

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.
- ❑ Urban Agriculture comes with its own set of unique challenges and opportunities
- ❑ 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 their farm operation in the coming year through conventional or alternative markets.

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2016

Denver, Jefferson, and
Arapahoe Counties

Building Farmers Program

Principles of Business Planning
and Management Course

*Building Capacity
Building Community*



Colorado State University
Extension



This project is based upon work supported by National Institute of Food and Agriculture, U.S. Department of Agriculture under Award Number 2012-49400-19767

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 course is a series of 7 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, and marketing skills.

Who Should Participate?

This year's course will focus on fruit and vegetable production

- ❑ **New Farmers:** Intern/apprentice level experience (large garden or on-farm) for less than 1 year
- ❑ **Intermediate Farmers:** Production/marketing manager or sole operator, ¼ to 2 acres for less than 3 years
- ❑ **Experienced Farmers:** Production/marketing manager or sole operator, ¼ to 2 acres for more than 3 years

What is the intended outcome?

Participants build a business plan over the 7 weeks of the course

Cost

- ❑ **New Farmers** - \$225 for all 7 sessions
- ❑ **Intermediate farmers** - \$175 for all 8 sessions
- ❑ **Experienced Farmers** - \$90 for all 8 sessions or \$25 á la carte

Program Lineup

Dinner (provided) 5:30 – 6:15 p.m.
Presentations 6:30 – 8:30 p.m.

Tues, Jan 26 – “Panel on Getting Started: Capital, Land, & Labor”

Tues, Feb 2- “Strategic Business Planning”

Tues, Feb 9- “Markets, Pricing and Marketing Principles”

Tues, Feb16 – “Production Planning and Record Keeping”

Tues, Feb 23 – “Financial Analysis and Risk Management”

Tues, March 1 – “Contracts, Agreements, Partnerships, and Sources of Capital”

Tues, March 8- “Professional Panel”

Sat, March 12- Presentation of Business Plans * Time and Location TBD

***Certificates of completion are awarded after presentation of business plan. Those with certificates of completion will receive discounts on other Building Farmers classes**

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. All participants are in the same class!**

“Presenters were very helpful and stimulated new ways of thinking about urban farming.” – 2011 Arapahoe County Participant

“The best opportunity provided to me by this class was the opportunity to network with other folks with similar projects in the city.” – 2011 Denver County Participant

Application and Registration

Application forms are available online at:

www.arapahoextension.org
or request at 303-738-7977

Applications must be received by Monday, December 14th for full consideration.

Applicants will receive notice of receipt. Registration and payment details upon acceptance into the course.

All classes held at
Denver County Extension Office
888 E Iliff Ave
Denver, CO 80210

Questions:
303-738-7977
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