



**W**e invite you to attend the North Carolina Cooperative Extension's "Successful Small Farm Opportunities Conference". You'll be able to explore alternative enterprises by speaking with successful producers and university personnel who are already growing and researching specialty enterprises. We can give you the practical, no-nonsense, hands-on advice you'll need when considering crop & livestock production, market development, and other important business options.

The program will include four sessions, with five topics offered during each session. You can choose one topic to attend during each session. You will receive resource materials in a notebook for all sessions. Registration confirmation will be sent via email upon receipt of your payment and meeting selections.

For more information contact:

**Franklin County Extension Center**

919-496-3344

[www.franklincountyfarmfresh.com](http://www.franklincountyfarmfresh.com)

## WHY PARTICIPATE?

- ➔ Gain knowledge and insight into issues concerning today's small farmer, both vegetable and animal production;
- ➔ Collaborate and network with others in small farming enterprises;
- ➔ Meet with trade show vendors and see what's new for small farmers.

**“I really enjoyed the Farm Conference...I was amazed at the question how much money this conference may save you or be worth to you. My answer is about \$20,000. Thank you for organizing this wonderful event! - Ronnie Voss**

**I really enjoyed the conference, especially the session on goats.**  
- Lynn Mitchell

**Our goal for this conference is to nurture and share knowledge on how to be successful and profitable, while operating a small family farm.**  
- Martha Mobley, NC Coop Agent

\*Persons with disabilities and persons with limited English proficiency may request accommodations to participate by contacting:  
The Franklin County Cooperative Extension  
(919) 496-3344 or [martha\\_mobley@ncsu.edu](mailto:martha_mobley@ncsu.edu)  
or in person at least 10 days prior to the event at our office  
103 S. Bickett Blvd. Louisburg, NC 27549

### SPONSORED BY



## SUCCESSFUL



## SMALL FARMS



## OPPORTUNITIES



## CONFERENCE

**FEBRUARY 25th 2017**

**SEBY JONES PERFORMING ARTS CENTER**

(Across Main Street from Louisburg College's Main Building)

**501 N. MAIN STREET, LOUISBURG, NC 27549**



# SUCCESSFUL SMALL FARMS OPPORTUNITIES CONFERENCE

February 25, 2017

## 8:00-9:00 REGISTRATION

Coffee & Light Refreshments

## 9:00-9:10 WELCOME & LOCAL FOODS PERSPECTIVE

Dr. Mark LaBranche, President,  
Louisburg College & Stephen Greer,  
Northeast District Director, NCCE

## 9:10-9:45 "Local Foods Pricing: Making National Local"

Stephen Beasley, Market News,  
NCDA & CS

9:45-10:00 Break and Meet with Trade Show  
Exhibitors in the lobby of the Education  
Building

## 10:05-10:55 SESSION 1

1. How To / What I Need to Get a Farm Loan  
Amy Mustian, AgCarolina Financial  
Louisburg Office
2. Pastured Pork Production & Marketing  
Mike Jones, Mae Farm, Louisburg
3. Small Farm Enterprise Budgets: Can I Make Money?  
Derek Washburn, NCSU Ag & Resource Economics
4. Fence Building 101  
Outside Demonstration  
Speaker TBA
5. Christmas Tree Production & Marketing in the Piedmont  
Colby Lambert, NCCE  
Area Specialized Forestry Agent

## 11:05-11:55 SESSION 2

Same Sessions as  
Breakout Session 1

## 12:00-1:00 LUNCH

### "Local Food Marketing Panel"

Mike Jones, Mae Farm  
Courtney Bell, Ungraded Produce CSA  
Gabe Cummings, Warren  
Landscapes / Foodworks  
James Watts, Weaver Street Market

## 1:10-2:00 SESSION 3

1. Shiitake Mushroom Production & Marketing  
Outside Demonstration  
Beth Gayden, Shrooms 2 Grow, LLC
2. Marketing on the Web: Creating Your Farm Website  
Dr. Theresa Nartea, Virginia State University Cooperative Extension
3. Beekeeping & Value-Added Products  
Franklin County Beekeepers Association
4. Heritage Poultry Production & Marketing  
Ryan Walker, The Livestock Conservancy, Pittsboro
5. Ginger Production & Marketing  
Bill Cox, Casselmonte Farm, Powhatan, VA

## 2:05-2:55 SESSION 4

Same Sessions as  
Breakout Session 3

## 3:00 EVALUATION & ADJOURN

### FREE SEED EXCHANGE

Please bring bulk or prepackaged seed varieties to share! Label each package & include species/variety, saver's name, growing conditions & methods, as well as any other varietal information (advantages, uses, etc).

# SUCCESSFUL SMALL FARM OPPORTUNITIES REGISTRATION FORM

NAME \_\_\_\_\_

EXTRA PERSON \_\_\_\_\_

ADDRESS \_\_\_\_\_

PHONE \_\_\_\_\_

EMAIL \_\_\_\_\_

Please circle your choice in each session:

|            |   |   |   |   |   |
|------------|---|---|---|---|---|
| Session 1: | 1 | 2 | 3 | 4 | 5 |
| Session 2: | 1 | 2 | 3 | 4 | 5 |
| Session 3: | 1 | 2 | 3 | 4 | 5 |
| Session 4: | 1 | 2 | 3 | 4 | 5 |

|                                   | No. Attending    | Total |
|-----------------------------------|------------------|-------|
| \$60 Individual                   |                  |       |
| \$25 Xtra Person(s)               |                  |       |
| Late Registration After 2-23 \$75 |                  |       |
|                                   | <b>TOTAL DUE</b> |       |

Registration includes resource notebook, snack, & lunch. Additional persons (\$25) will receive snack and lunch. Early registration deadline is 02-23-17. After 02-23-17, cost is \$75. Registration is only accepted with payment and is non-refundable. Space limited to the first 75 participants.

Make checks payable to:

"Franklin Co. Cooperative Extension Center"

Mail registration form and payment to:

103 S. Bickett Blvd., Louisburg, NC 27549