

Farm Beginnings™ Participants will have the opportunity to:

- Tap the knowledge of some of the most innovative and skilled farmers operating in the Midwest.
- Develop lifelong friendships and networks with other beginning farmers.
- Learn critical farm management skills such as creative financing and innovative marketing strategies.
- Mentor with a farmer engaged in a similar enterprise.
- See sustainable farming practices being used on real farms under a variety of conditions.
- Learn to view a farm as an interconnected system and learn how goals determine farming practices.
- Craft a tailor-made farming/business plan.



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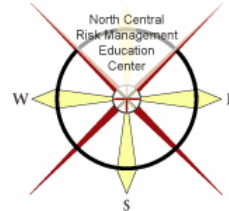
The Farm Beginnings™ Program is presented in partnership with

Land Stewardship Project

North Central Sustainable Agriculture and Education Program

North Central Risk Management Education Center

UNIVERSITY OF MISSOURI
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If you need special accommodations because of a disability, or if you need materials in an alternative format, please inform me immediately. I may be contacted at: 417-256-2391. Randy Saner

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Farm
Beginnings™
Program



WHY START FARMING at a time of staggering start-up costs, plummeting commodity prices, declining farm numbers and increasing farm consolidation?

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Farm Beginnings™ Program

EVEN IN THIS DIFFICULT TIME, there are farmers who are making a go of it. And they aren't just surviving—they are thriving. These farms are economically and environmentally viable, and provide their families with a good quality of life.

HOW CAN BEGINNERS DO IT?

One way is by learning how to use low cost methods and treat farming as a skill that requires top-notch management and an attention to the needs of the land and its people. By learning how to set goals and choose tools and methods of production based on those goals, participants learn how to adapt to changing conditions and markets

FARM BEGINNINGS™ IS AN EDUCATIONAL TRAINING AND SUPPORT PROGRAM designed to help people who want to evaluate and plan their farm enterprise. Farm Beginnings™ participants engage in a mentorship experience and network with a variety of successful, innovative farmers; attend practical, high quality seminars, field days and conferences.

Class Schedule

Oct 22, 2005

Session 1: **Building Networks, Value Clarification and Goal Setting**

Nov 12, 2005

Session 2: **Whole Farm Planning**

Nov 15, 2005

Session 3: **Plan for Profit**

Dec 8, 2005

Session 4: **Creating the Plan—Nuts and Bolts**

Dec 13, 2005

Session 5: **Building Your Business Plan**

Jan 12, 2006

Session 6: **Marketing 101—Intro to Marketing**

Jan 26, 2006

Session 7: **Marketing 201—Realities from the Field – Farmer Marketing Panel**

Session 8: Feb 9, 2006

Connecting with Resources and Class Presentations

Session 9: Feb 23, 2006

Identifying the Next Steps and Class Presentations

March 9, 2006 – Snow Day

March 23, 2006 – Mentor/Mentee Meeting

April-August 2006

On-Farm Education:

1. One-on-one mentorships
2. Farm Tours

Aug 5, 2006 – Pot Luck Picnic

Program Specifics

WHO: Prospective farmers, beginners with experience on their own farm, experienced farmers wishing to make a "new beginning" with sustainable farming methods.

WHERE: The seminars will be at the Howell County Extension Office, 217 S. Aid Ave. West Plains, MO.

FEE: \$500 — includes seminar materials; speakers; conference/field day fees and refreshments; and a subscription to "Ag Opportunities" - a bi-monthly newsletter from the Missouri Alternatives Center. Scholarships may be available.