

Course Delivery Method & Description

This set of workshops have been designed to bring information to you, an established farm, a new farm or someone thinking about starting up a small farm operation or related business.

Guest speakers knowledgeable in topic areas and a panel of local farm owners from diverse operations will give real view perspectives on the do's and don'ts of what works and what doesn't from their first hand experiences. Join Us!

Business Structure. How do I write a business plan for success?



Financing! Where do I get funding to make this happen?

How much do I need to get started?
Are there options?

(CSA) Community supported agriculture ventures, certified kitchens, value added products and marketing methods and agritourism.

Extension programs are available to all without discrimination. Evidence of noncompliance may be reported through your local Extension office.

351 NW North Street
Chehalis, WA 98532

WASHINGTON STATE UNIVERSITY
LEWIS COUNTY EXTENSION

Small Farm Success: Business Plan Basics & Marketing Basics



**Workshops are two all-day
Saturdays,
February 4 & March 4, 2017
9:30 am to 3:30 pm
Location:
Historic Courthouse
351 NW North Street
(west entrance)
Chehalis, Lewis County**

The WSU Lewis and Cowlitz County Extension offices have teamed up to bring you a unique offering and delivery of workshop topics relative to today's small farm agribusiness, farm owners and operators.



The all day workshop includes sessions on how to start your business plan basics & small business marketing methods as a start for those new to the arena or as a valuable refresher workshop for experienced farmers, growers and operators or those thinking about getting started.

The sessions will be held two **Saturdays, February 4 and March 4 from 9:00 am to 3:30 pm. Doors open at 8:30 am.**

Where: Sessions will be presented in the Old Historic Courthouse located at:

351 NW North Street in Chehalis WA, call 360-740-1212; for detailed directions.



Planned topics sessions are:

(February 4th) Business Plan Basics

including: business structure; management and operations, risks and regulations, financing options, and other small farm business related topics.

(March 4th) Small Farm Marketing Methods

including:

Marketing the family farm using the 5 P's; Licensing and regulations, value added marketing, certified kitchens, farmers markets, and (CSA) community supported agriculture and agritourism ventures.



*Topics are subject to change due to unforeseen life events.

Registration Form for Small Farm Success

Name(s) _____

 Address: _____
 City _____
 County: _____
 Daytime Phone: _____
 Email: _____

(please circle dates attending)

Small Farm Business Plans-Saturday, February 4

Small Farm Marketing Methods-Saturday, March 4

(includes on-site lunch, handouts)

Fees: (check or cash or by online registration at smallfarmsuccess2017@brownpapertickets.com for credit/debit)

1 person/1 workshop = \$25

1 person/2 workshops=\$45

1 couple/1 workshop =\$45

1 couple/2 workshops=\$80

Total and/or Enclosed \$ _____

Make checks payable to: WSU Extension

Mailing address:

WSU Lewis Co Ext

351 NW North St,

Chehalis WA 98532