7:30 a.m. REGISTRATION OPENS
8:30 a.m. OPENING PLENARY IN 204A-B-C
9:20 a.m. BREAK/TRADESHOW

9 a.m. Veggie Buds drop-off President’s Dining

9:40 a.m. SESSIONS ROOM

- MARKETING PASTURE-RAISED LIVESTOCK ..........204A
- SOIL HEALTH FOR SPECIALTY CROPS I ..............204B
- ALTERNATIVE AGRITOURISM & FARM EVENTS ...204C
- FARM FINANCING & FARMLAND ACCESS HUB ...120A
- ACHIEVING WATER QUALITY GOALS .................120B

10:50 a.m. BREAK/TRADESHOW

11:10 a.m. SESSIONS ROOM

- STOCKMANSHIP & LIVESTOCK HANDLING ..........204A
- SOIL HEALTH FOR SPECIALTY CROPS II ..........204B
- RESPONDING TO CLIMATE CHANGE .................204C
- FSMA, GAP & COTTAGE FOODS LAW .................120A
- ADDING SOLAR ENERGY TO YOUR FARM ..........120B

12:20 p.m. Veggie Buds breaks for lunch; parents, pick up kids at this time in President’s Dining

12:20-1:40 p.m. LUNCH ON YOUR OWN

12:30-1:30 p.m. LUNCH HOUR SESSIONS ROOM

- BEEKEEPERS ON HABITAT PLANNING .................204A
- WITNESS FOR PEACE IN OAXACA, MEXICO ........204B

1:40 p.m. Veggie Buds begins again; parents may drop off kids in President’s Dining Room

1:40 p.m. SESSIONS ROOM

- MARKETING YOUR FARM BUSINESS .................204A
- SMALL FARM INFRASTRUCTURE HACKS ...............204B
- DEEP WINTER GREENHOUSES .......................204C
- GETTING TO KNOW COVER CROPS ..................120A
- ASPARAGUS GROWING ...............................120B

2:50 p.m. BREAK/TRADESHOW

3:10 p.m. SESSIONS ROOM

- LESSONS FROM VETERAN FARMERS .................204A
- POULTRY-CENTERED REGENERATIVE AG ..........204C
- SAVING THE FARM WITH DAIRY GRASSING ..........120A
- MARKETING MN PREMIUM GARLIC ...................120B

4:10 p.m. Veggie Buds pickup prior to social hour TRADESHOW CLOSES

4:20 p.m. – COMPEER SOCIAL HOUR

SPONSORED BY LAKEWINDS CO-OP WITH LOCAL FOOD & CASH BAR • ROOM 204B
Session Descriptions

9:40 A.M. SESSIONS

MARKETING PASTURE-RAISED AND GRASS-FED LIVESTOCK • ROOM 204A

Session Leaders: Tom Barthel, Snake River Farm, Becker; Dayle Reinke, Cloverleaf Grass Farm, Wadena; Bryan Simon, Lakeside Prairie Farm, Barrett; Tiffany Tripp, Graise Farm, Faribault; Jim VanDerPol, Pastures A Plenty Farm, Kerkhoven. Moderated by Kent Solberg, SFA Livestock & Grazing Specialist.

What to Expect: Sales and marketing farm products is a challenge for most farmers. With a combination of over 50 years experience in direct marketing pasture-raised and grass-fed products from their farms, our panel will share how they sell their products, answer your questions and offer tips and suggestions to help you market your livestock products.

SOIL HEALTH FOR SPECIALTY CROP, FRUIT & VEGETABLE GROWERS I • ROOM 204B

Session Leaders: Zach Paige, SFA Specialty Crop and Soil Health Coordinator; Anne Pfeiffer, Organic Programs Associate, U. of M. Department of Horticultural Science.

What to Expect: SFA is offering two workshops for fruit and vegetable growers who want to build soil health and enhance income. This introductory workshop features information developed by Anne Pfeiffer of the U. of Minnesota and opens the door for beginning farmers or commercial fruit and vegetable farmers who want to improve production practices and enrich the soil. It covers the five principles of soil health – reduce soil disturbances, plant cover crops, add diverse species, deepen root systems and integrate livestock on the landscape – as well as soil quality and organic matter, cover crop basics, and nutrient management. Easy, practical and low-cost methods to determine general soil type and fertility will be included.

ALTERNATIVE AGRITOURISM & ON-FARM EVENTS ROOM 204C

Session Leader: Audrey Arner, Moonstone Farm, Montevideo; Connie Karstens, The Lamb Shoppe, Hutchinson. Moderated by Bruce Miller, Minnesota Farmers Union.

What to Expect: Beyond corn mazes and pumpkin patches, farmers are coming up with creative features to draw customers to their land: farm stays, classes, on-farm stores, event hosting and pizza night, just to name a few. In this session, you will get some creative ideas that have worked for veteran farmers. Also, you will become familiar with the basic requirements that are involved with expanding into this type of marketing adventure.

FARM FINANCING AND FARMLAND ACCESS HUB ROOM 120A

Session Leaders: Teresa Opheim, Iroquois Valley Farmland REIT; Jan Joannides, Renewing the Countryside; Sai Thao, Compeer Financial; Eric Sannerud, Rural Finance Authority and Central Minnesota Young Farmers Coalition. Moderated by Theresa Keaveny, SFA Executive Director

What to Expect: Wondering about how to finance that new goat dairy you’ve built into your farm plan? Afraid to take out a loan because you don’t want the debt and the risk? Looking at differences in lending options from commercial banks? Our presenters will share what’s needed to apply, as well as innovative financing options for beginning farmers interested in value-added enterprises or expanding their operation. The workshop will also feature information on the Farm Access Hub, a program to help farmers navigate the often challenging road of buying or renting a farm, as well as programs in Rural Finance Authority and the Beginning Farmer Tax Credit.

ACHIEVING OUR WATER QUALITY GOALS: CONNECTING FARM PRACTICES TO WATER QUALITY STANDARDS • ROOM 120B

Session Leaders: Brad Redlin, Minnesota Agricultural Water Quality Certification Program; Mike Jorgenson, Jorgenson Family Farm, Clinton and Big Stone County Soil & Water Conservation District Supervisor. Moderated by Jim Chamberlin, Crow Wing County Soil & Water Conservation District Supervisor.

What to Expect: We all know that the things we do on our farms affect the quality of our lakes and rivers, both nearby and far away. But what are the practices that have the most impact? What are some you could add that you’re not already doing? This session will detail programs and resources that are available to help you achieve your water quality goals.
Session Descriptions

11:10 A.M. SESSIONS

BASIC STOCKMANSHIP & LIVESTOCK HANDLING
ROOM 204A

Session Leaders: Kent Solberg, SFA Grazing & Livestock Specialist; Tom Prieve, DVM, Paradox Farm, Ashby; Bryan Simon, Lakeside Prairie Farm, Barrett; Jim VanDerPol, Pastures A Plenty Farm, Kerkhoven.

What to Expect: Stockmanship and livestock handling are critical to successful livestock production. Learn safe, effective and humane methods of handling the animals on your farm.

SOIL HEALTH FOR SPECIALTY CROP, FRUIT & VEGETABLE GROWERS II • ROOM 204B


What to Expect: This workshop will outline a regenerative model of soil health principles for smaller vegetable and fruit growers who market commercially (direct marketing, CSAs, farmers markets or wholesale), or who raise foods via a community garden. We will discuss practical methods of implementation and strategies of how these soil health principles adapt to diverse scenarios (high tunnel, mulching, raised bed, no-till, perennial) through pictures and quotes from select sustainable farmers in Minnesota.

RESPONDING TO CLIMATE CHANGE: CHALLENGES & OPPORTUNITIES FOR FARMERS • ROOM 204C

Session Leader: Ben Lilliston, Director of Rural Strategies and Climate Change, Institute for Agriculture and Trade Policy; Tara Ritter, Senior Program Associate for Climate and Rural Communities, IATP.

What to Expect: This discussion-based session will ground participants in the climate-related changes occurring in Minnesota, followed by facilitated conversations about the challenges farmers are facing on-the-ground, and the opportunities they see for being part of the climate solution. We will build on the Rural Climate Dialogue model that the Institute for Agriculture and Trade Policy has been co-organizing with the Jefferson Center in rural communities around the state.

FSMA, GAP AND COTTAGE FOODS LAW: RULES & CERTIFICATIONS AND WHAT THEY MEAN TO YOU ROOM 120A

Session Leaders: Alex Cortes, Produce Safety Outreach Analyst, Food and Feed Safety Division, Minnesota Department of Agriculture; Kathy Zeman, Simple Harvest Farm, Nerstrand and Executive Director, Minnesota Farmers’ Market Association.

What to Expect: What’s the difference between the Produce Safety Rule and FSMA (Food Safety Modernization Act)? Is my farm “excluded,” “qualified exempt” or “covered?” How does that relate to GAP and GHP? If I sign up for GAP, will I get audited? How does this all tie in with the Cottage Foods Law? Alex Cortes and Kathy Zeman have the answers to all these questions and many more, so bring your list.

CONSIDERATIONS FOR ADDING SOLAR ENERGY TO YOUR FARM • ROOM 120B

Session Leaders: James Darabi, Solar Farm; Richard Handeen, Moonstone Farm, Montevideo. Moderated by Chris Gamer, SFA Board of Directors.

What to Expect: As many farmers in Minnesota have discovered, adding solar energy can diversify and add value to your operation. Chris Gamer, with his sixteen years of experience in renewable energy, will moderate this session. Richard Handeen recently added a 17.2 kV system at Moonstone Farm to power his home and freezers that store their grass-fed beef for their farm retail business. His designer/installer was James Darabi of Solar Farm, LLC, who specializes in working with farmers and has installed systems for landowners across the state, including at least a half-dozen SFA members.

THANKS TO VEGGIE BUDS

Veggie Buds is an educational subscription that teaches kids about a new healthy veggie each month. Veggie Buds programming is available each year at the SFA Annual Conference as well as Minnesota Garlic Festival. Learn more at veggiebuds.com.
Session Descriptions

LUNCH HOUR SESSIONS
12:30-1:30 p.m.

BEEKEEPERS: HABITAT PLANS FOR POLLINATORS & BENEFICIAL INSECTS • ROOM 204A
Session Leader: Tom Peterson and Jim Peterson, Peterson Farms Honey, Howard Lake. Moderated by Chris Kudrna, Plum Creek Garlic.

What to Expect: On their 145 acres north of Darwin, the Petersons have grown about six acres of pollinator habitat in coordination with Meeker County Soil and Water Conservation District, including an acre of specific butterfly habitat working with the Farm Services Agency. As Peterson Farms Honey, they have been beekeepers since 1973, with four generations of their family involved in the operation.

SFA WITNESSES FOR PEACE IN OAXACA, MEXICO • ROOM 204B
What to Expect: Bring your lunch and hear from a panel of SFA members who worked in solidarity with several Oaxacan farm organizations in November 2018. In addition to assisting with harvest and planting activities, SFA members discussed with Oaxacan farmers issues of climate change, local foods marketing, traditional crops and seed saving and the impact of international trade policies and global corporations. Join Sue Wika, Katy Olson, Andy Hayner, Zach Paige, Elise Tacker, Julie Allen, Brenna Cook and Theresa Keaveny as they share their stories.

1:40 P.M. SESSIONS

MARKETING YOUR FARM BUSINESS: HOW TO STAND OUT ABOVE THE REST • ROOM 204A
Session Leader: Katie Myhre, RED Market. Moderated by Jason Walker, SFA Communications Director.

What to Expect: For every one farmer, you might need hundreds of customers, but how do you get there? We’ll covercapitalizing on what makes your farm unique, while meeting your customer needs. In an open format discussion, we’ll hear from you on what has worked for your farm, and we’ll share what we’ve learned about how to avoid the various pitfalls that prevent buyers — from the farmers market to the wholesale circuit — from buying your farm’s products. We’ll also look for opportunities in your current markets for adding revenue streams to your business without changing the farming side of your operation.

SMALL FARM INFRASTRUCTURE HACKS: REPURPOSE, REUSE & REINVENT • ROOM 204B
Session Leader: Josh Reinitz, East Henderson Farm, Henderson; Daniel Zetah, New Story Farm, Hutchinson.

What to Expect: Save time and money by learning tips and tricks from these handy farm hacks. They will share the many ways they have repurposed material and equipment for their own farm endeavors. Buildings, materials, must-have tools and equipment will all be discussed along with a pretty fun slideshow of hacks, small and large. They will also share their secrets as to where they find what they need for bargain prices or free salvaging. Come prepared to take notes, ask questions and laugh a fair bit.

DEEP WINTER GREENHOUSES: HIGHLIGHTS FROM RECENT RESEARCH & DWG PRODUCER PANEL ROOM 204C

What to Expect: This session will present highlights of ongoing research conducted as part of the U. of M. Regional Sustainable Development Partnerships’ campaign to investigate Deep Winter Greenhouses as a viable and sustainable technology for farmers in cold climates. Greg Schweser will discuss the highlights of ongoing crops research, and Ryan Pesch will cover ongoing research with horticultural and financial performance of DWG crops. Dan Handeen will highlight the lessons learned from the development of the DWG prototype. Following research updates, a panel of DWG producers will discuss how they use DWGs in their operations and will take questions from the audience.
Session Descriptions

GETTING TO KNOW COVER CROPS: WHAT’S THE DIFFERENCE BETWEEN RYES? • ROOM 120A

Session Leader: Kent Solberg, SFA Livestock & Grazing Specialist

What to Expect: Interested in cover crops, but don’t know what your options are? Join Kent Solberg about some of the more common cover crops and their uses – some are even good to eat even if you are not a cow.

ASPARAGUS GROWING • ROOM 120B

Session Leaders: Annie Klodd, U of M Extension Educator, Fruit and Vegetable Production; Paul Schmidt, Sunfresh Food, Preston; Mike Lilja, Nature’s Folly Farm, Dayton; Connie Karstens, The Lamb Shoppe, Hutchinson.

What to Expect: Asparagus is a high-value perennial that offers variety, soil health opportunities and added income to farmers. Learn about asparagus growing basics, site selection, variety selection, seed/crown selection, planting, cultivation, care and harvest. The workshop will also touch on pest management and disease prevention, as well as ways to support soil health in asparagus plots. Watch for other SFA asparagus workshops in the coming months.

3 P.M. SESSIONS

IF I KNEW THEN WHAT I KNOW NOW: LESSONS FROM VETERAN FARMERS • ROOM 204A

Session Leaders: Carmen Fernholz, A-Frame Farms, Madison; Luverne Forbord, Prairie Horizons Farm, Starbuck; Lynn Sue Mizner, Chengwatana Farm, Palisade; Josh Reinitz, East Henderson Farm, Henderson. Moderated by Chris Kudrna, SFA Board of Directors, with Anneliese Tatham & Brenna Cook, SFA Western Chapter.

What to Expect: Just what the title says: a bit of wisdom from our community. Let’s get some long-term farmers together in the same room and ask them probing questions about their experiences over the years.

MAIN STREET PROJECT: POULTRY-CENTERED REGENERATIVE AGRICULTURE • ROOM 204C

Session Leaders: Reginaldo Haslett-Marroquin, Main Street Project, Chief Strategy Officer; Chris Gamer, Regeneration Farms, SFA Board of Directors; and the Main Street Project Team. Moderated by Wayne Monsen, SFA Special Projects Coordinator.

What to Expect: The Main Street Project is an innovative model of poultry-centered regenerative agriculture in Northfield that offers opportunities for SFA members across the state to replicate, helping to change the agricultural system. Learn the project’s goals and strategies for expanding this model and changing our agricultural production system.

SAVING THE FAMILY DAIRY FARM WITH DAIRY GRAZING • ROOM 120A

Session Leaders: Hannah Molitor, Dairy Grazing Apprenticeship Central MN Education Coordinator; Kent Solberg, SFA Grazing & Livestock Specialist; Joe Molitor, Master Grazier, Molitor Organic Dairy, St. Cloud; Derek Schmitz, Master Grazier, St. Joseph; Anthony Willenbring, Journey Worker, Roy Lensing Dairy, Elrosa; Jack Schouweiler, Apprentice, Ben Wagner Dairy, Brandon.

What to Expect: Meet the next generation of grazing dairymen through the Dairy Grazing Apprenticeship program and learn how grass fed dairy can help save the family farm’s bottom line. In addition to serving as the SFA/DGA Central MN Education Coordinator, Hannah Molitor is a herdswoman with Molitor Organic Farms, Inc, and she teams up a panel of dairy grazing masters, journeymen and apprentices will talk about their experience with grass-based operations. Kent Solberg will review the latest Risk Management Association statistics on comparing conventional grain-fed to grass-fed practices.

MARKETING PREMIUM MN GARLIC • ROOM 120B

Session Leaders: Connie Carlson, U. of M. Regional Sustainable Development Partnerships; Kathy Draeger, RSDP Executive Director; Melissa Driscoll, Seven Songs Organic Farm; Ren Olive, RSDP;Les Olson, Big Stone Garlic; Ryan Pesch, Extension Educator, Community Economics.

What to Expect: Two significant projects have been researching, piloting and testing not only best production practices for Minnesota garlic, but also the market potential, opportunities and challenges of this unique crop. This session will unite experts from both projects to share insight into their experience and spark conversation about the future of Minnesota premium garlic. This session is recommended for new and experienced growers as well as growers interested in planting garlic.
Recent research shows cover crops can pay for themselves when combined with managed rotational grazing of cattle, and these techniques and much more will be featured at SFA’s annual Midwest Soil Health Summit, set for 8 a.m.-4 p.m. March 12 at Gustavus Adolphus College in St. Peter.

Leading the program will be soil scientist and MacArthur Fellow Dr. David Montgomery (left) author of books like “Growing a Revolution” which makes the case for agriculture that is profitable and productive that cools the planet and restores life to the land. Register today! Find Jason Walker or Jerry Ford, or pick up a form at the registration desk.
### VISIT OUR TRADE SHOW EXHIBITORS

Trade show is all day in the lobby areas on both levels! Exhibitors include:

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<thead>
<tr>
<th>MN Ag Water Quality Certification Program</th>
<th>North Central Region SARE</th>
<th>U. of M. Extension Fruit and Vegetable Production</th>
<th>Regional Sustainable Development Partnerships</th>
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<tbody>
<tr>
<td>Nature’s Best</td>
<td>Minnesota Dept. of Agriculture/Minnesota Grown</td>
<td>Produce Safety Program, Minnesota Department of Agriculture</td>
<td>Ag Resource Inc.</td>
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<td>Minnesota Farmers Union</td>
<td>Minnesota Institute for Sustainable Agriculture</td>
<td>Solar Farm, LLC</td>
<td>Highview Advisors</td>
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<td>Renewing the Countryside</td>
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<td>MN State College Southeast</td>
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### NOTES

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<tr>
<th>Lunch Hour Sessions</th>
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<tbody>
<tr>
<td>Lunch, from 12:20 to 1:40 p.m., is on your own. The bountiful and delicious St. Ben’s Cafeteria is in this building; there are restaurants across Minnesota St; and if you brought your lunch there are plenty of spots to enjoy that, including the Lunch Hour Sessions. Lunch is also a great time to visit the lower and upper lobbies to chat with our fabulous exhibitors.</td>
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Wi-Fi is free, but users at St. Ben’s must register. Find the Guest network and, when prompted, create a network username & password.