# Vermont Pasture Network Calendar

**UVM Extension Center for Sustainable Agriculture**

### DEC. 4

**9am-10am or 12pm-1pm**

**Cost:** Free

**SBA LOAN CLINICS**

Online

After preparing a business plan, the next step for many small business is obtaining financing. Join the VT Small Business Administration to learn about SBA's lending role and how an SBA loan can benefit your business. The clinics will help you prepare a loan application, learn lender credit requirements for loan approval, find sources of capital to start or grow your business, understand loan interest rates, terms, amounts, and collateral requirements, and how to approach a lender to improve your chances for approval by knowing what they are looking for.

**CONTACT:** To learn how to participate, go to [www.sba.gov/content/montpelier-sba-loan-clinics-0](http://www.sba.gov/content/montpelier-sba-loan-clinics-0). For more information, call (802) 828-4422 or email [Vallerie.Morse@sba.gov](mailto:Vallerie.Morse@sba.gov) or visit [www.sba.gov/vt](http://www.sba.gov/vt).

### DEC. 7

**1.5 hr. meetings from 9am-5pm**

**Cost:** $15 registration fee

**ONE ON ONE AG FINANCE HOUR**

Berlin UVM Extension Office

“Ag Finance Hour” is a time to sit down with a UVM Extension Farm Business Management specialist, one-on-one, to work on the financial planning, critical to your farm’s success. Meetings last an hour to an hour and a half and are focused on developing balance sheets, cash budgets or completing financial analysis.

**CONTACT:** Christi Sherlock or Erin Clark 802-223-2389

### REGISTRATION DEADLINE 11/28

### DEC. 5, 12, 19 & JAN. 9, 16, 23, 30

**(1/30 is snow day only)**

**1-4pm**

**Cost:** $175

**BUILDING A SUSTAINABLE BUSINESS**

Berlin, Middlebury, Morrisville, and White River Junction

This six-session course guides participants through developing a business plan for farms businesses. People who have at least one year of production/financial records of their own will find this course most useful. Classes will be offered simultaneously in multiple locations in Vermont, with an on-site instructor at each location. Dates: Registration discounts are available for people who have completed Growing Places and who register by the early registration deadline. For more information and to register, go to [http://www.uvm.edu/newfarmer/?Page=classes/](http://www.uvm.edu/newfarmer/?Page=classes/).

**CONTACT:** call Jessie Schmidt at 802-223-2389 or email [newfarmer@uvm.edu](mailto:newfarmer@uvm.edu).
<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Event Description</th>
<th>Contact Information</th>
</tr>
</thead>
</table>
| Dec. 13   | 2pm        | BEST PRACTICES FOR FOOD SAFETY IN VALUE-ADDED FOODS  
Online webinar, presented by Londa Nwadike of UVM Extension  
Value-added food producers and processors of all sizes want to produce the safest food possible for their customers and consumers. GMPs are also essential to meeting current and future FDA and USDA food safety requirements, and are a key prerequisite for Hazard Analysis and Critical Control Point (HACCP) programs, which are required for certain food products, including meat and poultry, juice, seafood, and some vacuum packed products, and by some food buyers. This webinar will provide an overview of these Good Manufacturing Practices and other related food safety best practices for value-added food producers and processors.  
CONTACT: Log on at https://learn.extension.org/events/793 (No preregistration needed.) |                                                                                                           |
| DEC 14.   |            | EARLY REGISTRATION DEADLINE FOR GROWING PLACES ONLINE CLASS  
Online  
Growing Places was developed to assist individuals in exploring the idea of starting a farm or other ag-related enterprise, and is co-sponsored by the UVM Extension New Farmer Project and the Women’s Agricultural Network. The class is designed for individuals who are considering starting an agriculture- or natural resource-based business, but who aren’t sure where to start. It is designed to help participants develop a comprehensive goal statement which will help in the business planning process, explore and evaluate opportunities and resources, and become familiar with state and federal ag. programs  
CONTACT: Beth Holtzman at 802-223-2389 or beth.holtzman@uvm.edu |                                                                                                           |
| DEC. 18   | 9am - 10am | FAT COMPOSITION OF ORGANIC AND CONVENTIONAL RETAIL MILK IN ENGLAND  
Online  
e-Organic has invited Gillian Butler, Newcastle University (UK), to share her research results on fat composition of organic and conventional retail milk in England.  
CONTACT: Look for more information soon on the eOrganic webinar page at www.extension.org/pages/25242/webinars-by-eorganic |                                                                                                           |
| DEC. 18   | 7 -8pm     | REAPING THE REWARDS OF FARM FINANCIAL RECORDS  
Online webinar  
Record keeping on the farm is a chore that many of us put off. With the new year around the corner, make better record keeping your resolution! Join the Vermont New Farmer Project to learn strategies for farm financial record keeping that work. Mark Cannella, agricultural financial management specialist at UVM Extension, will help you prioritize your financial record keeping efforts, share tips for developing an effective record keeping system and show you how to use your records to make savvy farm management decisions.  
CONTACT: Contact Jessie Schmidt at jessie.schmidt@uvm.edu or 802-223-2389, ext. 203 with any questions. Or plan to join the webinar about 15 minutes before it begins. Visit www.uvm.edu/newfarmer/?Page=webinars/upcoming_webinars.php&SM=webinars/sub-menu.html and click on the webinar title to join. |                                                                                                           |
| DEC. 28   | 1.5 hr. meetings from 9am- 5pm | ONE ON ONE AG FINANCE HOUR  
Middlebury UVM Extension Office  
“Ag Finance Hour” is a time to sit down with a UVM Extension Farm Business Management specialist, one-on-one, to work on the financial planning, critical to your farm’s success. Meetings last an hour to an hour and a half and are focused on developing balance sheets, cash budgets or completing financial analysis.  
CONTACT: Christi Sherlock or Erin Clark 802-223-2389 |                                                                                                           |
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
<th>Details</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>JAN. 13</td>
<td>DIRECT MARKETING CONFERENCE</td>
<td>Vermont Law School, South Royalton, VT</td>
<td>NOFA-VT’s Annual Direct Marketing Conference provides networking and educational opportunities for farmers’ market managers and vendors, and farmers marketing through Community Supported Agriculture and farm stands.</td>
<td>For more information: <a href="http://nofavt.org/annual-events/direct-marketing-conference">http://nofavt.org/annual-events/direct-marketing-conference</a> or 802-434-4122</td>
</tr>
<tr>
<td>JAN. 18-19</td>
<td>17TH ANNUAL VT GRAZING &amp; LIVESTOCK CONFERENCE: GLOBAL GRAZING: LESSONS LEARNED FROM AROUND THE WORLD</td>
<td>Lake Morey Resort, Fairlee, VT</td>
<td>Featuring keynote speaker Abdon Schmitt, professor at the University of Santa Catarina, Brazil, and many local and regional experts including sales coach Fred Ashforth, animal behavior expert Kathy Voth, nutritionist Jeff Mattocks, research results, super networking and much more. Two day-long intensive workshops on Friday and 24 workshops Saturday to choose from. Discounted attendance for VGFA or VBPA membership. Details at <a href="http://www.uvm.edu/pasture">www.uvm.edu/pasture</a>. Sponsorship, advertising and tradeshow opportunities still available.</td>
<td>Jenn Colby at <a href="mailto:jcolby@uvm.edu">jcolby@uvm.edu</a> to learn more.</td>
</tr>
<tr>
<td>JAN. 25-27</td>
<td>NOFA-NY WINTER CONFERENCE 2013: RESILIENCE</td>
<td>Saratoga Hilton &amp; City Center, Saratoga Springs, NY</td>
<td>Workshops, intensives, speakers, networking, trade show, dancing, movies, and a keynote by the 2012 Farmer of the Year will all be part of this year's event.</td>
<td><a href="http://www.nofanyconference.org">www.nofanyconference.org</a> for details and to register.</td>
</tr>
<tr>
<td>FEB. 6,13,20</td>
<td>INTRODUCTION TO AG FINANCIAL MANAGEMENT</td>
<td>Middlebury, Berlin and St. Johnsbury (simultaneously)</td>
<td>This three-session course provides farmers with the knowledge they need to understand and complete a balance sheet, income statement and cash flow statement. Participants will learn the basics of budgeting and skills to anticipate the financial needs of their farm operations. Participants can choose to participate in a clinic with one-to-one assistance at no additional charge. Classes will be offered simultaneously in multiple locations in Vermont, with an on-site instructor at each location. Registration discounts are available for people who have completed Growing Places and who register by the early registration deadline.</td>
<td>For more information and to register, go to <a href="http://www.uvm.edu/newfarmer/?Page=classes/">http://www.uvm.edu/newfarmer/?Page=classes/</a> or contact Jessie Schmidt at 802-223-2389 or email <a href="mailto:newfarmer@uvm.edu">newfarmer@uvm.edu</a>.</td>
</tr>
</tbody>
</table>

**JAN. 13**  
8:30am-5pm.  
Cost: $40 for NOFA-VT members, $50 non-members  

**JAN. 18-19**  
Cost: TBD  

**JAN. 25-26**  
Cost: $160 per person for both days, including lunch  

**JAN. 25-27**  
Cost: $225 for members, $305 all others before December 10.  

**FEB. 6,13,20**  
1-4pm  
Cost: $75 if registered by Jan. 16, 2013, $100 by Jan. 30
The Pasture Calendar is a project of the UVM Center for Sustainable Agriculture’s Pasture Program, which provides research, information, educational opportunities that include grazing workshops, field walks, the annual Vermont Grazing & Livestock Conference and direct technical support.

Contact us if we can help:

Technical assistance for your pasture: Kimberly Hagen at 802-656-3834.

Research questions or ideas: Juan Alvez at 802-656-6116.

General inquiries and potential partnerships: Jenn Colby at 802-656-0858.

Include posture-related events in an upcoming calendar: Cheryl Herrick at sustainable.agriculture@uvm.edu

And learn more about our work at uvm.edu/pasture, vtpasture.blogspot.com or on Facebook or Twitter.

The Vermont Pasture Network Calendar is a publication of the Vermont Pasture Network, a collaboration among the University of Vermont Center for Sustainable Agriculture, USDA-NRCS Grazing Lands Conservation Initiative (GLCI) and the Vermont Grass Farmer’s Association. If you have pasture-related events that you would like to include in the calendar, please contact the Center for Sustainable Agriculture at (802) 656-5459, www.uvm.edu/sustainableagriculture or Jennifer Colby at (802) 656-0858, fax (802) 656-8874, email jcolby@uvm.edu, www.uvm.edu/pasture. UVM Extension helps individuals and communities put research-based knowledge to work. University of Vermont Extension, and U.S. Department of Agriculture, cooperating, offers education and employment to everyone without regard to race, color, national origin, gender, religion, age, disability, political beliefs, sexual orientation, and marital or familial status. UVM Extension proudly supports the Center as a forward-looking model for community-university partnerships.