

## Why New Farmers and Ranchers Program?

- ❑ The local food movement is growing in Colorado.
- ❑ Local farmers' markets are thriving and can provide an excellent inroad for new farmers or livestock producers.
- ❑ The average age of farmers in the US continues to rise and is 58 years of age or older.
- ❑ Fewer individuals are choosing farming and ranching as an occupation.
- ❑ Entry costs into farming or ranching have never been higher.
- ❑ Those interested need an opportunity to sort through the realities of farming and ranching and determine if they should pursue it as a career.

**This program is intended for those with experience who are serious about starting, expanding, or enhancing their farm or ranch operation in the coming year through conventional or alternative markets.**

## Application and Registration

Application forms are available online at:  
<http://www.larimer.org/ext>

**Return your application by September 15, 2016 to:**

CSU Extension  
Colorado Building Farmer Program  
1525 Blue Spruce Drive  
Fort Collins, CO 80524

Registration and payment information will be sent to applicant upon acceptance into the course. \*\*  
**Class size limited to 15 \*\***

**Classes will be held at:**  
CSU Larimer County Extension Office  
1525 Blue Spruce Drive  
Fort Collins, CO 80524

**For more information:**  
Karen Crumbaker, Extension Agent  
(970) 498-6003  
kcrumbaker@larimer.org

**CSU Extension is training a growing segment of market farmers and ranchers on how to strategically develop a business, manage its risks, and succeed in diverse markets. The Colorado Building Farmers Program is becoming an important incubator for Colorado's local and regional food production and marketing systems.**



**Colorado State University**  
Extension

## 2016 Larimer County Building Farmers and Ranchers Program

Building Capacity  
Building Community



CSU Extension programs are available to all without discrimination.

## Tentative Program Schedule

6:00 – 8:30 p.m.

### Classes Taught by Farmers and Ranchers

The Colorado Building Farmers and Ranchers program builds community and capacity in agriculture through classroom learning for beginning farmers and ranchers. The program is a series of eight evening classes designed to help new farmers and ranchers explore agriculture as a business and provide intermediate and experienced farmers and ranchers with tools and ideas to refine and enhance their business management, production, and marketing skills. The outcome of the course is for participants to create a business plan.

### Who Should Participate

- ❑ **New Farmers/Ranchers:** <1/4 acre farmers/<100 acres ranchers and/or < 1 year and/or intern, apprentice level experience (large garden, on-farm, or ranch)
- ❑ **Intermediate Farmers/Ranchers:** Production, marketing manager or sole operator, >1/4 acre farmers/>100 acres ranchers for <3 years
- ❑ **Experienced Farmers/Ranchers:** Production, marketing manager or sole operator, >1/4 acre/>100 acres rancher for >3 years

### Cost

- ❑ **New and Intermediate Farmers and Ranchers** - \$220 for all 8 sessions (\$320 for two people from same operation with one set of handouts)
- ❑ **Experienced Farmers and Ranchers** - \$140 for all 8 sessions or \$25 per class

**Oct. 18 – “Strategic Business Planning”.** Hear from a producer on the role of a business plan. Get started on your business’ vision, mission and goals.

**Oct. 25 – “Getting Started in Agriculture”.** Producer discussion on realities of farming and ranching and learn about water rights.

**Nov. 1 – “Managing Risk: Basics of Food Safety”.** Understanding how food safety applies to your farm or ranch business. Producer overview of food safety plan.

**Nov. 8 - “Recordkeeping and Financial Analysis”.** Financial, production and marketing planning; tax considerations.

**Nov. 15 – “Managing Risk and Resources”.** Managing labor (hired, volunteer, interns). Understand contracts, leases, insurance, and tax exempt status.

**Nov. 22 – “Marketing Principles”.** Planning, research, pricing, cost-effective promotions, and more.

**Nov. 29 – Business plan presentations \***

**Dec. 6 – Business plan presentations \***

**Tentative Speakers:** Nic Koontz & Katie Slota, Native Hill Farms; Curtis Bridges, Clydesdale Corners; Jon Slutsky, LaLuna Dairy; Marisa Bunning, CSU Extension Specialists - Food Safety; Kathie Riley, Esq.; Dawn Thilmany-McFadden, CSU Dept. of Ag.& Resource Economics; Jean Reeder, Larimer County Famers Market; Elizabeth Mozer, LoCo Food Distribution; Martha Sullins, CSU Extension; Mark Guttridge, Ollin Farms; Anna Schnorr, Schnorr Farms; Wendy White, CDA.

**\* Certificate of Completion is awarded after participant completes and presents a business plan.**

## Concept

Learn from experienced producers. New farmers learn in this community of farmer students and teachers. Intermediate and experienced farmers and ranchers fuel the learning environment. Sessions explore content useful to all levels of experience. This course thrives with participation from farmers and ranchers of all levels of experience.

“The course is excellent for making connections, hearing from a wide variety of presenters, and covering a lot of content.”  
– 2013 Larimer County Participant

“Each week, the class had at least one guest speaker who had both real world practical experience and a thorough understanding of the issues new farmers would face.”  
– 2011 Larimer County Participant

“Wonderful opportunity to fast-track the learning curve for family farms and ranches. Cannot recommend this class more highly. Speakers and staff were very knowledgeable and helpful and fun too!”  
– 2012 Larimer County Participant

“This course provided my enterprise the information and resources necessary to begin operating. Thank you.”  
– 2012 Larimer County Participant



Colorado State University  
Extension