

## Why New Farmers?

- ❑ The local food movement is growing in Colorado.
- ❑ Local farmers' markets are thriving and can provide an excellent inroad for new farmers.
- ❑ The average age of farmers in the US continues to rise and is now just over 55 years of age.
- ❑ Fewer individuals are choosing farming as an occupation.
- ❑ Entry costs into farming have never been higher.
- ❑ Those interested need an opportunity to sort through the realities of farming and determine if they should pursue a career in farming.

**This program is intended for those persons with experience who are serious about starting, expanding, or enhancing a market farm\* operation in the coming year.**

\*A market farm is often a food crop and/or animal product business that markets its vegetables/fruit/eggs/meat/dairy/flowers/herbs and/or value added products directly to consumers or restaurants.

Boulder County Extension  
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# 2009

## Boulder County Building Farmers Program

### Market Farm Track

Building Capacity  
Building Community

Colorado  
State  
University

Extension



This material is based upon work supported by USDA/CSREES under Award Number 2007-49200-03892.

CSU Extension programs are available to all without discrimination

## Farmers Teaching Farmers

The Colorado Building Farmers program builds farm community and farmer capacity through classroom and experiential learning for beginning farmers (0 – 10 yrs exp). The Market Farm Track is a series of 8 evening classes designed to help New Farmers explore farming as a business and provide Intermediate and Experienced Farmers with tools and ideas to refine and enhance their business management, production, and marketing skills.

### Who Should Participate

- ❑ **New Farmers:** <1/4 acre and/or < 1 year and/or intern/apprentice level experience (large garden or on-farm)
- ❑ **Intermediate Farmers:** production/marketing manager or sole operator, >1/4 acre for <3 years
- ❑ **Experienced Farmers:** production/marketing manager or sole operator, >1/4 acre for >3 years

**100% of those participants responding to the survey (19 of 30 participants) of the 2008 program would recommend it others. 85% subsequently intended to create and/or edit a business plan.**

### Cost

**\*\*Registration Limited to 30\*\***

- ❑ **New Farmers** - \$160 for all 8 sessions (\$240 for 2 with one set of handouts) Two work-study scholarships available, call 303-678-6238
- ❑ **Int and Exp Farmers** - \$80 for all 8 sessions or \$25 á la carte

## Program Lineup

**Dinner 5:30 – 6:30 p.m.**  
**Presentations 6:30 – 8:30 p.m.**

**Tues, Oct 20** - Dawn Thilmany, CSU Extension– “Business Planning and Farmers’ Perspectives”

**Tues, Oct 27** – Peter Volz, Kipp Nash, Mark Guttridge – “Activation Energy”, Adrian Card, “Intro to Local Resources”

**Tues, Nov 3** – Anne Cure, Cure Organic Farm – “Recordkeeping, Labor, and Marketing” (“Farm to School” TBD)

**Tues, Nov 10** – Amy Tisdale and Wyatt Barnes – Red Wagon Organic Farm - “Leasing Land, Equipment, Labor, and Marketing”

**Mon, Nov 16** – George Borchers - Leistikow Farms – “Alternative Livestock Business”, Dawn Thilmany, “Budgeting and planning software applications”

**Mon, Nov 23** – “Farm School Panel”  
- Ewell Culbertson, Pachamama Organic Farm  
- David Asbury, Full Circle Farm  
- Richard Pecorraro, Abbondanza Organic Seeds and Produce

**Tues, Dec 1 and Tues, Dec 8** – Presentation of Class Participant Business Plans\*

\*Certificates of completion are awarded after presentation of business plan. Those with certificates of completion may apply in December to the 2010 mentorship program.

## Concept

Intermediate and Experienced farmers fuel the learning environment. Dinner provides time for socializing and networking. Sessions explore content useful to all levels of experience. New farmers learn in this community of farmer students and teachers. **This program thrives with participation from farmers of all levels of experience.**

“This was an excellent program. I learned extremely valuable information and networked with many farmers of various scales and experience. The dinner networking time was excellent. I will start my farm business much more informed and ready. Thank you very much.”  
– 2008 Participant

## Application and Registration

Application and registration forms are available online at:

[www.extension.colostate.edu/boulder/AG/smallfarms.shtml](http://www.extension.colostate.edu/boulder/AG/smallfarms.shtml)

or request at 303-678-6238

**Applications must be received by Monday, August 31, 2009 for full consideration.**

Applicants will receive notice of receipt.

All classes held at  
Boulder County Parks and  
Open Space Building  
5201 St. Vrain Rd, Longmont

Questions:  
303-678-6238