



2016

El Paso County

# Colorado Building Farmers Program



Making Your Food Local

## What is Colorado Building Farmers?

The Colorado Building Farmers program designed to help new and experienced farmers and ranchers explore agriculture as a business. Topics presented will enable participants to refine and enhance their skills and strategies in the following areas:

- business management
- production
- marketing
- risk management
- record keeping.

### Application & Registration

Application forms are available online at:  
[elpasoco.colostate.edu/agri/agri.shtml](http://elpasoco.colostate.edu/agri/agri.shtml)

**Return your application with a \$100 deposit to:**

Colorado State University Extension  
17 N. Spruce Street  
Colorado Springs, CO 80905

#### Registration fees

**\*\* Class size limited to 15 businesses\*\***

**\$325 per participant**

**\$80 for one additional  
business partner to register;  
hand-outs to be shared with partners**

**Applications must be received by October 30, 2015 for  
full consideration.**

Those not admitted will receive a full refund of their deposit.

**Those who are admitted must submit the remainder of  
their payment by December 1, 2015.**

Classes will be held at:  
**CSU El Paso County Extension Office**

**For more information:**  
Becky Butterfield, Program Coordinator  
(719) 287-1431  
[becky.extension@gmail.com](mailto:becky.extension@gmail.com)

Colorado State University, U.S. Department of Agriculture and El Paso County  
Extension Programs Cooperating are available to all without discrimination

### Who Should Participate

**New Farmers/Ranchers:** < 1 year and/or intern, apprentice level experience (large garden, on-farm, or ranch)

**Intermediate Farmers/Ranchers:** Production, marketing manager or sole operator for <3 years

**Experienced Farmers/Ranchers:** Production, marketing manager or sole operator for >3 years

### Program Concept

Class participants and local members of the Agriculture community fuel the learning environment. Having dinner together provides time for the exchange of ideas and networking. Sessions explore content useful to all levels of experience. Session will be presented by Ag and business professionals and university staff.

Enrollment of farmers and ranchers with various levels of experience and representing a variety of products provides a broad perspective of learning and community connections.

**Each business will create a business plan that will be shared  
with the group for input.**

Included:

- ◆ A business plan created by you
- ◆ Mentoring from Colorado Building Farmers Advisory Board members



#### Tentative Class Schedule

Light Dinner 5:30–6:00  
Presentations: 6:15 – 8:30 p.m.

**Jan 19 - Opportunities in Local Agriculture**

**Jan 26 - Risk Management**

**Feb 2 - Strategic Business Planning**

**Feb 9 - Budgeting and Planning**

**Feb 16 - Beyond Farmers Markets**

**Feb 23 - Success Stories: Learning from those who have done it.**

**March 1 - Business Plan Presentations**

**March 8 - Business Plan Presentations**