



HARVEST WYOMING

Small Farm Symposium

March 10th and 11th at Central Wyoming College in Riverton

Hosted by University of Wyoming Extension and Central Wyoming College

DRAFT schedule

March 10		
8 am	Registration, with coffee and fresh pastries	
9 am – 12 pm	<p>Soil and Water Workshop</p> <p>Caitlin Youngquist with UW Extension will start out the morning with soil health and management, and some of the different soil challenges common in Wyoming. Following this, Dave Morneau with the Popo Agie Conservation District will talk about irrigation options for smaller acreages, water rights in Wyoming, and irrigation scheduling and timing.</p>	<p>Dr. Caitlin Youngquist, UW Extension</p> <p>Dave Morneau, Popo Agie Conservation District</p>
9 am – 12 pm	<p>Marketing Workshop</p> <p>Have you always dreamed of turning an aspect of your small farm or homestead operation into a business? You grow the world's tastiest bacon and the most beautiful heirloom tomato around, but you don't have a local and reliable customer base built up yet? Do things like a social media presence and connecting with customers consistently seem overwhelming to you? This workshop is for you! Join us to discuss how to attract your ideal customers and to develop your own small farm marketing plan for 2023 and beyond.</p>	<p>BJ Edwards is a farm-based marketing enthusiast and owner/operator of Taste of the Wind LLC, based in Laramie, Wyoming. She runs a year-long meat CSA which includes products she raises along with products from other local farms. She markets her products and has customers all over the country. BJ loves helping other local farms develop and improve their marketing strategy as the basis for a profitable farm business.</p>
1 pm – 4:30 pm	Local Farm Tours	
5:30 pm	<p>Farm to Table dinner featuring locally grown products.</p> <p><i>Panel Discussion about the future of food in Wyoming</i></p>	Bunks BBQ

March 11		
7:30 am	Coffee and Fresh Pastries Networking	
8:15 am	Welcome and Keynote	Brad Tyndall, CWC President
Concurrent Sessions 9:30 am – 4:00 pm	Lean Management Principles Applied to Vegetable Production 3 hour virtual workshop	Ben Hartman of Clay Bottom Farm
	Financial Intelligence: We will look at a simple financial system to identify the most and least effective parts of your ranch business. We will also talk about what it takes to get from good financials to action that lead to greater profit.	John Haskell of Ranch Right, LLC
	Strategic Communication for Your Operation: What does it take to build a strategic communications plan that effectively delivers your message and brings in customers and dollars? Join us to learn about the communication planning process, communication strategies, and tips for success that you can implement right away.	Jennifer Weydeveld, Central Wyoming College Julie Daniels, UW Extension
	Calculating Break Even Price/Yield for your Operation: Breakeven describes the price or yield needed to cover cash costs for a particular enterprise. Earning more than breakeven levels of return is necessary for profitability. It is critical that enterprises be profitable for the overall farm/ranch to be profitable. Attend this session and learn how to calculate breakeven price and yield for your enterprise mix, as well as account for the risk involved.	John Hewlett, UW Extension
	Solar Energy on the Farm and Ranch: Range Solar will present practical solar purposes for the farm and ranch, including passive solar ideas. From 1 solar module to 100, batteries or not, solar can be useful in any operation	Stacey Schmid with Range Solar
	The Wyoming Food Freedom Act: LeAnn Miller and Melissa Hemken will review the Wyoming Food Freedom Act and how it relates to your producer-to-consumer food sales. They will also report on the current Food Freedom Act changes being considered in the state legislature and the Wyoming Department of Agriculture Consumer Health Service's inspection and regulation.	LeAnn Miller with Eat Wyoming Melissa Hemken, CWC Community Food System Specialist
	Profitable Poultry: Do your chickens pay their way? Whether keeping laying hens to sell eggs or raising meat birds to harvest for packaged chicken products, managing the flock as a business creates profitability. Melissa Hemken will talk about managing poultry for production capacity, including breeds, feed, coop designs, equipment and supplies. She will help you focus your goals for your flock, whether it's to provide your family with eggs and meat, or to generate business revenue.	Melissa Hemken of Melissahof Hatchery
	Making Money with Mushrooms	Daniel Stewart of High Country Fungus
	Professional Goat Browsing, Strategic Land Management Lani Malmberg founded and co-manages the longest running professional prescription goat grazing operation in the US. We are not in production agriculture. We do not sell for slaughter, so we value our	Lani Malmberg with Goat Green, LLC

March 11		
	<p>animals based on their behavior, gut memory, experience, genetics, and jobs memory. GG strategically manages mob browsing between 30 to 2,500 goats/herd, in all situations, small urban parks to expansive rangelands, with landowners' goals driving our management.</p>	
	<p>Managing Pastures to Reduce Feed Costs</p>	<p>Barton Stam, UW Extension</p>
	<p>Marketing Alternative Cuts of Meat</p>	<p>Amanda Winchester, Central Wyoming College</p>
	<p>Goat Dairy Are you interested in producing milk or making cheese from your livestock? Lindsey will discuss the trials and tribulations of starting your own farmstead creamery. She will highlight their journey producing cheese under the food freedom act and the process of opening the first and only Grade A goat dairy and Creamery in Wyoming.</p>	<p>Lindsey Washkoviak of Medicine Bow Creamery at Brush Creek Ranch</p>
	<p>Flower Farming and Floral Design Come to hear an unconventional business start-up approach discussion. We will listen to a success story of art teacher turned flower farmer at high elevation and rural farming. Questions welcome!</p>	<p>Brooke Seitz of Barefoot Brook</p>
	<p>Turning your Greens into Green Learn why hydroponics makes sense for Wyoming, principles of Lean Business Management, and strategies and methods for business to business sales (B2B).</p>	<p>Trent Koehn of Greybull Valley Produce</p>