



New Farmer School 2022
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	August 3	Zoom Session, 6 to 7:30 pm	Welcome & Introductions, Whole Farm Planning, Budgeting Introduction
2	August 17	In-person, 9 am to 3 pm at farm locations: Location TBA*	Site & Soil Evaluation, Farm Infrastructure, Marketing Strategies, Product Mix,
3	August 31	Zoom Session, 6 to 7:30 pm	Enterprise & Cash Flow Budgeting
4	September 14	Zoom Session, 6 to 7:30 pm	Production Records & Scheduling
5	September 28	In-person, 9 am to 3 pm: Location TBA*	Farm Tools & Equipment, Season Extension, Succession Plantings, Soil Health, Irrigation and Soil Moisture Management
6	October 12	Zoom Session, 6 to 7:30 pm	Meet agriculture service providers
7	October 26	Zoom Session, 6 to 7:30 pm	Financial Statements Insurance Basics
8	November 9	In-person, 9 am to 3 pm: Location TBA*	Marketing: A Farmer's Perspective

**All in-person locations will be in the North Country region of the state (nearby areas of Coos and Grafton counties)*

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 member 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.

All course materials will be housed in the Microsoft Teams platform. Participants will receive instructions for how to access Microsoft Teams before the course begins. This platform includes a chat feature, enabling participants to communicate with one another and with instructors between sessions. A tutorial will be available prior to our first class to introduce participants to the platform. Each person will receive access to Teams, regardless of whether participating as an individual or with a partner from the same farm business. The course materials loaded onto this platform will remain live indefinitely after the course ends.

It is important that all participants check-in on Teams frequently throughout the course to obtain course materials, prepare for upcoming sessions, and receive general announcements from instructors.

The evening Zoom sessions (August 3, August 31, September 14, October 12 and October 26) will use the following connection information:

Join from PC, Mac, Linux, iOS or Android: the link to the Zoom sessions will be emailed to all registered participants prior to the first session.

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.

Course Communication

The New Farmer School instructors will use Microsoft Teams to send general announcements to participants. However, realizing that this technology may be new to some, email communication will be used for the first two sessions of the course, in addition to Teams. After this, Teams will be the primary means of communication between the instructors and participants for general announcements only. If Microsoft Teams is a struggle for you, be sure to contact Kelly for assistance and to receive any updates you may have missed.

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

Elaina Enzien	Rockingham County 113A North Rd. Brentwood, NH (603) 679-5616 elaina.enzien@unh.edu
Jonathan Ebba	Strafford County 273 Locust Street, Suite A Dover, NH 03820 (603) 749-2529 jonathan.ebba@unh.edu
Kelly McAdam	Belknap County 64 Court St. Laconia, NH 03246 (603) 527-5475 kelly.mcadam@unh.edu

Nick Rowley

Coos County
629A Main Street
Lancaster, NH 03584
(603) 788-4961
nicholas.rowley@unh.edu

Olivia Saunders

Carroll County
73 Main Street PO Box 1480
Conway, NH
(603) 447-3834
olivia.saunders@unh.edu

The University of New Hampshire Cooperative Extension is an equal opportunity educator and employer. UNH, U.S. Dept. of Agriculture and New Hampshire counties cooperating.