8th Annual

Small Farm Family Conference Profits Through Value-Added Products

November 9th & 10th Williamsburg Hospitality House 415 Richmond Road Williamsburg, VA 23185











USDA—Office of Advocacy and Outreach



Co-Sponsored by: Virginia Cooperative Extension Virginia State University **School of Agriculture Small Farm Outreach Program**



About Our Conference ...

The theme of our 2010 Small Farm Family Conference is "Profits Through Value Added Products". Recent research findings suggest that for every consumer dollar spent, the farmer receives 19 cents while the marketing bill is 81 cents (Penson et. al: 2010). This conference will equip producers with expert information, advice, and strategies on value-added product development. It is anticipated that producers will implement lessons learned about adding value to their products to successfully tap into the 81 cents lost in the marketing shuffle, thereby increasing their economic returns. Conference tracks will cover livestock and livestock products, horticultural crops, marketing opportunities, and farm planning and management.

Kathy Keylor is a small business owner who operates a value-added product development kitchen. She will speak about the steps involved in a mini value-added facility. Discussions will include quality assurance, consistency, tools of the trade, pricing trials and errors, record keeping, and marketing and distribution.

The Livestock Track will feature a renowned goat expert, **Dr. Frank Pinkerton**, aka the Goat Man. Dr. Pinkerton will conduct two sessions on basic goat marketing: one on goat demand and another on prices. He will elaborate on target marketing, direct marketing, and value-added marketing. Farmers will learn about the different categories of goat meat consumers want and in what form to present the meat to them. **Renard Turner**, a local meat goat producer who owns the Vanguard Ranch in Charlottesville, VA, has developed a unique method for marketing goat meat. He raises and markets his goats at retail by adding value. Turner will share with conference attendees strategies he uses to maximize profits on his farm. **Michael and Theresa Walters** operate a pastured poultry enterprise in Stillwater, Oklahoma. They have made several presentations about this enterprise all over the nation. Emphasizing time and labor-saving tips, they will educate participants on basic pastured poultry and enlighten producers on ways to present and market poultry products.

A team comprised of **Dr. Kim Lewers**, plant geneticist, and **Anne Geyer**, who operates a berry enterprise, will talk about improved berry varieties and economic returns from value-added berry products. **Mona Ray**, owner of Flowers by Mona Ray, will talk about cut flower marketing and how she maximizes profits through flower presentation to the consumer. **Michael Clark** of Planet Earth Diversified Farm, a successful organic vegetable grower in Virginia, will instruct producers on various distribution channels through which to sell their crops. **Mark and Lona Chandler**, local producers in Virginia's Halifax County, operate a diversified farm and market a variety of value-added products. They will share their experience with the "how to take food from farm to table" process. **Dr. Reza Rafie**, **Christopher Mullins** and **Wanda Johnson** are extension specialists from Virginia State University. Dr. Rafie and Chris Mullins have introduced high-value alternative specialty crops to small farmers throughout the State of Virginia, while Ms. Johnson has helped to develop recipes for such crops. They will enlighten producers on how to grow, add value to, and market specialty crops.

Tom Leonard, proprietor of Tom Leonard's Farmers Market, and Kate Collier of Local Food Hub, will educate producers on the quality of produce that attracts local food outlets. They will talk about linking local producers to wholesale outlets. Patrick Vincent, an organizer of the Buy Fresh Buy Local initiative, will provide information on how producers can direct-market their products by advertising in the regionally-published Buy Fresh Buy Local magazine. Duane Thompson, owner of Sabrosa Foods in Norfolk, VA, will speak to farmers about his operation and enumerate steps to take when operating a value-added business as an alternative agricultural enterprise. Troy Harris, a local aquaculture farmer, will discuss marketing opportunities for fish and prawn enterprises in Virginia.

Attorney **Andrew Branan** will teach participants about small-farm legal issues with emphasis on product liability concerns. Losing a traditional family farm is a very painful experience; **Peter Callan** and **Michael Lachance**, Virginia Cooperative Extension Agents, will advise farmers on ways to save the small family farm. Two panels consisting of officials from **USDA** agencies and other institutions that provide services to small farms will discuss various financial and other incentives that are available to small farmers. These two interactive sessions should generate lively discussions and spirited dialogue in an open forum.

Tony Geraci, Food and Nutrition Director in the Baltimore, Maryland School System spearheads a local-food revolution. As an advocate, his goal is to promote the health of school kids by introducing locally-produced foods for school lunch programs. He will explain how this initiative can benefit producers as well as the kids.

At the conclusion of the conference, it is hoped that producers will have acquired valuable knowledge and are equipped to implement value-added strategies that ultimately will help them garner a greater share of the marketing pie, maintain a more competitive edge in the marketplace, and result in sustained profitability.



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Presiding:

Fidelis Okpebholo, Coordinator, Small Farm Outreach Program, VSU Andy Hankins, Extension Specialist, Alternative Agriculture, VSU

8::00 -10:20 AM - Registration

10:20 -10:25 AM - Welcome

Dr. Jewel Hairston

Associate Administrator, Programs

Virginia Cooperative Extension, Virginia State University

Room: Westminster Hall

10:25 -10:30 AM - Remarks

Dr. Wondimagegnehu Mersie

Interim Dean, School of Agriculture, Virginia State University

10:30 -11:00 AM - Keynote Speaker

Mr. Karis Gutter

Senior Advisor to the Secretary

U.S. Department of Agriculture, Washington, DC

11:00-12:15 PM - Adding Value Through On-Site Processing

Kathy Keylor

Kathy's Kitchen, Virginia, IL

12:30-1:30 PM - Lunch

1:45-3:00 PM - Breakout Session I

Basic Pastured Poultry with Time and Labor Saving Tips

Mike and Teresa Walters

Walters Poultry, Stillwater, Oklahoma

Room: Williamsburg

Year-round Production of Strawberry

Dr. Kim Lewers, Crop Research Geneticist, USDA-ARS Beltsville, MD.

Berries to Jellies and Other Products

Anne Geyer, Owner of Agriberry Farm in Hanover County, VA.

Room: Jamestown

Value-added Operation as an Alternative Agricultural Enterprise

Duane Thompson, Chief Executive of Sabrosa Foods, Norfolk, VA.

Room: Yorktown

Saving the Small Family Farm and Saving the Small Farm Family

Peter Callan and Michael LaChance, Virginia Cooperative Extension

Room: Berkeley

3:05-4:15 PM- Breakout Session II

Basic Goat Marketing; Goat Demand and Prices

Dr. Frank Pinkerton, aka "The Goat Man."

Retired Professor, Langston University.

Room: Williamsburg

Cut Flower Marketing

Mona Ray, Owner of Flowers by Mona Ray, Providence Forge, VA

Room: Jamestown

Promoting Wholesale Outlets for Small Farmers

Kate Collier, Director of Local Food Hub

Room: Yorktown

Linking Local Producers to Wholesale Outlets

Tom Leonard, Operator of Tom Leonard's Farmers Market, Richmond, VA

Loan Opportunities for Small Farms

Panel (FSA, RD, and Other Small Business Lenders)

Room: Berkeley

4:15-5:30 PM - Interaction with Exhibitors

6:00-8:30 PM-Dinner/Small Farm Outreach Showcase

Room: Westminster









Conference Agenda

Wednesday - November 10, 2010

8:00-9:15 AM - Practical Experience on Production and Marketing of Horticultural Crops

Mark & Lona Chandler, Owner of Chandler Farm in Halifax County, VA

Maximizing Profits from Meat Goat Operation: A Practical Experience

Renard Turner, Owner, Vanguard Ranch Ltd. Gordonsville, VA

Room: Westminster

9:20-10:30 AM - Breakout Session III

Goat Marketing Strategies (Target Marketing; Direct Marketing and Value-Added Marketing)

Dr. Frank Pinkerton aka "The Goat Man"

Retired Professor, Langston University, Langston, OK

Room: Williamsburg

High Tunnel Specialty Niche Crops

Dr. Reza Rafie, Extension Specialist, Horticulture, Virginia State University

Chris Mullins, Extension, Specialty Crops, Virginia State University

Wanda Johnson, Extension Product Development Officer, Virginia State University.

Room: Jamestown

Value Added Products - An Essential Part of a Holistic Farm Plan

Michael Clark, Owner, Planet Earth Diversified, Stanardsville, VA

Buy Fresh Buy Local Movement

Patrick Vincent, USDA-NRCS

Room: Yorktown

Protecting Yourself Against Product Liability

Andrew Branan JD, North Carolina

Room: Berkeley

10:30-11:00 AM Break

11:10-12:10 PM - Breakout Session IV

Raising and Marketing Fish and Prawns

Troy Harris, Local Aquaculture Producer

Room: Williamsburg

Markets for Pastured Poultry

Mike and Teresa Walters, Walters Poultry, Stillwater, Oklahoma

Room: Jamestown

Linking Local Producers to Wholesale Outlets

Tom Leonard, operator of Tom Leonard's Farmers Market, Richmond VA

Buy Fresh Buy Local Movement

Patrick Vincent, USDA-NRCS

Room: Yorktown

USDA-Opportunities for Small Farmers

Panel (NRCS, RMA and Other Agencies)

Room: Berkeley

12:15-1:15 PM - Lunch

I: 00-2:30 PM - Farm To School Movement

Tony Geraci, Director for Food and Nutrition for Baltimore City School

System

Room: Westminster Hall

2:30-2:40 - Closing Remarks

Dr. Franklin Jackson, Associate Dean

Virginia Cooperative Extension, Virginia State University

2:40: Adjourn







Speaker Bios

Andrew Branan serves as Executive Director of the North Carolina Farm Transition Network. In this role he delivers educational programs targeted at producers, landowners and their professional advisors related to developing long-term plans for keeping land in agriculture and other legal issues related to farming. He also works directly with farm families on a myriad of agricultural issues. He earned dual degrees in Management Economics and History from Hampden-Sydney College in Virginia, and his law degree from Wake Forest University School of Law. A member of the bars of North Carolina and Virginia, his law practice experience includes estate planning, business formation, land use and related agricultural issues. He served as Southeast Project Specialist for American Farmland Trust. He also serves as an advisor to the North Carolina Agricultural Development and Farmland Preservation Trust Fund and Mount Olive College's Lois G. Britt Agribusiness Center, and is a member of the American Agricultural Law Association. He is currently working to publish the second edition of *Planning the Future of Your Farm: A Workbook on Farm Transfer Decisions*. He is also the author of *Zoning Limitations and Opportunities for Farm Enterprise Diversification: Searching for New Meaning in Old Definitions*, published by the National Agricultural Law Center.

Peter Callan is the Farm Business Management Agent for the Northern District, which encompasses 25 counties in Northern Virginia. His extension efforts revolve around helping part-time and full time producers formulate plans to improve the profitability of their farms and conducting workshops for families considering transferring the farm to the next generation. Prior to his employment with Virginia Cooperative Extension, Peter was the owner/operator of a dairy farm and has worked as an agricultural lender. Peter received undergraduate and graduate degrees in Agricultural Economics from Cornell University and Michigan State University.

Mark and Lona Chandler, owners of Chandler's Gardens farming operation in Halifax County, certainly have become diversified. They started out growing and selling greenhouse bedding plants and potted plants, then started selling vegetables at the farmers market in Danville. Now they have added commercial production of fresh cut flowers. If that weren't enough, they have begun construction of a farm pond for a fee fishing operation and even have bee hives for pollination and honey production.

Michael Clark started Planet Earth Diversified in 1975. A graduate of Engineering at UVA, BSEE, he worked in various fields of electronics, mechanical design, value engineering, and laser lithography for production of optical discs until 1990 when he "retired" to full time farming. He has been farming the current location of 15 acres in Stanardsville, Va., as intensive raised-bed and modified hydroponic culture he calls 'Ecologically Grown', since 1984. In 1990, Michael drafted the Organic Certification Guidelines for VABF and had the first certified organic greenhouse in the Commonwealth of Virginia. Michael is also the Host of 'Meet The Farmer TV' a "food from farm to the plate" weekly television show available nationally on satellite, local cable, and online. In this production effort with Frank Melli and Leslie Jenkins, Michael strives to combine scientific understanding, real hands-on experience, and informational integrity to create a new form of educational and in depth journalism. Nearly 50 half hour episodes have been produced as of October 2009.

Kate Collier, Director of the Local Food Hub, is a native of Virginia and an Alumna of the University of Virginia. She has more than 25 years of experience in the national food industry and owns a specialty grocery store named Feast! which specializes in small batch, hand-made and local foods. Kate is also an appointed member of the Virginia Specialty Food Advisory Committee which helps guide the Virginia Department of Agriculture's marketing and promotional efforts. Her skills and network development with farmers and buyers have enabled the Local Food Hub to launch quickly, successfully and make an immediate and significant contribution to the local economy.

Anthony Geraci is the Director of Food and Nutrition for Baltimore City Public Schools. He recently relocated to Baltimore from New Hampshire where he was the developer and Executive Director of First Course, a culinary training and job placement program. Tony is also a chef, a food service consultant, and the former Food Service Director for the Con-Val School District in Southwestern New Hampshire. He has been an enthusiastic supporter, practitioner, and architect of the National Farm-to-School movement. He was also featured in the film "Angry Moms," a documentary about the national school lunch program. His New Hampshire program was cited as a "Best Practices" example of one of the most innovative approaches to school nutrition in the nation. Tony's work has been featured in Gourmet Magazine and The Atlantic among other outlets; his focus is on nutrition and vocational training in the hospitality industry for the kids of Baltimore. Baltimore City Schools now source their fresh fruits and vegetables from Maryland farms, resulting in significant savings for the school system and increased revenue for the local farmers. Tony was voted by his peers Foodservice Director Magazine's "Food Service Director of the Year" for 2009. He is a native of New Orleans.

Karis T. Gutter was appointed by Secretary Tom Vilsack to serve as Senior Advisor to the Secretary in August of 2010, providing counsel on Title I Commodity Programs (primarily the programs administered by the Farm Services Agency and Risk Management Agency), higher education, and rural persistent poverty communities. Prior to his current appointment,

Karis served as an Obama Administration appointee in the role of Deputy Administrator of USDA's Farm Services Agency, where he managed all of FSA's field operations (the 2,248 county offices and nearly 20,000 employees throughout the country). Prior to his USDA service, Karis worked for his home state Congressman, Bennie G. Thompson of MS. Karis worked on Capitol Hill for over six years and served in a number of legislative and leadership roles for the 2nd District of MS, as a Senior Advisor to the House Committee on Homeland Security, and was a lead staff liaison to the Congressional Black Caucus during the 2008 farm bill process. Karis is a native of Terry, Mississippi, veteran of the U.S. Marine Corp Reserves, and lives in Suitland, MD, with his wife and two young sons.

Troy Harris owns Troy's Fisheries in Dinwiddie County, Va., He produces American-raised koi for show and garden ponds and raises prawns in growout ponds to harvest and sell yearly. Troy's Fisheries also has another business, Tri-City Surf N Turf of Colonial Heights, Va., that is a fresh seafood and meat retail market. It sells products from all over the country as well as its farm raised prawns, local grass- and grain-fed beef, pork, lamb and local goat meats.

Wanda Johnson is Extension Product Development Officer at Virginia State University. She creates recipes for specialty and other foods, publishes them through Extension outlets, and often cooks them for visitors to VSU. Wanda has long experience with agricultural mediation, community gardens, and youth programs, as well as being an excellent cook.

Kathy Keylor was raised on a farm in Central Illinois, earned her bachelor's degree from Western Illinois University and master's at the University of Illinois, Springfield. Kathy learned the art of processing for the home while on the farm, but always had a yen for doing something more. While working for over 20 years as a Child Nutrition Programs Consultant at the State Board of Education, she and her husband Daryl planned and gradually built the processing plant that became Kathy's Kitchen. Products made at Kathy's Kitchen include (but are not limited to) pickles, relishes, salsas, jams and jellies. Kathy will lead you through the basic criteria of getting started with a small processing plant: the pros and cons, labor issues, costs, pricing, the laughter and the tears.

Michael Lachance serves as Extension Agent in Nelson County, Va., where he provides Extension programs in commercial fruit and vegetable production for Central Virginia. Farm management, profitability, and passing on the farm to the next generation are also areas of concentration. He has kept bees for 16 years and serves on the state steering committees of the Virginia Master Beekeeper and Virginia Master Naturalist Programs. Integrated pest management, local market development, plus farm and rural community sustainability issues are key components of his Extension programming work. He has worked in Nelson County since November 1992 and is especially proud of his work in organizing the Nelson County Farmers' Market. Michael lives with his wife and two sons in the Rockfish Depot area of Nelson County. He spends his free time on their five acres of mountainside, and wading/swimming in the Rockfish River. In addition, he has a great love for natural history and is an active entomologist, with particular interest in wood boring beetles, dragonflies, and grasshoppers.

Tom Leonard, by age five, was attending meetings at the dairy with his father. By the time he was a teenager, Tom's father

was to milkmen what Paul Bunyan was to woodcutters, and his store STEW LEO-NARD'S in Norwalk, Connecticut, had become the world's largest dairy with sales of over \$120 million. Tom built a second STEW LEONARD'S store, one that reflected the suggestions of his customers and team members. He dreamed up the robots, singing milk cartons, and banjo playing dogs, gaining international attention from the New York Times among others. These efforts earned STEW LEONARD'S the label of "The Disneyland of Dairy Stores". Tom decided to strike out on his own, taking what he learned from his parents and his years at Stew Leonard's and applying it to his own business. Tom Leonard's Farmers Market opened its doors in Richmond, Va., on March 9, 2004. It didn't take long for Richmond to find the Market and turn it into a favorite.



Kim Lewers has been conducting research on strawberry, blackberry, and raspberry varieties with the USDA Agricultural Research Service since 2001. She serves as a Research Geneticist (Plants), developing improved strawberry cultivars and black raspberry germplasm. She studies the inheritance of important traits and develops genetic markers and maps to help track these traits in breeding populations. Her education was at Iowa State University in agronomy, integrated pest management, plant breeding, and genetics. Her research interests include developing new cultivars (disease-resistant cultivars, cultivars that produce a continuous crop, and cultivars adapted to non-traditional growing environments such as winter-protected cultivation in greenhouses or tunnels); determining modes of inheritance; identifying molecular markers associated with valued traits; and designing and testing cultivar development strategies to efficiently utilize marker-assisted selection.

Chris Mullins has been an Extension Specialist at Virginia State University since 1999. His main area of responsibility is research and education in commercial vegetable production, particularly high tunnels for season extension and greenhouses. He has also been directly involved with construction and retrofitting of approximately 80,000 square feet of greenhouse space in several different regions of Virginia.

Frank Pinkerton was born into a clan of Alabama/Mississippi cotton sharecroppers an hour southwest of Dallas, TX His widowed mother relocated to Grapeland, TX in 1935 as a primary-grade teacher and married bachelor Herman Murchison

cattleman, farmer, timber owner, and county wit. His early exposure to farm animals and books got him interested in studying animal science in college, and he received his Ph. D in Ruminant Nutrition in 1967. Dr. Pinkerton is one of the foremost experts in the Meat Goat industry, hence his nickname "THE GOAT MAN". He will bring his wealth of experience to Virginia farmers through this conference.

Dr. Reza Rafie is a Horticulture Extension Specialist with Virginia State University. His current research and extension interest is working with high-value specialty vegetables and small fruits. Dr. Rafie takes a marketing approach in identifying crops with proven market trend potential that will ultimately help the growers' bottom line. He has many years of international experience and, in the past, has worked with privately-owned fresh fruit and vegetable companies.

Mona Ray received her Associate Degree in Ornamental Horticulture from Abraham Baldwin Agricultural College and her BSA in Agricultural Education from the University of Georgia. She taught Agriculture in public schools in Florida and Virginia and also was a County Agriculture Extension

Agent in Horticulture with VCE in Chesapeake, Va. Her teaching positions allowed her to attend many small farm activities. Upon her husband's retirement in the 1990s she purchased a small piece of land in New Kent. She has been doing wedding flowers and growing cut flowers and herbs for designs exclusively since 2002. She now does 200 weddings and events per year.

Duane Thompson, a 1995 graduate of Virginia State University, is the President and Chief Executive Officer of Sabrosa Foods, Inc. (SFI) and holds the highest compensated position in the Company. His ten-plus year career in retail commercial real estate brokerage and construction provides SFI with an array of managerial expertise in financial planning, critical thinking, team leadership, communication, and organization. His management experience also provides the company with insight and knowledge that reinforces entrepreneurial spirit and company culture. Duane also assumes the role of SFI's Managing Director. His duties in this position consist of managing day-to-day business operations, setting the overall direction of the company, identifying new markets, brand recognition, and differentiation.

Renard Turner owns Vanguard Ranch Ltd with his wife Chinette Turner. The central part of the operation is commercial meat goat production with an emphasis on the marketing of value-added, gourmet quality, ready-to-eat goat meat products. His farm supports sustainable and organic practices and takes farming as a lifestyle choice. Renard's interest in agriculture began in high school while living in California, where he participated in agricultural science and engineering classes. This lifelong interest has led to the raising of everything from sheep and ostrich to meat goats. His stint as National Secretary of the American KIKO Goat Association led to a greater understanding of the meat goat industry. His focus will always be on producing the best all-natural products. He integrates goat manure into organic vegetable and herb production, wasting nothing on the farm and building a living soil.

Patrick Vincent is the South Centre Corridors Resource Conservation & Development (RC&D) Coordinator. The South Centre' Corridors RC&D Council serves the counties of Dinwiddie, Greensville, Prince George, Sussex, and Southampton. One of RC&D Council's goals is to increase agricultural opportunities for farmers. Through strong community partnerships with Virginia State University Cooperative Extension and Soil and Water Districts, Mr. Vincent wrote and was awarded a grant from the Virginia Tobacco Indemnification and Community Revitalization Commission and The Cameron Foundation to start the South Centre' Corridors Buy Fresh Buy Local Chapter. A copy of the Fall 2010 Guide can be found at http://bit.ly/a7kvGx. Mr. Vincent will speak about the Buy Fresh Buy Local Initiative and invite interested farmers to be published in the 2011 Guide.

Mike and Theresa Walters have 17 years of experience in raising poultry and 10 years of marketing poultry. Asked in 2001 to provide 200 Heritage turkeys for the Slow Food movement, they actually provided over 500 due to great demand. The business grew fast as they learned what the customer expects to see as the end product, and they began selling to such retailers as Dean and Deluca. Mike has been published in Martha Stewart Living, Esquire, USA Today, Cooks Illustrated, and several other outlets.

Panel Members for "Loans and Financial Services for Small Farms"

- Laurette Tucker, Rural Business Specialist for USDA Rural Development.
- Clay Roberts, Sr. Loan Officer, Colonial Farm Credit.
- Pete Adamson. Chief, Farm Loan Programs. USDA, Farm Service Agency.

Panel Members for "Managing Natural Resources to Add Value to Your Land"

- Dan Solomon, Resource Conservationist, USDA Natural Resources Conservation Service
- Tiffany Beachey, Private Lands Biologist, Virginia Tech
- Charles Becker, Utilization and Marketing Manager, Virginia Department of Forestry

Exhibitors

- New York Life
- Southern Exposure Seed Exchange
- Agri-Ability Virginia
- VSU School of Agriculture
- Planet Earth Diversified
- Sabrosa Foods, Inc.
- Natural Resources Conservation Service (NRCS)
- Osage Bio-Energy

- FSA
- Farm Credit
- Homeplace Earth
- VDACS
- PA Country Equipment
- Rural Development
- Family and Consumer Sciences
- Farm to Family
- Risk Management Agency
- National Agricultural Statistics Service (NASS)

Planning Committee

- Ben Coffman, Ph.D.—USDA-ARS
- Marcus Comer, Ph.D.—VSU
- Linda Cronin—USDA-FSA
- Mabel Edlow, Ph.D.—VSU
- William Gee—VSU
- Anthony Hankins—VSU
- Vernon Heath—VSU
- Wanda Johnson—VSU
- Debra B. Jones—VSU
- Debra S. Jones—VSU

- Mark Klingman-VSU
- Chris Mullins—VSU
- Theresa Nartea—VSU
- Brian Nerrie, Ph.D.—VSU
- Oluwarotimi Odeh, Ph.D.—VSU
- Fidelis Okpebholo—VSU (Chairperson)
- Pat Paul—USDA-NRCS
- Reza Rafie, Ph.D.—VSU
- Cliff Slade



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