges and opportunities. This session will discuss the kinds of specialty crops that are particularly suited to growing in an urban market garden for direct marketing to local customers. **Speakers:** Neith Little, Extension Educator, University of Maryland Extension

Silver Lake Room

See ya at the Patch!

Come join Donna and Nicole, from Family Affair Farm, and experience the world of women in agritourism. Listen to the story of Family Affair Farm from the roots to the exciting plans of the future! **See ya at the Patch!** **Speaker:** Nicole Barth and Donna Saathoff, Family Affair Farm

Chesapeake Room

Mental Health 101: What if Looks Like and How to Help

Participants will learn the signs and symptoms of some common mental illnesses. Additionally, they will leave with resources, both local and national, as well as ways to help a loved one who may be experiencing a mental health crisis so that they can assist in a loving and supportive way. **Speaker:** Jennifer Smolowitz, Mental Health Association in Delaware

Delaware Room

Planning for and Protecting Today and Tomorrow’s Generation of Farmers

Navigating and planning for the financial future of our farmers and their families. A look at core financial concepts and strategies all farming families and owners should be familiar with. From business continuity to successional strategies; preparing for unexpected risks, planned retirements, preserving the estate through proactive asset protection and equalization strategies. **Speaker:** Charles G. Bowers III, Vice President, M&T Securities, Inc., Regional Insurance Specialist and Leesa M. Mereider, Vice President, M&T Securities, Inc, Senior Financial Advisor

Ballroom

Keep It Legal!: Legal Considerations for Marketing Your Farm on Social Media

There’s lots of information out there for a farmer who wants to post pretty pictures of the farm on Instagram, but a farmer who wants to harness the power of the Internet and create a successful online marketing strategy needs to understand the legalities of privacy and data collection protection, intellectual property issues and consumer protection laws. Whether you’re thinking about creating a website for your farm, or you’re considering an entirely Internet-based farm business, this session will cover how to spot the legal risks associated with online farm marketing, and how to avoid them. **Speaker:** Nicole Cook, Environmental and Agricultural Faculty Legal Specialist, Agriculture Law Education Initiative at UMES
Charles G. Bowers III

Chuck Bowers has 18 years in the financial services industry holding various leadership and training roles with organizations such as T. Rowe Price, MetLife and M&T. As the Regional Insurance Specialist with M&T serving territories from Philadelphia to Richmond Virginia, Chuck supports the Financial Advisors, the retail bank teams, and the commercial bank in helping their clients build and protect wealth using strategies and solutions offered through M&T Securities. Currently residing in Harford County, Maryland, Chuck is married, has recent born son named Bennett, and two totally spoiled rescue dogs.

Elizabeth Beggins

Elizabeth works as a consultant for Chesapeake Harvest, with a particular focus on their food safety education services. She spent over a decade as a market farmer on Maryland’s Eastern Shore before becoming a food-focused freelance writer, educator, and vegetable garden consultant. As director of the You Food Project, an initiative rooted in school and community gardens, Elizabeth facilitated increased awareness of the connection between personal and environmental health. She helped launch the St. Michaels Farmers Market in 1998 and has since served in many capacities including market manager, producer, volunteer and advisor.

A graduate of University of North Carolina, Chapel Hill, Elizabeth has worked in both non-profit and for-profit settings. She and her husband came to the area, via the Chesapeake Bay, as live-aboard sailors, without specific plans to settle in. Two children and more than 25 years later, the rhythm and bounty of the place have found their way into the family fabric. Elizabeth’s goal is to help make local food more accessible to more people, and to do so in a way that highlights the value of the men and women who steward the lands and waters of this region.

Nicole Cook

Nicole Cook is the Environmental and Agricultural Faculty Legal Specialist with the Agriculture Law Education Initiative at UMES. Nicole received her Bachelor of Science degree at the University of Iowa and her Juris Doctor degree from Northeastern University School of Law. She also holds Master of Law in Agricultural and Food Law and Policy from the University of Arkansas School of Law. Nicole practiced as a trial attorney and as in-house corporate counsel for several years before completing her LL.M. in Agricultural and Food Law. She served briefly as a Senior Advisor for the USDA’s Risk Management Agency before joining ALEI. Nicole focuses much of her work on food safety, risk management planning, urban agriculture, aquaculture, new and beginning farmer sustainability planning and preparation, and farm marketing and intellectual property.

Lisa Cunningham

For the last 6 and a half years Lisa Cunningham has been working with farmers as a loan officer with MidAtlantic Farm Credit in the East New Market, MD office. A proud native of the Eastern Shore, Lisa grew up on a vegetable farm in northern Talbot County, MD. She and her husband, Ben, now live in Sussex County, DE where they farm producing small grains, hay and straw. Lisa holds a BS in Agriculture with a major in Agriculture Business and Rural Development from West Virginia University and a Mini-MBA in Business Essentials from Rutgers University.

Taryn Devereux

Taryn Devereux is an Extension and Gender Faculty Specialist in the College of Agriculture and Natural Resources at UMD, working within Extension on international programming, research and teaching. Recently, she has focused efforts on program development and management for women-centered development initiatives in Paraguay, Afghanistan, and Ethiopia, focusing on women’s empowerment in agriculture. These projects have partnered with local institutions to build capacity for providing extension services to women, and utilize women-to-women networks such as Farmer Field Schools to connect women farmers to information and resources. Through the UMD Provost Office, she conducts research on market value chains in Tanzania in collaboration with the private sector and local partner universities, testing the viability of technological solutions for farmers to reach markets. She teaches an honors seminar on Development Economics, and recently started a new course on Global Agriculture that is part of the Global Classroom Initiative, in collaboration with the Liberian International Christian College. Ms. Devereux received her Master’s in Sustainable Development Practice from the University of Florida, where she focused on tropical agriculture and gender and development.
Family Affair Farm

Family Affair Farm was founded by Donna Saathoff, joined by her best friend Nicole Barth, husband Bobby and the rest of the family, in 2013. It started with a U-pick Strawberry Patch and has grown to include; blackberries, blueberries, pumpkins, a corn maze, and most recently miniature Hereford cows! Donna and Nicole’s love of farming and people can be seen in how they run Family Affair Farm. It is a place for families to make memories on the farm while also learning about the world of agriculture! The business continues to grow and there are many exciting plans for the future!

Jennifer Feindt

Jennifer Feindt was born and raised, and continues to reside in Milford, DE. She is a graduate of the University of Delaware, with a BS degree in Environmental Soil Science and a minor in Plant Biology. She is also a graduate of Wilmington University, with a Master of Business Administration degree. Jennifer is currently a member of Class V of LEA Delaware. She has been a loan officer in the Dover office of MidAtlantic Farm Credit since October 2016. Prior to joining MAFC, she was Farm Loan Specialist with USDA, Farm Service Agency since 2009. Prior thereto, she was a Branch Manager at County Bank, working in various capacities there since 2002.

Lisa S. Hastings, CPA, Partner, Director of Operations

As a CPA and Managing Partner of Faw Casson, Lisa works to ensure that the Firm consistently executes its Mission: To serve as our clients' most trusted advisors and earn our reputation as the Firm of Choice in our markets. She primarily works with larger privately-owned companies, the owners and their families, specializing in business and tax consulting, estates and trusts.

Lisa grew up on her family’s farm outside Smyrna and still lives near there today. She is a graduate of the University of Delaware and has served in many leadership roles within the local and business community. Currently she serves on the Executive Committee of AGN North America, the Board of Pecometh Camp and Retreat Ministries, the Greater Kent Committee and the Legislative Committee of the Central Delaware Chamber of Commerce.

Dr. Sarah Hirsh

Sarah Hirsh is the Agriculture Extension Agent for University of Maryland in Somerset County since August 2018. Prior to this position Sarah was a research assistant at University of MD with projects focused on cover crops and soil nitrogen cycling. She has a background working in agricultural research and extension, in areas of soil, water, and crop management. Sarah received her PhD in Soil Science from University of MD in 2018, her M.S. in Sustainable Agriculture and Ecology from Iowa State University in 2012, and her B.S. in Biology and Psychology from Grove City College. Sarah aspires to work with farmers to improve the productivity and profitability of agriculture while conserving soil, water, and biodiversity.

Sequoia Ireland

Sequoia Ireland, Recruiter for the Farmer-to-Farmer Program at NCBA CLUSA, has 10+ years of working in agriculture. Her prior experiences involve providing technical support to farmers in Senegal as well as inspecting livestock and poultry farms in the United States. Ms. Ireland is involved in the Creating Economic Opportunities Practice Area at NCBA CLUSA where she works on business development, thought leadership, and technical assistance. Ms. Ireland holds a Master of Science in Animal Health Science from North Carolina A & T State University.

Phyllis Johnston

Phyllis Johnston, M.Ed, E-RYT, RHYI, has over 30 years of personal yoga practice and study. Her life has been transformed through yoga and she loves to share these benefits with others in a practical, no-nonsense way. For over 18 years she has been sharing these tools and techniques with others in group, individual and corporate settings. Her studio, Every Body Yoga in Centreville, just completed its 10th successful year. She has trained and mentored yoga teachers for the past six years and in 2017 expanded her outreach becoming a registered Holy Yoga Instructor. A small business owner and employee of Chesapeake College, Phyllis is a mother to 4 and grandmother to 3. She lives outside Centreville, MD with her husband Greg Torchio. Visit her website at: www.everybodyyoga.biz
Neith Little
Neith is the Urban Agriculture Extension Educator for University of Maryland Extension, Baltimore City. Prior to this position, Neith worked as an Agricultural Extension Educator for Dakota County, Minnesota (part of the Twin Cities metro area), where she worked with both local-market vegetable growers and commodity crop farmers on nitrogen management practices to protect water quality. Neith has also worked at Hampshire College Farm, where she helped with the bid process for the college’s new dining services contractor, drafted the college’s policy for local and sustainable food sourcing, worked with the farm managers to develop a farm business plan, and worked as Assistant Grower on the farm’s 250-share vegetable CSA. Neith earned an M.S. from Cornell University in Soil and Crop Sciences and a B.A. from College of the Atlantic in Human Ecology.

Leesa M. Mereider
Leesa Mereider has over 24 years as a financial advisor and has been with M&T Securities since 2001. She works closely with individuals and business owners to develop and implement wealth management strategies designed to grow, preserve, protect and transfer wealth. Leesa coordinates with her client’s legal and tax advisors on an ongoing basis to help ensure successful implementation of their financial plans. Leesa is a native Sussex Countian who is active in the community.

Dr. Kimberly Morgan
Dr. Kimberly Morgan joined the Agricultural and Applied Economics Department at Virginia Tech in July 2013 as an Extension Agricultural Economist and Junior Faculty Fellow for the Kohl Centre. She teaches undergraduate courses including Agricultural Financial Management, Economics of the Food and Fiber System, Food & Agribusiness Marketing, Foundations in Agribusiness and the Kohl Centre Experiential Learning Project Team course. Her extension program goal is to pursue multi-disciplinary, research-based, grant-funded research that serves to drive extension programs, such as Market Ready Training, Annie’s Project, the eXtension All About Blueberries Community of Practice, and the Market Maker portal. Kim’s research program goals are centered on measurable real-world needs and wants communicated by Virginia’s rural, natural resource, and agribusiness owners, managers and consumers. Specific research objectives include: understanding significant factors which influence specialty crop producers to adoption new technologies and/ or pursue new marketing channels, determining the physical, behavioral and demographic characteristics of consumers motivated to seek out food and food products sold directly from the farm, and assessing the economic impacts of natural or man-made hazards on the private and public sectors of the state.

Dr. Kimberly Morgan earned a BS in 1993 in Animal Science, a M.S. in Food & Resource Economics in 1997, and a Ph.D. in Food & Resource Economics in 2007, all from the University of Florida. She worked with the University of Florida’s Agricultural Market Research Center as an Economic Analyst from 2000-08. From July 2008-2013, Dr. Morgan was an Extension Agricultural Economist in the Agricultural Economics Department at Mississippi State University. Kim enjoys riding horses and spending time with her three children.

Maria Pippidis
Maria has worked for the University of Delaware Cooperative Extension since 1992 and conducts workshops on Financial Management, Health Insurance Literacy, Personal Development and Food Safety. She earned her Master’s Degree in Family Resource Management and Consumer Economics from Cornell University and a Bachelor’s from University of Delaware in Consumer Economics. She is an Accredited Financial Counselor.

Jennifer Smolowitz
Jennifer Smolowitz has been the Project Director for Suicide Prevention at the Mental Health Association in Delaware since March, 2017. Prior to taking on this role, she was a Community Educator for MHA. She oversees the agency’s suicide prevention efforts, which includes chairing the Delaware Suicide Prevention Coalition. She is a member of the coalition’s Military Subcommittee and Youth Subcommittee, GetRightSideUp. Jennifer provides the Lifelines suicide prevention curriculum to both youth and adults throughout the state and is a Master Level ASIST trainer. She is also a trainer for Mental Health First Aid. Jennifer received her Masters’ degree in Public Administration from Ohio University’s Voinovich School in May, 2014.
Stacie Warner

Stacie has been with MidAtlantic Farm Credit for the last fifteen years performing various roles over that time. The last five years she has served as a loan officer in the Georgetown, DE Office working with farmers and producers mainly in Sussex County. She grew up outside of Georgetown on a small family farm. Today, she and her husband along with their two sons live on the same farm helping her parents with row crops, hay and beef cattle. Stacie and her boys are very active in their local 4H club, Clover Knights, she is a project leader as well as a 4H certified rifle instructor. Stacie holds a Bachelor’s Degree in Agriculture from University of Delaware.

Lisa Wool

A native Delawarean, Lisa Wool grew up either playing in creeks in northern Delaware or body-surfing the waves in Rehoboth. Lisa has a Bachelor of Science degree from the University of Delaware’s Agricultural College with a concentration in Wildlife Conservation as well as minors in Animal Science and Biology. Lisa spent the past 16 years at the Partnership for the Delaware Estuary creating and implementing innovative education and outreach projects in Pennsylvania, New Jersey and Delaware. Prior to that, she worked for Delaware Greenways, the Department of Natural Resources and Environmental Control, Fish and Wildlife, as well as Parks and Recreation. Lisa now heads the Nanticoke Watershed Alliance. The Alliance has an award winning EPA approved water quality monitoring program as well as long standing environmental education and restoration programs.

Michele Walfred

Michele Walfred is a communications specialist at the University of Delaware, where she also earned a BA in journalism and a MA in digital humanities. Michele is a certified social media strategist and is one of 8 photographers chosen to represent Delaware in the inaugural class of the Delaware 302 Fellowship. In 2017, Alltech.com ranked Michele as 17th from a national list of 500 agriculture advocates on social media. Michele is also a LEADelaware Class IV alumna.

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Accomplished women in the chicken community are members of Delmarva Poultry Industry, Inc. Join us! See why membership in DPI makes sense at dpichicken.org/membership.
Continue Education All Year Long!

MidAtlantic Women in Agriculture offers webinars the 2nd and 4th Wednesday of each month at noon. Popularly known as “Wednesday Webinars” these hour long sessions are free and open to everyone and cover a variety of risk management topics throughout the year. Here is a list of upcoming webinars:

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
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<tbody>
<tr>
<td>2/27/2019</td>
<td>Designing Cover Crops to Work for your Farm</td>
</tr>
<tr>
<td>3/13/2019</td>
<td>Protecting yourself and others on the farm</td>
</tr>
<tr>
<td>3/27/2019</td>
<td>Soils and Salts: From Fertilizer to Tidewater</td>
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<tr>
<td>4/10/2019</td>
<td>Estate and Transition Planning Success</td>
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<td>4/24/2019</td>
<td>Predator Control for your Small Flock</td>
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<td>5/8/2019</td>
<td>Keep It Legal!: Legal Considerations for Social Media</td>
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<td>5/22/2019</td>
<td>Thought Leadership and Branding on Social Media</td>
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<td>6/12/2019</td>
<td>Emotional Well-Being: Warning Signs and Resources</td>
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<td>6/26/2019</td>
<td>Putting All Your Eggs in One Basket</td>
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<tr>
<td>7/10/2019</td>
<td>Water and Water Reuse in Agriculture</td>
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<td>7/24/2019</td>
<td>Introduction to Integrated Pest Management</td>
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<tr>
<td>8/14/2019</td>
<td>Farm liability insurance and farm business structures</td>
</tr>
<tr>
<td>8/28/2019</td>
<td>Boost Your Email Newsletter Open Rates</td>
</tr>
</tbody>
</table>

To register visit: [http://www.extension.umd.edu/womeninag/webinars](http://www.extension.umd.edu/womeninag/webinars)

To view the complete library of archived webinars on our YouTube Channel: [https://www.youtube.com/channel/UC5GPoRSCmUR30fhKzuzRX2g](https://www.youtube.com/channel/UC5GPoRSCmUR30fhKzuzRX2g)
Annie’s Project has announced 2019 Programs

Annie’s Project focuses on the many aspects of farm management and is designed to empower women in overall farm decision making and to build local networks throughout the state. The target audience is women with a passion for business, agriculture and involvement in the farm operation. Topics of the program are in the area of Risk Management including: Production, Marketing, Financial, Legal Risk, Human Resources. Classes will be offered in different locations around Maryland including Southern MD and MidShore (Delaware Fall of 2019).

http://www.extension.umd.edu/annies-project

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.