

Better Ways for Better Days



Small Farm Outreach Annual Conference

November 19 & 20, 2021

Hotel Roanoke
Roanoke, VA



CONFERENCE SPEAKERS

FRIDAY, NOVEMBER 19

James Hankins, the Executive Director at Fauquier Education Farm, was born in Charlottesville, and grew up on a small farm on Smith Mountain Lake in Bedford County. In 2001, while living in Loudoun County, he started growing cut flowers commercially to sell to local florists and at farmers markets. In 2007 he was hired as Gardens Manager at Park Hill Orchard, an organic orchard and produce farm in Easthampton, Mass. Before coming to the Fauquier Education Farm, Jim served as an Agriculture Management Agent for the Va. State University Small Farm Outreach Program.



SATURDAY, NOVEMBER 20

Anthony Flaccavento is a farmer and rural development consultant from Abingdon, Virginia. As the founder of Appalachian Sustainable Development, he focuses on building healthier food systems and more diverse, locally rooted economies in Appalachia and around the world. His consulting firm, SCALE, Inc., works with communities to evaluate, plan and build healthier farm and food systems and local economies. The author of two books and scores of articles, Flaccavento writes and speaks regularly on rural development, bottom up economics, overcoming the rural-urban divide and a range of political and cultural issues. A Democratic Candidate for the U.S. House in 2018, Flaccavento remains involved in trying to impact politics and the public debate. He is the co-founder of RUBI, the Rural-Urban Bridge Initiative, working to help people understand and overcome the rural-urban divide.



WORKSHOPS

Agribusiness Production and Financial Risk Management—*Jordon Scott and Megan Harrison*

This course is geared to new and beginning farmers with zero to five years of experience operating a farm. Participants are directed through the process of developing a productive and profitable farm operation. The instructors have several years of education and work experience in the Virginia & North Carolina agriculture industry. Local small minority farmers will give a virtual tour of their personal operations and lead an open floor discussion. Participants also will receive an Agribusiness Production and Financial Management Manual developed by the course instructors. The training content will primarily enable farmers and ranchers to understand how to develop and maintain a business plan and set goals for their farm operations and/or enterprise. After taking this workshop, participants will have an understanding of production records, financial records, and know where to seek information and assistance to evaluate alternatives and enhance positive outcomes of the operation.

Jordan Scott is a Business Quality Analyst at Allianz Global Assistance, working to deliver high quality products throughout the United States. Prior to Allianz, Jordan completed a post-graduate internship with Farm Credit of the Virginia's and moved on to become a Relationship Manager, also known as Loan Officer, with Colonial Farm Credit. Jordan graduated from Virginia State University obtaining her Bachelors of Science in Agriculture with a concentration in Business and Economics. During her undergraduate, Jordan also gained experience working with the Small Farm Outreach Program, Virginia Cooperative Extension and 4-H.



Megan Harrison was born and raised on a small family farm in rural Surry County, Virginia. She continued to pursue her passion agriculture by attending Virginia State University and graduated with a bachelor's degree with a concentration in Agriculture Business-Economics. During her college career, Megan was an intern at Small Farm Outreach Program and transitioned as Program Assistant post-grad. After her tenure as SFOP, Megan moved to North Carolina where she worked in agriculture education and as a Loan Officer with Carolina Farm Credit. Currently, Megan is Clinical Trials Associate for Worldwide Clinical Trials, working on missions to bring better products to market and improve patients' lives internationally through clinical trial services.



WORKSHOPS, CONTINUED

Boots on the Ground: How COVID changed Farming & Selling—Carolyn Quinn

This course covers the changes that the Dug In Farms Market and Farm experienced as well as managing customer concerns and expectations, during COVID.

Carolyn Quinn is the owner and operator of Dug In Farms, an 8-acre produce and flower farm located in Lancaster County, Virginia. The Dug In Farms' Market sells fresh produce, flowers and farm products, all grown or procured on the Northern Neck. The Dug In Farms Nursery opened in 2020, specializing in native and pollinator-friendly plants. The farm employs eight part-time employees and a committed volunteer labor force. Carolyn has been a full-time resident of the Northern Neck since 2006. She moved there from Washington, DC, where she was a government relations executive specializing in Defense and Homeland Security. She shares her farm house with her beloved Australian Cattle Dog, Doug. **Dug In Farms** has been voted the Best of Virginia (Eastern Region) Farmer's Market for two years in a row. In 2020, Carolyn was awarded **Farmer of the Year** by the Virginia State University Small Farm Outreach Program.



Tax Workshop for Farmers—Darrell Tennie

Participants will learn tax management skills for their farming operations. Even if farmers hire an accountant to file their farm taxes, there is important information they need to know as producers. Tennie will share information on farm-related tax topics, including new tax laws and changes, completing Schedule F, recordkeeping, reporting business expenses and deductions, managing enterprise sales, social security management, managing wages and working with nonprofits.

Darrell Tennie is the founder and CEO of The Tennie Group, LLC, a tax & accounting firm serving clients throughout multiple states across the U.S. He has over 20 years of experience in corporate America. He serves as advisor to the NC A&T State University L.C. Cooper International Trade Centers' Advisory Board and to the Piedmont Progressive Farmers Group. He also serves on the state of North Carolina Agricultural Development & Farmland Preservation Trust Fund Advisory Committee.



Organic No-Till Vegetable Production—James Hankins

This is a presentation of how intensive cover crop rotation and no till production techniques are being used at the Fauquier Education Farm.

Introducing a Showcase Experience in Virginia Agriculture

Virginia State University's College of Agriculture is excited to introduce its new Mobile Education Unit that will showcase Virginia's key commodities, scientific advances and career opportunities in agriculture and natural resources. Visitors will be invited to explore and learn through fun, interactive spaces inside the unit with a focus on 21st-century farming tools, technologies and innovations. Designed for accessibility and adaptable for a variety of audiences, the College of Agriculture Mobile Education Unit will promote the strength, economic value, diversity and sustainability of Virginia's largest private industry. If your organization is interested in the Mobile Education Unit, contact the Small Farm Outreach Program office at (804) 524-3292 today!



BE SURE TO VISIT OUR CONFERENCE VENDORS & EXHIBITORS

Southern SARE

Virginia Department of Conservation & Recreation

USDA

Virginia Department of Agriculture & Consumer Services

VSU – Small Farm Outreach Program

Virginia Tech

AgrAbility Virginia

Virginia Soil Health Coalition

Virginia Department of Forestry

Sponsored by



Virginia Cooperative Extension is a partnership of Virginia Tech, Virginia State University, the U.S. Department of Agriculture, and local governments. Its programs and employment are open to all, regardless of age, color, disability, gender, gender identity, gender expression, national origin, political affiliation, race, religion, sexual orientation, genetic information, military status, or any other basis protected by law.

WAIVERS OF CLAIM AND RELEASE OF LIABILITY—Virginia State University's College of Agriculture is hosting the Small Farm Family Conference in Roanoke, VA. VSU accepts no responsibility for any products sold by vendors registered at the Conference or as a result of this Conference. All transactions shall be the responsibility of the seller and the buyer. This disclaimer of liability for VSU also applies to any damages or injury caused by any failure of performance of any purchase items during the conference.

CONSENT TO USE OF PHOTOGRAPHIC IMAGES—Registration and attendance at, or participation in, any Virginia State University meeting and other activities constitutes an agreement by the registrants and participants to VSU's use and distribution (both now and in the future) of registrants' or participants' image or voice in photographs, videos, electronic reproductions and audiotapes of VSU events and activities.

200/112021

Stay connected to all the programs and events at the
Virginia State University College of Agriculture

ext.vsu.edu



VSU COLLEGE OF AGRICULTURE
@VSU_AG