



Young Farmers Conference

December 2 - 4, 2015



STONE BARNS CENTER
FOR FOOD & AGRICULTURE™

Welcome to the 2015 Young Farmers Conference

December 2-4, 2015

We're thrilled to have a wonderful lineup of speakers and presenters for our 8th annual gathering for young and beginning farmers. In this brochure, you'll find information about workshops, lodging, the conference schedule and more.

In the following pages, you'll find more than 65 workshops covering six broad topic areas: crop production (CROP), animal husbandry (ANI), land access (LA), business (BIZ), technical skills (TECH) and resources (RES), which includes policy, training, community-building and more.

Workshops are located onsite at Stone Barns Center for Food and Agriculture and offsite at a nearby satellite location, Pocantico Conference Center (PCC). Shuttles will transport participants to and from the PCC and Stone Barns Center.

Preconference

Wednesday, December 2, 2015

Stone Barns Center has invited experienced farmers from 12 farms to lead a full-day program of in-depth roundtable discussions with small groups of beginning farmers. Conversations will revolve around the histories and lessons learned from farmers who have successfully achieved their goals of economic viability and ecological resilience. Questions and free-flowing dialogue among attendees are highly encouraged.

Attendees are invited to take a midday, in-depth tour of Stone Barns Center. The day will culminate with a networking event and screening at the nearby Jacob Burns Film Center of *Seeds of Time*, a documentary film that follows agriculture pioneer Cary Fowler's work with farmers to create a Global Seed Vault to protect the future of food. Learn more at virtualgrange.org.

Consulting Sessions

Conference attendees have the opportunity to sign up for small-group consulting sessions with experts in farm financing, food law, farm business planning and more. Descriptions of the sessions are listed among the workshops below. Sessions run simultaneously with conference workshops on both days of the conference.

Please note: When signing up for a consulting session you will be participating in a very small group, possibly even one-on-one. You may be asked to provide the consultant with material in advance to prepare for your meeting.

Livestreaming

This year, we are expanding the reach of the conference. Select workshops and the keynote address will be livestreamed on the Virtual Grange at virtualgrange.org. Look for the (••) to see which workshops will be viewable online. Livestreaming of the 2015 Young Farmers Conference is generously sponsored by



SESSION A

Thursday, 9:15 – 10:45 am

A1 Managing Pollinators

Learn why helping pollinator populations pays off. We'll cover simple ideas for building resilient, diverse pollinator populations and habitats. We'll also cover the perceived pollination crisis and the different challenges faced by small vs. large farm operations and conventional vs. organic. *Brett Grohsgal, Even' Star Organic Farm* CROP

A2 Go West Young Man: A Native New Yorker on Building a Successful Farm in New Mexico, from Scratch

Seth Matlick grew up in Manhattan, far removed from the countryside, food production and farm life. With no prior agricultural experience and no expectations of becoming a farmer, he found himself in 2008, at the age of 23, interning on a farm in Albuquerque, N.M.. After nine months and with little capital or experience, he

decided to start his own market garden from scratch and has since expanded his operation to five acres, selling to 15 restaurants, three co-op locations and running a small CSA. Matlick will share stories, lessons and practical tips garnered from his eight seasons building up Vida Verde Farm. Topics include acquiring land and the pros and cons of having four landlords; building relationships with chefs and produce managers; the benefits of social media; planning for the season ahead, writing out a cash flow; and more. *Seth Matlick, Vida Verde Farm* BIZ

A3 Returning on the Circling Wind

For more than a generation, American farm policy has been primarily directed by and written for agribusiness—by commodity producers and processors who perhaps have closer and deeper connections to asset managers and global corporations than to farming and food. Still, the policies they continue to design and defend affect all American farmers and ranchers—big and small, rural and urban, hyper-local and national. It's not fair, and it's not you. Your farming story is not only different; it's one that nearly everyone who raises a fork wants to hear about, believe in and, ultimately, buy into. Today's "Big Ag" can't make any of those claims, but they spend hundreds of millions of dollars annually on marketing, advertising and lobbying. Let's explore what "Big Ag" is doing, how they're doing it and what you can do to counter it. *Alan Guebert, The Farm and Food File* RES

A4 Marketing Strategy That Works!

Is your marketing too nebulous, with no beginning or end? Is your marketing strategy, "we sell whatever we have to anyone who will buy it?" Learn a strategy and specific efforts to reduce your marketing labor needs and make every step count. Sharpen your skills and begin to develop a marketing plan in this session. *Matt LeRoux, Cornell Cooperative Extension* BIZ

A5 Fitting Green Manure Cover Crops into Crop Rotation

Cover crops provide many soil benefits, including protecting soils from erosion, building soil organic matter, increasing water infiltration, suppressing soil-borne diseases, as well as reducing some annual and perennial weeds. Opportunities also exist for realizing

significant income from the sale of select cover crop tendrils, flowers and leafy greens. In this workshop, we will look at windows of opportunity for fitting cover crops into vegetable crop rotations. We will look at the biological characteristics of individual northeastern cover crop species, suggested seeding rates, equipment for establishing and maintaining good stands of cover crops, and when to incorporate cover crops to benefit later plantings of cash crops. *Eero Ruuttila* **CROP**

A6 Designing Perennial Polycultures (☺)

Conscious ecological design offers the only way to create healthy edible ecosystems. Clear scientific theory and practical design processes help us combine useful perennial plants into effective guilds and polycultures, and polyculture patches into functional habitats. When we do so, beneficial ecosystem properties emerge: minimal competition, maximum cooperation, additive yielding, and reduced work and outside inputs. This workshop explores some specific ecological theories behind guild and polyculture design, and offers examples and a smidgen of polyculture design experience. *Dave Jacke, Edible Forest Gardens* **CROP**

A7 Worksongs for Small Farms

In this small-group, hands-on, sing-out workshop, explore the modern practice of a lively and useful agrarian tradition: worksongs. Learn five simple songs great for field work while discovering how worksongs can improve your crew's effectiveness and transform your experience of mundane handwork. This workshop will cover simple call-and-response songs from the Americas and Africa, as well as livestock calls of Europe and Asia, and will explore the steps for introducing songs into the field setting. *Bennett Konesni and Edith Gawler, Sylvester Manor Educational Farm and Duckback Farm, with Steve Eaton* **RES**

A8 Biodynamic Agriculture

The future of agriculture needs a holistic approach. Many biodynamic practices can only be fully embraced and understood if we make the conscious connection between "inner" and "outer" landscapes. This workshop provides an overview of biodynamic methods, including preparations, astronomical rhythms and diversity. *Steffen and Rachel Schneider, Hawthorne Valley Farm* **CROP**

A9 Uncommon Fruits with Market Potential

Learn about juneberry, hardy kiwifruit, pawpaw, gooseberry and other uncommon fruits with good market potential because of their unique flavors, natural pest resistance and appeal in ethnic and organic markets. This workshop will detail cultivation and harvest as well as, where appropriate, variety selection, and will examine the strengths and problems in the production and marketing of these and other specialty fruits. *Lee Reich, Springtown Farmden* **CROP**

A10 Blue Hill Restaurant Tour and Talk

Curious about the practical details of a restaurant that values your product? Take an insider's tour of Blue Hill's kitchen and restaurant, followed by a Q&A session with the restaurant's buyer. *Dan (Texas) Bartush, Blue Hill at Stone Barns* **RES**

A11 What does FSMA Mean to You?

The FSMA rules are out. Now what? Join Dr. Michele Pfannenstiel of Dirigo Food Safety for an interactive discussion of the Food Safety Modernization Act (FSMA) and how it will work on your farm. Bring your questions and fears, and we will get it all sorted out! *Michele Pfannenstiel, Dirigo Food Safety* **RES**

A12 CONSULTING SESSION: Ag Finance Hour

Ag Finance Hour is a time to sit down with a specialist, one-on-one, to work on the financial management critical to your farm's success. Meet with Benneth Phelps to update your farm's financials, review cash-flow budgets and business plans, or discuss available business financing. Send plans and budgets to be discussed ahead of time (preferred) to Benneth at bphelps@thecarrotproject.org; or bring them with you. Benneth will spend 45 minutes with you consulting one-on-one, with the remainder of your session open for your personal work.

Benneth Phelps is Loan Coordinator at The Carrot Project, a nonprofit organization offering financing and assistance to both farms and food enterprises in the Northeast. A fruit and vegetable farmer by training, she has a decade of experience farming in New England.

SESSION B

Thursday, 11:00 am – 12:30 pm

B1 Woven Landscapes

This session will explore the collaborative design process of the Conservation Agriculture Studio at Nelson Byrd Woltz, a design firm that works to balance ecological data with best farming practices to build an economically stable, biologically rich and productive landscape. Nelson Byrd Woltz's work includes the reconstruction of wetlands, replanting of rainforest, and reintroduction of threatened and endangered wildlife amid productive and profitable farmland. Explore the potential for improving livestock and crop health through enhanced biodiversity, build a vocabulary of constructed precedents to use in your own work and understand the role that design can play in productive landscapes. *Thomas Woltz, Nelson Byrd Woltz Landscape Architects* **CROP**

B2 Know Your Supplier: A Panel Discussion on Farmers and Food Companies Working Toward Building a Locally Sourced Food System (☺)

Sourcing managers and distributors from five local-minded food companies will discuss challenges and realities in the current marketplace for small and large-scale farms in the New York area. The discussion will dive into the disconnect of the current local sourcing system while learning and embracing the progress that is being made by these very different companies. *Anna Castellani, Foragers; Beth Forster, Blue Apron; Jason Grauer, Stone Barns Center, David Kiser, Mrs. Greens; Ashley Mueller, Greenmarket Co; Matthew Preston, Dig Inn* **CROP**

B3 Climate Change Impacts on Agriculture: from Global to Local

This session will identify the challenges to and opportunities for agricultural interests and humanity in the coming century set to experience dramatic climate change. It will cover an overview of climate change, how ecosystems respond, and the impacts of climate change on cultivation and pastoralism. Through case studies from the U.S. Northeast, Africa and South America, gain an understanding of the similarities and differences in how climate change will be experienced in tropical and temperate latitudes and the implications for global food

production. *Anton Seimon, Department of Geography and Planning at Appalachian State University; Climate Change Institute, University of Maine* **RES**

B4 Scaling Up to Wholesale Profitability

As the buy-local movement has matured, more and more opportunities have opened up for wholesale. In this talk, learn from farmer Michael Kilpatrick as he discusses his experiences selling to chefs, camps, co-ops, grocery stores, CSAs and other outlets. We'll cover how to evaluate the profitability of different crops and how your production methods can influence your numbers. We'll discuss how to efficiently wash, pack and store products for wholesale. Michael will cover branding, communication, delivery, packaging and how to price for maximum wholesale effectiveness. Food safety and the Food Safety Modernization Act has been a hot topic in the last couple of years, and is something all farmers should be aware of. Michael will cover the basics of the law and how to know what parts affect you. *Michael Kilpatrick, Kilpatrick Family Farm* **BIZ**

B5 Gardening Like the Forest: Designing Edible Ecosystems

Healthy forests, by their very nature, maintain, fertilize and renew themselves. We humans can mimic the structure and function of natural forests through all their stages of development and grow food, fuel, fiber, fodder, fertilizers, farmaceuticals and fun. We can meet our own needs and regenerate healthy ecosystems at the same time! This talk introduces the vision of edible forest gardening with some scientific background, a few living examples and a sampling of some useful perennial edibles you can use in your own garden. *Dave Jacke, Edible Forest Gardens* **CROP**

B6 Necropsy for Farmers

In this step-by-step demonstration of a necropsy of a pig, you will see what healthy organs look like and what normal postmortem changes occur. We will also discuss signs of disease in different organs, how to ask your veterinarian for advice and expertise even if you are the one performing the necropsy, how to humanely euthanize a suffering animal, how to protect yourself from contagious diseases and how to know when not to perform a necropsy. *Isabella Richards BVSc* **ANI**

B7 Protecting Your Working Body

Participants in this workshop will learn anatomy, good body mechanics and injury prevention as they relate to the specific physical challenges of working on a farm. We will also cover the five movement categories that dominate farm work and specific ways to prepare, maintain and restore the body for each. The workshop will be tailored to the questions and interests of the group. *Lydia Irons, The Flexible Farmer* **RES**

B8 Honeybee Collapse and Organic Solutions

The honeybee faces many affronts to its immune system in these days of Varroa mites and pesticide overload. The so-called "Colony Collapse Disorder" now confronting beekeepers makes it all the more imperative that local beekeepers, farmers and gardeners learn healthy ways to assist the honeybee. Ross Conrad will share numerous "how to" techniques to keep bees alive despite the numerous stresses on their health. He will also cover the latest science pointing to the primary causes of Colony Collapse Disorder and ways we all can limit their negative impacts on hives. *Ross Conrad, Dancing Bee Gardens* **ANI**

B9 Seed Breeding

Gain practical, hands-on plant-breeding experience in the greenhouse. Attendees will participate in vegetable pollination exercises and discuss physical controls, environmental health and other selection process topics. The goal of this workshop is to empower farmers to reacquaint themselves with their seed through a cooperative and economical approach. *Jack Algieri, Stone Barns Center; Michael Mazourek, Cornell University* **CROP**

B10 Stone Barns Center Tour

Join us for a behind-the-scenes view of Stone Barns Center. We'll explore the farm while discussing our diverse work to build a healthful and sustainable food system. **RES**

B11 CONSULTING SESSION: Ag Finance Hour

Ag Finance Hour is a time to sit down with a specialist, one-on-one, to work on the financial management critical to your farm's success. Meet with Benneth Phelps to update your farm's financials, review cash-flow budgets and business plans, or discuss available business financing. Send plans and budgets to be discussed ahead of time

(preferred) to Benneth at bphelps@thecarrotproject.org; or bring them with you. Benneth will spend 45 minutes with you consulting one-on-one, with the remainder of your session open for your personal work.

Benneth Phelps is Loan Coordinator at The Carrot Project, a nonprofit organization offering financing and assistance to both farms and food enterprises in the Northeast. A fruit and vegetable farmer by training, she has a decade of experience farming in New England.

B12 CONSULTING SESSION: Holistic Decision Making

Get help refining your farm business plan through a holistic decision-making lens to make sure your ideas support the future you want for yourself. Dave Llewellyn and Ben Crockett will help you clarify your personal goals, identify resources and articulate a strategy. Using the SWOT analysis (Strengths, Weaknesses, Opportunities, Threats) that you will fill out before the session, we will brainstorm with you how to move toward these goals while taking into account appropriate technologies, marketing opportunities and time management. Combining this info with your business plan, budgets and personal life goals, we hope to provide some ideas for ways that your business can thrive while giving you with the quality of life you are looking for.

Dave Llewellyn brings 15 years of experience in sustainable agriculture to his role as Director of Farmer Training at Glynwood. Dave is knowledgeable in vegetable production, soils and planning. Ben Crockett is the Site Manager at the Hudson Valley Farm Business Incubator and has nine years of experience in diversified agriculture with a focus on grazing, micro-dairies and sustainable horticulture.

SESSION C

Thursday, 2:00 – 3:30 pm

C1 The Lean Farm

This workshop will cover in detail how Ben Hartman and his family use the lean system to eliminate waste and boost profits, allowing them to earn a comfortable living on less than one acre. Examples of "lean" use on other farms in the U.S. and in Scandinavia will also be discussed. *Ben Hartman, Clay Bottom Farm, Steve Brenneman, Aluminum Trailer Company* **BIZ**

C2 Farming with Empathy

Jean-Paul Courtens of Roxbury Farm will speak from personal history: what motivated him to be a farmer? How does biodynamic agriculture affect every decision made on the farm? Come hear what influences his daily decisions, from employing others to working with animals. This session introduces an alternative approach that seeks to balance mind and heart, service, self-interest, numbers and imaginations. *Jean-Paul Courtens, Roxbury Farm* **CROP**

C3 Making It Happen: Farm Profitability and Business Acumen

This workshop will cover what financial management tools are most effective under what circumstances and at which stage(s) of business development, and when and how such tools are most readily integrated into a farm's operation. Learn financial management tools and when to use them. Understand financial management strategies impacting a farm's bottom line. Gain insight through multiple case studies of farm successes and learning opportunities. *Benneth Phelps, Carrot Project* **BIZ**

C4 Understanding and Using Leases to Gain Access to Land

Over 40 percent of farmers use leases as a less costly way to access land. Consequently, leasing terms that fairly allocate risks and benefits are critical for beginning farmers with few assets. Yet beginning farmers are often not aware of this information. The Center for Agriculture and Food Systems (CAFS) at Vermont Law School will share sample leases and explain key provisions to assist attendees and their advocates in developing a draft lease. The CAFS is creating an online land tenure legal toolkit to serve farmers and their advocates seeking information regarding how to access farmland in New England. We will share our research with attendees and engage them in a dialog regarding their land tenure needs. *Laurie Ristino, Center for Agriculture and Food Systems, Vermont Law School; Carrie A. Scrufari, Esq., LLM Legal Fellow, Center for Agriculture and Food Systems, Vermont Law School* **LA**

C5 Coppice Agroforestry: Resprout Silviculture for the 22nd Century

Most woody plants have evolved the ability to resprout when damaged by storm, fire, flood, browsing, insects or other disturbances. The intentional harvest and management of woody resprouts (coppice) has at least an 8,000-year history in Europe. Various expressions of coppicing formed a key pillar of human survival from the Paleolithic to Early Modern times, and charcoal from coppice energized the early Industrial Revolution. Whether we admit it or not, climate chaos now requires that humanity transition from a hydrocarbon economy back to a carbohydrate economy, and resprout silviculture will likely play a central role in that future. What is coppicing? How does it work? What coppice systems might we use? How can we establish them? How does coppicing affect ecosystem functions? This workshop will explore these questions, as well as opportunities for added value products and some of the Northeast's most promising species. *Dave Jacke, Edible Forest Gardens* **CROP**

C6 Winter Growing Panel

More and more U.S. growers are earning winter income by producing cold-hardy vegetables in unheated greenhouses. The winter harvest is a logical next step in the quest for increased local food production, regional food security and improved income for growers. In this session, three all-star farmers will share the ins and outs of their winter production. *Eliot Coleman, Four Season Farm; Jack Algieri, Stone Barns Center; Brett Grohsgal, Even' Star Farm* **VEG**

C7 Small Engine Mechanics

Through a basic understanding of small engines, attendees will learn how to maintain farm machinery. This workshop will explain the internal workings of small engines and how to disassemble and reassemble small engines, as well as troubleshooting tips. Some prior knowledge may be helpful. *John DiMarco, Stone Barns Center* **TECH**

C8 Swine Nutrition and Management (🐷)

Participants in this workshop will learn about feed and the nutritional needs of swine, how pasture plays a role and what they can do to be better managers on a pastured-pig operation. *Casey Rogers, The Fertrell Company* **ANI**

C9 Creating Your Mission-Driven Farm: Story Weaving from Soul Fire Farm

Soul Fire Farm is a family farm committed to the dismantling of oppressive structures that misguide our food system. We will share our story of creating a sustainable, mission-driven farm that is deeply rooted in food justice, community and love. We will offer tools and exercises to help you clarify your vision for your farm and translate that into practice. *Leah Penniman @Jonah Vitale-Wolff, Soul Fire Farm* **RES**

C10 CONSULTING SESSION: Food Law

This consulting session will help you spot the legal issues that can affect your food business. We will discuss the status of your farm, your crop plan and five-year business plan, and any legal concerns.

Jason Foscolo is the managing partner at The Food Law Firm (Foscolo & Handel PLLC), which specializes in farming and food business. Jason is prepared to help new and beginning farmers with the knowledge they need to establish business entities, to manage their risk through insurance agreements and supplier agreements, or assist with the purchase or lease of property. Jason is a regular host of food-law workshops around the country and a guest speaker at colleges and law schools on the subject of food policy, regulation and law. Farmers regularly seek the advice of The Food Law Firm on real estate, tax law, food-safety regulation, contract law and business law.

C11 CONSULTING SESSION: How to Launch a Local Chapter of the National Young Farmers Coalition

NYFC's affiliate chapters bring farmers together to tackle local challenges, forge cooperative partnerships, change local and national policy, and build supportive communities. In this session, Sophie Ackoff will guide participants through the process of bringing fellow farmers together for shared success. This training on grassroots organizing includes: building a team, facilitating your first meeting, formulating a vision and objectives, community outreach, strategic partnerships, member recruitment, and event and campaign planning. Sophie will present examples from successful NYFC chapters from Oregon to Missouri to Connecticut and give participants the tools they need to start the newest NYFC chapter in their region. *As National Field Director of the National Young Farmers*

Coalition, Sophie Ackoff has helped farmers launch 27 NYFC chapters in 27 states. She's worked on several farms in the Hudson Valley and in education and outreach at Food & Water Watch. Sophie holds a B.A. in Biology and Environmental Studies from Wesleyan University.

SESSION D

Thursday, 3:45 – 5:15 pm

D1 Community-Scale Permaculture at D Acres of New Hampshire: a Case Study

This workshop will review the continued evolution of the model at D Acres. By integrating community outreach and a residential program with a farm-based education organization, D Acres has manifested a working community farm. For nearly 20 years, D Acres has been experimenting with forest and no-till agriculture as well as alternative construction, renewable energy, animal husbandry and developing a resilient, diverse, abundant and intergenerational business and living system. *Josh Trought, D Acres of New Hampshire CROP*

D2 Cutting for Bucks: How to Look at Your Pigs Shrewdly

Joshua Applestone of the Applestone Meat Company will talk about how he processes meat for higher margin products, the value of animal parts, the value in the type of “advanced processing” he practices in his company and how to communicate with slaughterhouses. *Joshua Applestone, The Applestone Meat Company ANI*

D3 Profitable Market Gardening (☺)

Despite growing on only 1.5 acres of land in eastern Québec, farmers Jean-Martin and Maude-Hélène manage to feed more than 200 families through their thriving CSA and seasonal market stands. Their market garden is their only household income, earning close to \$140,000 in sales annually, with a profit margin of around 45 percent. They will discuss how their low-tech, high-yield methods of production—biologically intensive cropping, hand tools, appropriate machinery and minimum tillage practices, for instance—have led to their success. *Jean-Martin Fortier and Maude-Hélène Desroches, Les Jardins de la Grelinette CROP*

D4 Food Law for Beginning Farmers

Farmers and food producers operate in a unique legal environment. This workshop will discuss the many specialized laws and regulations applicable to farmers, covering such topics as farm finance, leasing and contracting, labor law and internships, food-safety liability and food-safety regulation. *Jason Foscolo, The Food Law Firm BIZ*

D5 Agrarian Resource Collaboration: Sustainable Midsize Four-Season Farming for the Northeast

The Wintergreen Project in Maine uses an improved and expanded form of co-farming to produce a successful business that meets the demand of fresh, local year-round vegetable production in northern climates. You will leave this workshop with a better understanding of the history of co-farming and a four-season co-farming model fashioned for the 21st century. *Clara Coleman, Clara Coleman Four-Season Farm Consulting; Dan Pullman, Fresh Source Capital CROP*

D6 Healing Landscapes

How can we begin to heal damaged and neglected landscapes with regenerative agriculture? Join Lindsay Napolitano and Johann Rinkens of Fields Without Fences to explore the intersection between ecological restoration, commercial production and the utilization of medicinal plants in healing our internal and external ecologies through a process of holistic renewal. Detailing the establishment of their 10-acre small farm site as a case study, they'll explore the applied modalities of permaculture design, forest gardening, habitat restoration, water management and native plant cultivation in transforming a once depleted landscape into a thriving, productive, multi-acre forest garden in three short years. *Lindsay Napolitano and Johann Rinkens, Fields Without Fences CROP*

D7 Poultry Health and Nutrition

Participants will examine both broilers and layers to learn about feed requirements, management and basic health practices. *Jeff Mattocks, The Fertrell Company ANI*

D8 Farms as Agents of Social Change

Many farmers are not entering into the profession to just grow good food. While noble and necessary unto itself, food production becomes the organizing principle to engage people in the surrounding community in other solutions for living more responsibly on the planet. Everything from white farmers showing up for racial justice to mitigating global climate change, farms can be a catalyst for the adoption of new ways of relating to each other and the Earth. Jered and Nancy will share more of how they are utilizing Pie Ranch as a place for such theory and practice to play out and provide direction forward. *Jered Lawson and Nancy Vail, Pie Ranch CROP*

D9 Stone Barns Center Tour

Join us for a behind-the-scenes view of Stone Barns Center. We'll explore the farm while discussing our diverse work to build a healthful and sustainable food system. **RES**

D10 CONSULTING SESSION: Ag Finance Hour

Ag Finance Hour is a time to sit down with a specialist, one-on-one, to work on the financial management critical to your farm's success. Meet with Julia Shanks to review your files, cash-flow budgets and business plans. *Julia Shanks prepares food businesses and farms for growth through business planning, cash-flow planning and financial feasibility studies. A frequent lecturer on sustainable food systems and accounting, she sits on the advisory board of Future Chefs and is the regional leader of Slow Money Boston. You may choose to send documents in advance for her review: julia@juliashanks.com*

D11 CONSULTING SESSION: Building Soil Fertility

How did your crops develop this past season? Need to make any changes to your fertility management plan? From amendment application rates to choices in cover crops and biological inputs, this session will allow participants to work through the planning process of building soil health. Bring questions and soil tests to get down to some fundamental science.

Zach Wolf oversees the Locusts on Hudson, a 75-acre diversified farm and estate. He consults throughout the United States with Nelson Byrd Woltz Landscape Architects. He has held positions as the Field Manager and Director of the Growing Farmers Initiative at Stone Barns Center.

SESSION E

Friday, 9:15 – 10:45 am

E1 Winter Cropping: Different Regions, Different Goals and a Whole Lot of Nuances

Even ' Star crops 12 months a year, despite the exhaustion. Learn how to determine if winter cropping makes sense for your operation, appropriate goals for your region and the five core aspects of successful winter cropping: timing, genetics, soils, operations and marketing. Discuss open-field crops vs. greenhouses, the small acreage dilemma and how to build in down-time for your workers, for yourself and family, and for much-needed winter maintenance and catch up. *Brett Grohsgal, Even' Star Organic Farm* **CROP**

E2 Beekeeping 101

This class will cover the origins and history of beekeeping up to our present situation in the beekeeping industry. We will cover what's actually going on in a bee hive, including bee anatomy, castes and roles. We will also discuss useful equipment and tools for beekeeping, the differences between Langstroth and top bar beehives, and next steps toward keeping bees. *Dan Carr, Beavertides Bee Farm; Q Farms* **ANI**

E3 Farm to Taste: Helping Customers Make the Most of their Products

Did celeriac from your CSA share shrivel in someone's fridge? Did a grass-fed steak from your steer turn out tough on the grill? Whether your customers are chefs or home cooks, your sales transactions aren't over until the food has been consumed (or composted). Research shows that food-purchasing decisions are driven by taste much more than by health, convenience or perceived sustainability. Offering well-curated storage and cooking information—in person, on paper or via the Internet—will get customers focused on the flavors of your food and help ensure they have good eating experiences. *Suzanne Podhaizer—a chef, poultry farmer, recipe developer and journalist—will share talking points for selling to chefs vs. home cooks (they want totally different details!) and strategies for educating customers about how to prepare*

your products. This session will be heavy on handouts, including recipes you can distribute to buyers. *Suzanne Podhaizer, Salt Café, Gozzard City, Farm-to-Table Consulting* **BIZ**

E4 Crop Rotation (••)

This practical intermediate-to-advanced workshop is meant to improve the quality, timing and performance of crops and cover crops. We will cover several strategies for developing crop rotation systems in a variety of diverse farming operations, as well as discuss the role of crop rotation as it relates to resilient agricultural principles and how it positively impacts soil and plant health. *Jack Algjere, Stone Barns Center* **CROP**

E5 Accounting for Farmers

In order to be ecologically and financially sustainable, you must understand the basics of accounting and bookkeeping and, as Richard Wiswall says, “plan for profit.” In this workshop, we will provide practical tools for using QuickBooks to manage your farm bookkeeping. We will review basic accounting concepts, create a customized chart of accounts and review basic transactions such as entering expenses, creating wholesale customer invoices and recording bank deposits. We will also discuss various reports that can help you manage cash flow and growth. *Julia Shanks, Julia Shanks Food Consulting* **BIZ**

E6 What's Policy Got To Do with Farming?

Federal Farm policies affect you! Whether it's getting trained, affording land, borrowing money or complying with new food-safety regulations, federal policies can either help or hinder your farm career. Learn from policy experts with the National Young Farmers Coalition and the National Sustainable Agriculture Coalition about the 2014 Farm Bill, updates on new food-safety rules and new campaigns to strengthen and improve our food system. This is your opportunity to better understand farm policy and get involved in your home state. *Eric Hansen, National Young Farmers Coalition; Juli Obudzinski, National Sustainable Agriculture Coalition* **RES**

E7 Animal Rotations

This introduction to multi-species pasture rotations will explore the opportunities and challenges of husbanding

diverse livestock on a farm. We'll survey an array of animals, such as cattle, poultry, sheep, goats and swine, and how they might fit different landscapes. We'll discuss how incorporating these different species can help maintain soil and pasture health, manage parasites naturally and diversify revenue streams, while caring for the animals' health and natural inclinations. Although the challenges to such an integrated pasture rotation will be addressed, we subscribe to Sir Albert Howard's understanding that a diversity of farm animals should be considered our farming partners. *Craig Haney, Stone Barns Center* **ANI**

E8 Designing and Managing the Moveable Greenhouse

With the increased demand for affordable, simple and well-constructed high tunnel structures, Eliot Coleman designed and created a modular movable Cathedral Tunnel at Four Season Farm. For as low as \$2 per square foot, you can learn where to source materials, how to fabricate parts and the steps involved in constructing a modular Cathedral Tunnel for your farm or garden. During the session, Clara and Adam will build one of these structures and, in the process, talk about designing for ease of moving, strength, stability and use. The workshop will highlight the potential of moveable houses and suggested cropping and management plans. *Adam Lemieux, Johnny's Selected Seeds; Clara Coleman, Clara Coleman Four-Season Farm Consulting* **TECH**

E9 Avoiding Poultry Pitfalls

Small-scale poultry is a very satisfying way to produce food on your farm, but a lot can go wrong. In this course, you'll find out how to avoid common poultry health problems and how to maximize your birds' health and productivity. Learn the basics of feeding, weathering climactic challenges, evaluating your flock's health and optimizing housing for your birds. Please bring questions and your success/failure stories for discussion. We'll work through several common poultry health challenges, from presenting symptoms to prevention. *Anne Lichtenwalner is an extension veterinarian with more than seven years of experience. Anne Lichtenwalner, UMaine Animal Health Laboratory* **ANI**

E10 No-Till Organic Vegetable Production

Since 1995, Four Winds Farm owners have not plowed or tilled their four acres of vegetable gardens. They have established beds on which they lay compost and either direct seed or transplant into the composted bed. Over the years, they have increased their per-acre production capabilities, increased organic matter, decreased weed pressure and decreased their need for capital-consuming tractors and tillage equipment. By detailing the history of his farm, Jay Armour will show how it is possible to farm without expensive equipment while controlling weeds and how no-till agriculture can improve soil and save resources. *Jay Armour, Four Winds Farm* **CROP**

E11 MIG Welding

Learn the basics of MIG welding, the most widely used welding technique in the industry. Instruction will include understanding and operating the equipment, technique, pressures, different types of metals and safety. *John DiMarco, Stone Barns Center* **TECH**

E12 Stone Barns Center Tour

Join us for a behind-the-scenes view of Stone Barns Center. We'll explore the farm while discussing our diverse work to build a healthful and sustainable food system. **RES**

E13 CONSULTING SESSION: Farm Business Tune-Up

Want an extra set of experienced eyes to look at your farm business? Want to increase your financial sustainability? Richard Wiswall is happy to answer any questions you have, on any farm issue. Take the fear out of looking at the business side of your farm.

Richard Wiswall is owner/operator of Cate Farm in East Montpelier, Vt., where he has been farming organically for more than 30 years. Known for his work on farm profitability and appropriate business tools, he has consulted with more than 60 farmers in New England and beyond, helping them increase profitability and meet their long-term goals. Richard is the author of The Organic Farmer's Business Handbook: A Complete Guide to Managing Finances, Crops, and Staff—and Making a Profit, and gives workshops frequently on the subject of farm business.

SESSION F

Friday, 11:00 am – 12:30 pm

F1 Farm Mechanization Tools for Increased Efficiency (••)

Learn the tools of the trade for greater farming efficiency. This workshop will cover cultivation tools to maximize weed control, tools to speed the harvest, pack-house tools for quicker and easier processing and greenhouse innovations. Learn to use cost-benefit analyses to show how long it will take for a new tool to pay for itself. *Richard Wiswall, Cate Farm* **TECH**

F2 A Panel Discussion: Selling to Institutions for Small And Medium Farms

Are you looking to expand your market? Are you interested in selling to schools, cultural organizations or other institutions? In this panel, participants will share logistics, challenges and solutions for selling to large and small institutions. Learn more about the guidelines and requirements for selling to aggregators, food service operators or directly to institutions. Get tips and ideas for marketing and approaching distributors, institutions and schools. Hear about setting up a CSA or farm share with employees and/or parents and receive tools and tips for getting started. *Chaz Alberti, Deft & Delicious LLC; Miriam Latzer, Good Flavor Farm; Jennifer Rothman, Stone Barns Center; Sunny Young, Mississippi Farm to School Network* **BIZ**

F3 Carbon Farming: Regenerative Agriculture for Climate Stabilization

The global climate crisis is here and impacting communities, farms and ecosystems worldwide. Three primary strategies have developed in response: reducing greenhouse emissions, adapting to a destabilized climate and re-sequestering atmospheric carbon to slow or reverse the effects of climate change. This workshop will focus on the role of agriculture in this third strategy of carbon sequestration. We'll look at farming systems from around the world that have demonstrated the ability to increase carbon storage in perennial plants and organic topsoil. These strategies include agroforestry, management-intensive grazing, organic no-till and a wide range of other crop and soil management practices. We'll go from there to discuss carbon farming applications in working landscapes of the eastern temperate

U.S., the current state of global and regional carbon markets, and the most recent developments in carbon farming science and practice. *Connor Stedman, AppleSeed Permaculture, The Greenhorns/Agrarian Trust* **CROP**

F4 Find Your Farm

Knowing what you want (for your farm and farm business) is easier said than done, but it's an essential part of finding and getting onto the right farm. This workshop will include a review of the farm access resources available to farmers and how to make best use of them, as well as provide time for participant questions regarding farm access challenges. *Tim Biello, American Farmland Trust; Marissa Codey, Columbia Land Conservancy* **LA**

F5 Crop Planning and Record Keeping at Stone Barns Center: Our Experience and Future Plans

Like any highly diversified market farm, Stone Barns Center is challenged with the need to plan a large number of crops and then keep records of production and a multitude of details to improve future plans and productivity. We also must balance the time and effort required against the value of the data collected. This workshop will review our past and current record-keeping practices, some lessons we have learned, what we are accomplishing now and our plans to do more and better in the future for less time and effort. We will also share examples of how other farmers have approached the same objectives in different ways, but also successfully. *Shannon Rooney, Stone Barns Center; Dan Gibson, ADAK Farm Systems* **CROP**

F6 Propagation

Plant propagation is an instrumental and complex component of the small-scale diversified farm. Advanced understanding of propagation can greatly improve the quality and potential of every vegetable, herb and flower on the farm. This practical workshop will outline the key aspects to consider for a successful operation, from structural and atmospheric considerations to containers and mediums, specific crop requirements, and planning and record keeping. *Jack Algieri, Stone Barns Center; Eliot Coleman, Four Season Farm* **CROP**

F7 QuickBooks for Farmers

In this workshop, we will provide practical tools for using QuickBooks to manage your farm bookkeeping. We will review basic accounting concepts that underlie QuickBooks. We will go through the basic set-up of QuickBooks, including creating a customized chart of accounts. We will review basic transactions such as entering expenses, creating wholesale customer invoices and recording bank deposits. We will also discuss the various reports that can help you manage cash flow and growth. This is a small group workshop. *Julia Shanks, Julia Shanks Food Consulting* **BIZ**

F8 Hops and You

Otherwise known as hops, *Humulus lupulus* production on small-scale farms across the nation is gathering momentum. Join Eric and Ben of Mighty Axe Hops to break down what it takes to make your farm a little hoppier. Each attendee will leave with a copy of the Small Scale Hops Growers Guide, produced by Mighty Axe Hops. *Eric Sannerud and Ben Boo, Mighty Axe Hops* **CROPS**

F9 Raising Meat Goats

Donald Arrant of Glynwood Center will give a general overview of raising meat goats from breeding to market while sharing his experience refining the Glynwood herd's management over the past six seasons. Some of the topics discussed will be breeding, preparation for kidding, kidding, nutrition, management for parasites, breeds, labor demands, conservation grazing and marketing. *Donald Arrant, Glynwood Center* **ANI**

F10 Edible Landscapes Tour

Join Stone Barns Center landscaper and forager on a walk around the farm for a woody plant identification and foraging experience. Among the many plants we will discover on our walk are hazelnut, sugar maple, pawpaw, spice bush, shagbark and sweet birch. Learn about the ecological roles these plants play on the farm, how we market them in the store and use them in our kitchens, and how the chefs at Blue Hill use them in syrups, infusions, teas, tinctures and more. *Laura Perkins, Stone Barns Center* **RES**

F11 CONSULTING SESSION: Social Media Marketing for Farmers

Social media platforms like Instagram, Pinterest and Facebook have a remarkable reach. Don't let your time in the field keep you from connecting with regular and potential customers, sharing your story and developing a strong brand in the process. Farmer and author Meg Paska will share her insights and suggestions for effective and easy social marketing for farmers. *Meg Paska, Seven Arrows East/Farmer Meg's*

SESSION G

Friday, 2:00 – 3:30 pm

G1 Find Your Cost of Production and Profitability

Ever wonder how much it costs to produce a dozen eggs? A feeder pig? Hoophouse greens? Are you making a profit with them given your current sales prices? Longtime organic farmer Richard Wiswall will demystify production costs for various farm ventures and show which ones are making money and which ones are not. This group working session will simplify and enlighten the process of determining profitability for any of your farm endeavors. *Richard Wiswall, Cate Farm* **BIZ**

G2 Growing and Marketing Cut Flowers (☺)

Join seasoned flower and herb grower Shannon Algieri as she discusses cut-flower production on the farm. This class will highlight techniques of raising flowers from seed to harvest, focusing on successful varieties, planting schedules, garden maintenance and winter storage practices. Shannon will emphasize good harvesting etiquette, efficient utilization of field and greenhouse space and the value of tracking data. There will also be class time dedicated to creative ways of designing and marketing cut flowers for a value-added market base. This is a perfect workshop for farmers and gardeners who want to start up or develop flowers as a highlighted crop commodity. *Shannon Algieri, Stone Barns Center* **CROP**

G3 Intro to Dairy Farming

Dairy farming is a dirty and demanding business. It can also be engaging and extremely rewarding. This workshop

will cover the basics of getting a small herd up and running and keeping it happy and healthy. We will talk through the advantages and disadvantages of various milking systems, the importance of the right genetics, proper nutrition, fencing, pasture management and water systems. *Sean Stanton, Blue Hill Farm* **ANI**

G4 Farm Business Planning: How to Save 100 Hours

Most business plans take a huge amount of time to write, and then they spend the rest of their lives gathering dust in a desk drawer. But farm businesses can achieve better cash-flow and greater profits with some basic financial planning. In this session, learn an agile, adaptable and quick process for creating a one-page farm business model that will give you a deeper understanding of your farm's value proposition, customer segments and action steps for growth and sustainability. *Ethan Roland Soloviev, AppleSeed Permaculture* **BIZ**

G5 Alternative Land Access: Partnering with Investors

A variety of finance groups, "angel investors" and other investment entities are entering the farming landscape, offering new and exciting land access or farm financing options. How good are those opportunities? Learn the right questions to ask these entities from an experienced impact farmland investor. Each socially minded investor has a different philosophical structure and motivation. All of this can only be assessed by the farmer doing due diligence on the potential investors. By understanding the motivations and structures of these investors, one can better assess whether working with a group will be the right fit. *Kevin Ego, Local Farms Fun – NY Foodshed LLC, Iroquois Valley Farms, LLC; Timothy Biello, Tenant with Local Farms Fund, Saratoga Draft Power Farm, American Farmland Trust, Holly Rippon-Butler, National Young Farmers Coalition* **LA**

G6 Poultry Processing

You've kept the poultry healthy and alive, and now it's time for the harvest. From readying for the processing to the bagging of the chilled carcasses, this hands-on workshop will cover the basics of harvesting poultry. Each participant will have the opportunity to kill, scald, pluck and eviscerate a turkey or chicken. Space is limited. *Craig Haney, Stone Barns Center* **ANI / WESTERN BARN**

G7 New Tools and Appropriate Technology for the Small Farm

In this workshop we will discuss and demonstrate several new tools recently developed as a direct result of collaboration with Eliot Coleman and the Slow Tools Group. We will discuss their back story, how they came to be and how they optimize efficiency for the small-scale or beginning farmer. This will be a hands-on interactive workshop, and the audience will be invited to personally try the tools out during the course of the talk. *Adam Lemieux, Johnny's Selected Seeds; Eliot Coleman, Four Season Farm; Jack Algieri, Stone Barns Center* **TECH**

G8 Whole Animal Butchery

Blue Hill Culinary Director Adam Kaye, along with Butcher Jose Morquecha will be breaking down a pig for restaurant service, Blue Hill style. They will run through the restaurant's approach to whole animal butchery, explaining how pork is featured at Blue Hill and Blue Hill at Stone Barns, and offering basic butchering tips. *Adam Kaye and Jose Morquecha, Blue Hill at Stone Barns* **ANI**

G9 The New Bread Basket

Growing and using grains outside of the grain belts is a great challenge and opportunity. Farmers across the nation are working to meet consumer demand for regionally produced staple crops. Writer Amy Halloran will discuss some models from the Northeast and the Pacific Northwest. Farmer Thor Oechsner will talk about running a value-added grains farm and the various enterprises he is involved with, such as the mill he started, Farmer Ground Flour, and the malting, brewing and distilling customers that his 1,200-acre organic grain farm serves. *Amy Halloran, Author, The New Bread Basket; Thor Oechsner, Oechsner Farms* **CROP**

G10 Intro to Soil Assessment

The Cornell Soil Health program is built around the Soil Health testing laboratory within the Cornell Nutrient Analysis Lab. Its suite of soil tests has been developed to evaluate essential soil functions, which are divided into the physical, biological and chemical nutrient realms. The first part of the session will showcase the Soil Aggregate Stability test and the Soil Active Carbon test.

In the second part of the session, we will discuss how two farm enterprises use information from their Soil Health Assessment Report, in concert with their own goals and capacities, to ultimately complete a field soil health management plan. *Bob Schindelbeck, Cornell University; Joseph Amsili, Cornell University* **CROP**

Conference Highlights

Conference Keynote

Mark Bittman

Thursday, 6:30 pm, Hay Loft


Mark Bittman, renowned author and former *New York Times* columnist, in conversation with Stone Barns Center Executive Director Jill Isenbarger.

A Growing Culture Round Table Lunch

Thursday & Friday, 12:30 pm

AGC is a global coalition connecting farmers to each other and the resources they need to create an ecologically-sound food system and prosperous planet. They are currently launching The Library for Food Sovereignty (LFS), the world's first, democratic, digital library platform dedicated to connecting farmers around the world to collectively learn from each other's successes and challenges. In the knowledge-intensive field of ecological agriculture, the LFS will provide an accessible "living" database of materials by and for farmers. **HAY LOFT**

Contra Dance

Sponsored by  **Q-tend**
Smart Farm Tools
Thursday, 9:00 pm

Conference attendees are invited to attend our annual Young Farmers Conference Contra Dance. Enjoy live music by Edith & Bennett and Friends. **HAY BARN**

Friday Opening Address

Fred Kirschenmann, Stone Barns Center

Friday, 8:30 am, HAY LOFT

Lunchtime Keynote

Lorenzo Caponetti of Casa Caponetti in conversation with Stone Barns Center Executive Director Jill Isenbarger.

Friday, 1:00 pm, HAY LOFT

Book Swap

Thursday and Friday (all day)

Do you have books sitting on your shelves that are no longer useful to you but may be helpful to other farmers? Bring them to the Book Swap Table in the Silo Lobby! Leave a book, take a book or just browse. The table will be open throughout the conference. **SILO LOBBY**

Conference Details

Location

Stone Barns Center for Food & Agriculture
630 Bedford Road
Pocantico Hills, NY 10591

Conference Costs

Full Conference: \$200 (not including pre-conference)
Preconference: \$75
Thursday only: \$100
Friday only: \$100

Registration

This year, registration for the conference was by lottery. Beginning farmers (10 years farming or less) were given registration preference. The 2015 lottery has closed.

Hotel Accommodations

A block of rooms has been set aside for the reduced rate of \$129/night at the Sheraton Tarrytown, located at 600 White Plains Road, Tarrytown, NY 10591. To book your room, please call the hotel directly at 914 460 2003 and mention the Young Farmers Conference or book online. A shuttle service will be provided to and from the Sheraton and Stone Barns Center in the morning and evening. Want to share a room with other conference attendees? Start or respond to a conversation thread on the Virtual Grange: virtualgrange.org.



Photo by Erik Jacobs

Meals

Lunch is included on Wednesday for preconference attendees. Breakfast, lunch and dinner are included on Thursday; breakfast and lunch are included on Friday.

Scholarships

Stone Barns Center offers a limited number of scholarships to the Young Farmers Conference every year. The scholarship application period for 2015 is closed.

General Questions

For general questions about the Young Farmers Conference, contact Laurie Freyer at 914 366 6200 x134 or via email at yfc@stonebarnscenter.org.

Sponsorship Inquiries

To learn about sponsorship opportunities, contact Mara Flanagan at 914 366 6300 x118 or via email at maraf@stonebarnscenter.org.

Press Inquiries

For conference press inquiries, contact Laura Neil at 914 366 6200 x160 or via email at lauran@stonebarnscenter.org.

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