

# GROWING FARM PROFITS



*A three-day training designed for horticultural farmers who are ready to increase farm profits.*

## WHEN:

February 1-3, 2014

## WHERE:

E.S. Good Barn, 1451 University Drive, Lexington 40546-0097.

Parking available

## INSTRUCTORS:

Ellen Polishuk, vegetable farmer and business consultant (VA), Jim Munsch, beef producer and business consultant (WI) and Atina Diffley, vegetable farmer and author (MN).

## COST:

\$25, includes continental breakfast and lunch all 3 days, and resource materials (valued at more than \$100).

**Producing great crops is not enough to ensure that your farm will be economically sustainable. You need to know how to increase profits.**

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This intensive course, geared toward diversified horticultural farmers, will help you understand what factors impact profitability and food safety. Speakers and exercises will walk you through the steps for improving farm profits, efficiency and quality of your produce.

You will learn from experienced farmers about:

- Product Pricing
- Records that Matter
- Enterprise Evaluation
- Expense Tracking
- True Cost Discovery
- Marketing Decisions
- Post harvest handling for high profits
- Efficient packing shed design
- ... and much more

Partners in this training include USDA Southern Risk Management Education Center, Kentucky State University, Kentucky Horticulture Council and Kentucky Center for Agriculture and Rural Development along with Southern Sustainable Agriculture Working Group, Community Farm Alliance, Seed Capital Kentucky, and Louisville Farm to Table.

## Pre-registration is required.

Register at <http://communityfarmalliance.org/young-and-beginning-farmers/growing-farm-profits-conference/>.

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For assistance and more information contact [info@cfaky.org](mailto:info@cfaky.org) or call Carolyn Gahn at 859-925-3307