**AGENDA**

**Goals**

* Increase awareness of programs (new and existing) that serve beginning farmers
* Strengthen organizational and programmatic skills
* Inspire new collaboration & integration of ideas for beginning farmer training

**7:45 am WHITE BALLROOM. Registration opens, poster/display setup -** Coffee and Networking time. Please eat breakfast before attending!

**8:45 am Welcome and Introductions**

**9:00 am Group announcements, Highlighting new BFRDP Awardees, Flash tour of the Northeast BF Website, Update on Beginning Farmer Barrier ID survey (round 2)**

**10:00 am ‘How do you measure Economic Impacts of Beginning Farms?’**

1. Intro/discussion (Anu Rangarajan)

a. Why is this important, what do we want to know?  
b. What is important to demonstrate to key leaders and stakeholders?  
c. Are you involved in this work now? How do you approach the data collection and analysis?

2. Documenting the economic importance/magnitude of small, local firms/farms (Stephan Goetz, Penn State University)

a. How has economic data been used to generate investment?  
b. Do Local and small food firms/farms matter?

3. What skills, tools, people and data are needed (Todd Schmit, Cornell University)

a. What data is needed and how do you collect it?  
b. What are costs of survey methods?  
c. Who needs to be on the team?

**Cont. ‘How do you measure Economic Impacts of Beginning Farms?’**

4. Putting it together: how to tell the beginning farmers economic impact story (David Conner, UVM)

a. What works for you and what hasn’t been covered?  
b. What if the data does not tell the story you want?  
c. How can you manage that risk?

5. Survey: What commitment level can you or your organization make to this work? What support would you need? What would you hope to accomplish?

**12:15 pm Lunch & Networking Time**

**1:15 pm Simultaneous Workshops**

1. Land Access Roundtable
2. Beginning Farmer Skills/Competency Checklists – best practices, latest developments

**2:45 pm Evaluation and Impact Planning**

**3:15 pm Future Network Roles and Activities**

**4:00 pm Happy Travels!**