

# 2012 ■ STARTING A SMALL, INTENSIVE Commercial Farm FOR Local Markets

The Baltimore County office of the University of MD Extension is partnering with Future Harvest Chesapeake Alliance for Sustainable Agriculture, and the MD Agricultural Resource Council to offer a workshop series to learn about starting and operating a successful, intensive small farm.

This program is part of a larger initiative to train new farmers in a variety of farm production areas. The focus of this program series is on small-scale, fruit and vegetable production. Each of the sessions covers topics that are applicable to a variety of agricultural operations including small fruits, tree fruits and vegetables using conventional, sustainable and organic methods. The program is open to all and intended for people interested in starting or improving their small farm skills by learning from knowledgeable University faculty and owners of other farm operations in the area. Participants will learn marketing, production and business skills necessary to become successful market farmers.

This series of classes is scheduled in the evenings; as indicated on the schedule (Please note the first session is on a Tuesday and all other sessions are on Wednesdays). **Registration is required** and the cost for the program series is \$40 per person, the fee is for educator expenses and program materials. For registration or further information, please contact the University of Maryland Extension Baltimore County office at 410-771-1761. To register directly (see form on reverse side) please send your name, address, telephone number and email address along with the program fee (\$40.00 per person; check made out to "BCEAC") to the Baltimore County UM Extension office, located at 1114 Shawan Road, Suite 2, Cockeysville, MD 21030. **Please register by January 25.**



UNIVERSITY OF  
MARYLAND  
EXTENSION

*Solutions in your community*



University of Maryland Extension  
Baltimore County Office  
1114 Shawan, Suite 2  
Cockeysville, MD 21030

**Equal Opportunity Programs**

# Sessions are at the University of Maryland Extension Office at 1114 Shawan Road, Cockeysville, MD 21030

## January 31 6:30 pm – 9:00 pm (Tuesday) Marketing Essentials

Marketing is critical to any farm operation. Topics discussed briefly will include: developing a marketing plan, determining the potential of sales opportunities, finding a niche, value-added products, starting a Community Supported Agriculture (CSA) on your farm, and other opportunities in direct marketing and wholesale.

## February 8 6:30 pm - 8:45 pm Cover Crops, Planning and Rotations

Topics discussed include suitable cover crops and timing, determining what varieties to grow and when, succession and companion plantings, planting calendars and on-farm decision making. Discussion based on experiences on a long-term, organic, vegetable operation.

## February 15 6:30 pm - 8:45 pm Strategies for Pest Management

Insects, disease, weeds and animals can hinder or devastate any type of crop production. Topics discussed will include Integrated Pest Management techniques to manage the production operations to minimize pest issues.

## February 22 6:30 pm - 8:45 pm Soil Fertility and Conservation on the Small Farm

Topics will include: assessing, maintaining and enhancing soil fertility, innovative, low-cost methods for improving soil fertility, and an overview of conservation programs and nutrient management requirements. Interpreting soil fertility test reports will be discussed.

## February 29 6:30 pm - 8:45 pm Methods and Management of Season Extension Using High Tunnel Production

Topics discussed will include management, location, crop selection and rotations within the high tunnel and other season extension techniques.

*University of Maryland Extension programs are open to all citizens without regard to race, color, gender, disability, religion, age, sexual orientation, marital or parental status, or national origin.*

## March 7 6:30 pm - 8:45 pm Quality Assurance, Post Harvest Handling and Organic Certification

The processes from land preparation to transporting your products to market offer many opportunities for product contamination and spoilage. This session focuses on the basics of Good Agricultural Practices (GAPs), raw food product safety and handling techniques to maintain product quality. The requirement for organic certification will also be discussed.

## March 14 6:30 pm - 8:45 pm The Business Plan and Management for Your Small Farm

Topics will include: Tools for determining profitability, using production/cost data to make good business decisions, and understanding your farm operation within the context of your family finances. Actual small farm income and expenses are used in the discussion.

## March 21 6:30 pm - 8:45 pm Small Farm Business and Marketing Experiences

A panel of local small farm operators present critical decisions and experiences with establishing and marketing their operation.

## March 28 6:30 pm - 8:45 pm Integrating Livestock into a Small Farm

Small scale animal production fits well with crop production on a small farm. The discussion will include sheep, goats, chickens and beef. In addition, speakers will share experiences with bees and horses.

## April 4 6:30 pm - 8:45 pm Issues Concerning Operating an Urban Small Farm

This topic is a tentative addition to the Small Farm Series for 2012... more detail will be announced later.

Farming in a city environment offers both different challenges and opportunities. This session focuses on key topics that make urban farming different.

PROGRAM REGISTRATION FORM (DETACH AND RETURN THIS PORTION)

TELEPHONE

NAME

EMAIL ADDRESS

ADDRESS



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*"If you need assistance To participate in a program, please contact the University of Maryland Extension office at 410-771-1761 at least two weeks prior to the activity date."*