

## Program Agenda

### **Annie Goes Online: Risk Management on Your Kitchen Table**

January 11, 18, 25, February 15, 22, and March 1, 2023 Classes 6-9pm

The workshop is online (Zoom link will be provided)

*Please note that all speaker presentations will take place via Zoom. Our media specialist will record and simultaneously livestream them to the 'remote/virtual take place virtually during weekly Zoom sessions. Our media specialist will record these speaker presentations and they will be made available through Canvas.*

#### **January 11      Week #1: Introduction, Risk, and Business Mission Statement**

Moderator: Madeline Flahive DiNardo, Union County Agriculture Extension Agent, NJAES, Rutgers University

6:00-6:20pm

- **Introduction** – Madeline Flahive DiNardo, Union County Agriculture Extension Agent, NJAES, Rutgers University

6:20-6:30pm

- **Welcome from the Dean** – Invited: Laura Lawson, Professor, Landscape Architecture, and Dean of Academic Programs, School of Environmental and Biological Sciences, Rutgers University

6:30-8:00pm

- **From Dream to Reality Goes Beyond Production: How we manage marketing, financial and human resource risks to survive and thrive through Covid and post-Covid years** – Keynote speaker Dr. Wenfei Uva, Co-Owner, Seaberry Farm, Federalsburg, Maryland

8:00-8:15pm

- **Class Survey**

8:15-9:00pm

- **Business Mission Statement** – Robin G. Brumfield, Professor, Agricultural Economics and Marketing, Farm Management Specialist, NJAES, Rutgers University

#### **January 18      Week #2: Personnel and Asset Management**

Moderator: Rick VanVranken, Agricultural Extension Agent, Rutgers Cooperative Extension of Atlantic County

6:00-6:15pm

- **Review homework – Mission Statement**

6:15-7:15pm

- **State Hiring Regulations in Agriculture** – Ben Casella, Research Associate, New Jersey Farm Bureau

7:15-7:55pm

- **Seasonal Labor for Fresh Market Produce** – Sherry Dudas, Owner/Manager, Honey Brook Organic Farm, Pennington and Chesterfield, NJ

7:55-8:20pm

- **Smart Women Have Rocks in Their Pockets** – Staci Dempsey, Agent, Dempsey Weiss & Associates Insurance, Elmer, NJ

8:20-8:40pm

- **Developing a Risk Management Plan with Crop Insurance** – Grace Wheeler, Northeast Senior Marketing Agent, Crop Growers, LLP/Farm Credit East, ACA, Bridgeton, NJ

8:40-9:00pm

- **Developing a Personnel Plan** – Madeline Flahive DiNardo, Union County Agriculture Extension Agent, NJAES, Rutgers University

### **January 25      Week #3: Financial Planning**

Moderator: Robin G. Brumfield, Professor and Farm Management Extension Specialist, Agricultural Food and Resource Economics, NJAES, Rutgers University

6:00-6:15pm

- **Review homework – Personnel Plan**

6:15-8:05pm

- **Farm Financing and Managing your Money** – Dawn Edmonds, Loan Officer, and Keith Dickinson, Business Consultant, Farm Credit East, Bridgeton, NJ

8:05-8:30pm

- **Can Farmers Ever Afford to Retire?** – Barbara O'Neill, Emeritus Distinguished Professor in Financial Resource Management, NJAES Rutgers University

8:30-8:45pm

- **Creating a Financial Plan for Your Farm** - Robin G. Brumfield, Professor and Farm Management Extension Specialist, Agricultural Food and Resource Economics, NJAES, Rutgers University

8:45-9:00pm

- **Crop/Livestock Budget Schedule F.** – Melissa Bravo, Salem County Agriculture Extension Agent, NJAES, Rutgers University

### **February 7-9      NJ Agriculture Convention and Vegetable Growers Conference**

9:00-5:00pm

- In person - No virtual option. Attendance is optional

### **February 15      Week #4: Legal Risks and Resources**

Moderator: Melissa Bravo, Salem County Agriculture Extension Agent, NJAES, Rutgers University

6:00-6:35pm

- **Review homework – Financial Plan and Crop/Livestock Budget**

6:35-7:20pm

- **Food Safety** – Meredith Melendez, Mercer County Agricultural Extension Agent, NJAES, Rutgers University

7:20-7:55pm

- **Water Regulations** – Salvatore Mangiafico, County Extension Dept. Head and County Agent, Cumberland County, NJAES, Rutgers University

7:55-8:45pm

- **Farm Service Agency (FSA) and the Natural Resources Conservation Services (NRCS): Striving to meet farmers' needs** – Ash Dunlevy, Program Technician (FSA), Susan (Rochelle) Hoover, Farm Loan Trainee (FSA), and Morgan Devine, Urban Conservationist (NRCS)

8:45-9:00pm

- **Creating a Legal Plan** – Melissa Bravo, Salem County Agriculture Extension Agent, NJAES, Rutgers University

### **February 22      Week #5: Production**

Moderator(s): Melissa Bravo, Salem County Agriculture Extension Agent, NJAES, Rutgers University  
Amy Rowe, County Agricultural Agent, Rutgers Cooperative Extension of Essex and Passaic Counties

6:00-6:15pm

- **Review homework – Legal Plan**

6:15-6:50pm

- **Livestock/Poultry Biosecurity Risk** – Melissa Bravo, Salem County Agriculture Extension Agent, NJAES, Rutgers University

6:50-7:35pm

- **Review of Various Controlled Environment Crop Production Systems** – A.J. Both, Professor, Dept. of Environmental Sciences, Extension Specialist in Controlled Environment Engineering, NJAES, Rutgers University

7:35-8:10pm

- **Storm Water Management and Climate Risk** – Amy Rowe, County Agricultural Agent, Rutgers Cooperative Extension of Essex and Passaic Counties

8:10-8:45pm

- **Soil Fertility Risks** – Joseph Heckman, Professor, Plant Biology, Agricultural Extension Specialist, NJAES, Rutgers University

8:45-9:00pm

- **Biosecurity Planning** – Melissa Bravo, Salem County Agriculture Extension Agent, NJAES, Rutgers University

### **March 1 Week #6: Marketing in Agriculture**

Moderator(s): Madeline Flahive DiNardo, Union County Agriculture Extension Agent, NJAES, Rutgers University  
Rick VanVranken, Agricultural Extension Agent, Rutgers Cooperative Extension of Atlantic County

6:00-6:20pm

- **Review homework – Biosecurity Plan**

6:20-7:15pm

- **Producing for Your Market** – Rick VanVranken, Agricultural Extension Agent, Rutgers Cooperative Extension of Atlantic County

7:15-7:50pm

- **Creating a Marketing Plan** – Madeline Flahive DiNardo, Union County Agriculture Extension Agent, NJAES, Rutgers University

7:50-8:25pm

- **Marketing Through On-Farm and Community Farmers' Markets** – Rose Robson, Owner, Robson's Farm, Wrightstown, NJ

8:25-8:40pm

- **Review of the Five Areas of Risk** – Robin G. Brumfield, Professor and Farm Management Extension Specialist, Agricultural Food and Resource Economics, NJAES, Rutgers University

8:40-9:00pm

- **Graduation Talk** – Invited: Brian J. Schilling, PhD, Director, Rutgers Cooperative Extension/Senior Associate Director, NJ Agricultural Experiment Station



**NORTHEAST  
EXTENSION  
RISK  
MANAGEMENT  
EDUCATION**



United States  
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