

## 2015 Farm Opportunities Day Conference REGISTRATION FORM:

Please print clearly.

Name: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Please check the track you would most like to attend for the day-long conference (please select only ONE):

- Track 1 **Farmers Market and Community-Supported Agriculture: A Deeper Look**
- Track 2 **Technology on the Farm: Hands-on Software and Apps to Keep It Simple**
- Track 3 **Small Ruminants 101: Sheep and Goat Production from Nutrition to Parasite Control**
- Track 4 **All About Beef: Best Management, Marketing, Facilities, and Genetic Applications**
- Track 5 **Beekeeping: Diversify with Bees by Learning about the Insect, Equipment, and Techniques**
- Track 6 **High Tunnel Production: Season Creation Techniques That Increase Your Bottom Line**
- Track 7 **Beginning Farmers: Explore Your Vision and Plan for Needs of a Diverse Small Farm**

### Registration Cost:

\$10 if received by March 11, 2015

\$20 if received after March 11, 2015

FFA, 4-H members, and others under age 18-FREE!

Make checks payable to West Virginia University.

TOTAL AMOUNT ENCLOSED:

Hotel accommodations are available at the Glenville Inn for \$62 per night. Reservations are made separately by calling 304-462-5511 by March 10.

Detach registration along the dotted line and mail to:

WVU Gilmer County Extension Office  
Attn: Daisy Bailey  
PO Box 310  
Glenville, WV 26351-0310

## About the Conference

This conference highlights market demand and enterprise expansion opportunities for small farms in central West Virginia.

Receive trusted research and advice from state and local experts as part of a one-day, intensive farm opportunities training.

Training will help new and existing farmers maximize their business potential and profits. Participants can also learn best practices for meeting market demand.

All food served will be locally sourced. To learn how to become a future producer for events like this, contact the WVUES Small Farm Center at 304-293-2642.

## Track Options

Attendees choose from seven tracks designed to better meet their farm and business needs.

- 1. Farmers Market and Community-Supported Agriculture (CSA):** This track will help you learn how to establish a CSA and improve sales at farmers markets.
- 2. Technology on the Farm:** Participants will use hands-on computer software and apps to make record keeping simpler.
- 3. Small Ruminants 101:** This track will provide an overview of sheep and goat production and provide hands-on FAMACHA (parasite control) training. Wear weather-appropriate clothing for outdoors in afternoon.
- 4. All About the Beef:** This track will encourage participants to use best management practices in production and marketing of beef cattle, including the utilization of forages.
- 5. Beekeeping:** Participants will explore honeybee colonies and their management. It will provide potential and new beekeeper tips on production and marketing.
- 6. High Tunnel Production:** This track will give participants a perspective of season creation through the use of high tunnels to maximize production, manage threats, and explore marketing opportunities.
- 7. Beginning Farmers:** Participants will learn how to assess goals and resources, create a business plan, and utilize enterprise budgets and partnerships to establish a diversified small farm.

# 2015 Farm Opportunities Day Conference



Saturday, March 21, 2015  
9 A.M. - 5 P.M.

Glenville State College's  
WACO Center

Glenville, W. Va.

# Schedule

9:00 a.m. – 9:30 a.m. Registration and Refreshments

9:30 a.m. – 9:55 a.m. Welcome and Opening Remarks

	Track 1 <i>Farmers Markets and Community-Supported Agriculture (CSA)</i>	Track 2 <i>Technology on the Farm</i>	Track 3 <i>Small Ruminants 101</i>	Track 4 <i>All About the Beef</i>	Track 5 <i>Beekeeping</i>	Track 6 <i>High Tunnel Production</i>	Track 7 <i>Beginning Farmers</i>
<b>Session 1</b> 10:00 a.m. – 12:10 p.m.	<ul style="list-style-type: none"> <li>• <b>Community-Supported Agriculture (CSA)</b> Kelly Crane, WVFMA and Mary Oldham, VC2</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Gaining Skill with Microsoft Office</b> Becky Osborne, WVU Extension Service</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Overview of Goat and Sheep Industry</b></li> <li>• <b>Nutrition</b></li> <li>• <b>Selecting and Evaluating Breeding Stock</b> Brad Smith, WVU Extension Service</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Best Management Practices for Beef Cattle</b> Bruce Loyd, WVU Extension Service</li> <li>• <b>Understanding Genetic Data in Sire Selection</b> Ronnie Helmondollar, WVU Extension Service</li> </ul>	<ul style="list-style-type: none"> <li>• <b>The Colony and Its Natural Organization</b></li> <li>• <b>Beekeeping Equipment and Establishing Colonies</b> Michael Shamblin, WVU Extension Service and Wade Stiltner, West Virginia Department of Agriculture (WVDA)</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Season Creation</b></li> <li>• <b>Design Options and Equipment Suppliers</b></li> <li>• <b>Site Selection and Preparation</b></li> <li>• <b>Irrigation and Row-Crop</b> Kip Rondy and Dan Kneier, Green Edge Gardens, Amesville, OH</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Assessing Your Current Situation</b></li> <li>• <b>Developing Market-Based Enterprises</b></li> <li>• <b>Creating a Business Plan</b> Brandy Brabham and Alexandria Straight, WVU Extension Service</li> </ul>
12:15 p.m. – 1:15 p.m. Networking Luncheon							
<b>Session 2</b> 1:15 p.m. – 2:30 p.m.	<ul style="list-style-type: none"> <li>• <b>Branding and Merchandising</b> Fish Design Company and Daisy Bailey, WVU Extension Service</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Financial Record Keeping Software</b> Larry Porter, Glenville State College</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Diseases in Small Ruminants</b></li> <li>• <b>Understanding Goat Parasites</b> Brad Smith, WVU Extension Service</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Cattle Marketing Options and Making Cull Cow Decisions</b> Debbie Friend, WVU Extension Service</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Colony Management</b></li> <li>• <b>Colony Divisions and Swarm Collection</b> Michael Shamblin, WVU Extension Service and Wade Stiltner, WVDA</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Schedule and Selection of Crops</b> Kip Rondy and Dan Kneier, Green Edge Gardens, Amesville, OH</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Know the Regulations: Farm Business and Tax Requirements</b> Brandy Brabham and Alexandria Straight, WVU Extension Service</li> </ul>
2:30 p.m. – 2:45 p.m. Afternoon Break							
<b>Session 3</b> 2:45 p.m. – 5:00 p.m.	<ul style="list-style-type: none"> <li>• <b>CSA Producer Panel Question and Answer</b> Terry Hudson, Steve and Sunshine Vorigern, Dale Hawkins, and Mary Oldham</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Apps that can Make Life Easier</b> Becky Osborne, WVU Extension Service</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Basics of FAMACHA</b></li> <li>• <b>Body Condition Scoring</b> Brad Smith, WVU Extension Service</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Maximizing Your Grass Resources</b> Richard Law, Farmer, Lost Creek</li> <li>• <b>Facilities That Work</b> Bruce Loyd, Ronnie Helmondollar, and Debbie Friend, WVU Extension Service</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Honey Production and Processing</b> Wade Stiltner, WVDA</li> <li>• <b>Bee Maladies</b> Michael Shamblin, WVU Extension Service</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Managing Crop Threats Inside the Tunnel</b></li> <li>• <b>Harvesting, Handling, and Storage</b></li> <li>• <b>Marketing Considerations for High Tunnel Producers</b> Kip Rondy and Dan Kneier, Green Edge Gardens, Amesville, OH</li> </ul>	<ul style="list-style-type: none"> <li>• <b>A Year of Production: Seasonal Considerations</b></li> <li>• <b>Financial Opportunities and Support Systems for Farmers</b> Brandy Brabham and Alexandria Straight, WVU Extension Service</li> </ul>

For more information, contact your local WVU Extension Service office or visit [anr.ext.wvu.edu/farm-opportunities](http://anr.ext.wvu.edu/farm-opportunities).