



New Farmer School 2023
The nuts and bolts of farming as a business in New Hampshire
Course Overview

Extension

Course Objective: Develop a feasible, operational plan for your agriculture business which helps you attain personal and family goals.

Course Sessions

| Session | Date | Format | Topic |
|---------|-------------------------------|---|--|
| 1 | Tuesday, August 8 | In-person/hybrid Session, 6 to 8:00 pm Boscawen office | Welcome & Introductions, Whole Farm Planning, Tech Support Session |
| 2 | Tuesday, August 22 | In-person, 9:30 am to 3:30 pm: Location TBD | Site and Soil Evaluation, Farm Infrastructure, Product Mix and Food Safety |
| 3 | Tuesday, September 5 | Zoom Session, 6 to 7:30 pm | Production Records & Scheduling |
| 4 | Tuesday, September 19 | Zoom Session, 6 to 7:30 pm | Enterprise Budgeting & Cash Flow Budgets |
| 5 | Tuesday, October 3 | In-person, 9 am to 3 pm: Location TBD | Farm Tools & Equipment, Season Extension, Succession Plantings, Soil Health, Irrigation and Soil Moisture Management |
| 6 | Tuesday, October 17 | Zoom Session, 6 to 7:30 pm | Meet agriculture service providers: FSA, Conservation District, Land for Good, Farm Credit, Community Loan Fund, NOFA-NH |
| 7 | Wednesday , November 1 | Zoom Session, 6 to 7:30 pm | Financial Statements Insurance Basics |
| 8 | Tuesday, November 14 | In-person, 9 am to 3 pm: Location TBD | Marketing: A Farmer's Perspective and Working with a Wholesale Buyer |

Expectations

- Regularly attend sessions and participate in discussions and group activities. Please note that the in-person sessions are optional.
- Complete pre-session work prior to online or in-person sessions. Preparation work may include watching pre-recorded lectures, completing worksheets, and reading materials as assigned by instructors.

- Participate in a small cohort with Extension team members and fellow participants with like-minded agricultural interest. This involves completing an assignment related to the topic for the week, discussion board conversation, and online discussions as desired.
- Please reach out to the team if you feel you cannot continue with the course. A pro-rated registration fee will be refunded to participants who do not continue with the course and *give adequate notice to the course administrators*. Please see Attendance Policy below. Registration refunds are not given for simply not attending sessions. Participants must make the request to drop the course.

Course Technology

A test run for the Zoom sessions will be available prior to the first session for anyone who wishes to test their system. A Zoom link will be sent out to all registered participants prior to the start of the course; the same link will work for each online session.

It is important that all participants check-in on the course online education platform frequently throughout the course to obtain course materials, prepare for upcoming sessions, and receive general announcements from instructors. Further information on technology will be distributed to all participants prior to the course.

If technology or other special accommodations are needed such as computer or Internet access, video or sound capabilities, please contact the course administrator, [Kelly McAdam](#), as soon as possible to make arrangements.

Attendance Policy & Course Completion

It is important to communicate with the New Farmer School administrator if you are no longer able to attend New Farmer School. Due to the popularity of this program, we would like to give others the opportunity to join the class. Participants who ***do not attend the first two sessions and who do not provide notice of their absence***, will be removed from the course. For all other sessions, absences will be noted but a participant will not be removed from the course. All course materials will still be available, however, these absences will disqualify the participant from the borrower training component of the course. Classes can be made-up, and in that case, participants should contact [Kelly McAdam](#) to make those arrangements.

In-person Sessions

Our in-person sessions are optional. We will follow safety protocols to ensure the safety of all participants. The majority of the session will be held outdoors, however when weather is not favorable, indoor accommodations will be made with adequate social distancing. Mask use is at the discretion of the individual. It is strongly recommended for those who are at higher risk or unvaccinated to wear a mask, but it is not required.

For those who are unable to attend in-person sessions, we will make accommodations for you to receive the material that was covered in the course. This may include a virtual farm tour and/or resources covering the content of the day. It is helpful to know if you are not planning to attend the in-person session(s) in advance of the day.

USDA Borrower Training

New Farmer School qualifies as a borrower training requirement for USDA Farm Service Agency Loans. If a participant wishes to pursue FSA loans in the future and use New Farmer School to meet the borrower training requirement, participants will need to complete the following and review with Extension staff from the New Farmer School: projected financial statements, marketing plan, and goals. Participants must also attend all Zoom sessions. If an absence is necessary, the participant must contact the New Farmer School administrator to make up the session.

New Farmer School Team

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| Jonathan Ebba | Strafford County 273 Locust Street, Suite A Dover, NH 03820 (603) 749-2529 jonathan.ebba@unh.edu |
| Will Hastings | Coös County 629 Main Street, Suite A Lancaster, NH 03584 (603) 788-4961 William.hastings@unh.edu |
| Kendall Kunelius | Hillsborough County 329 Mast Road Room 101 Goffstown, NH 03045 (603) 641-6060 kendall.kunelius@unh.edu |
| Kelly McAdam | Belknap County 64 Court St. Laconia, NH 03246 (603) 527-5475 kelly.mcadam@unh.edu |
| Kyle Quigley | Hillsborough County 329 Mast Road Room 101 Goffstown, NH 03045 (603) 641-6060 kyle.quigley@unh.edu |
| Olivia Saunders | Carroll County 73 Main Street PO Box 1480 Conway, NH (603) 447-3834 olivia.saunders@unh.edu |
| Jesse Wright | Rockingham County 113A North Rd. |

Brentwood, NH
(603) 679-5616
jesse.wright@unh.edu

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