

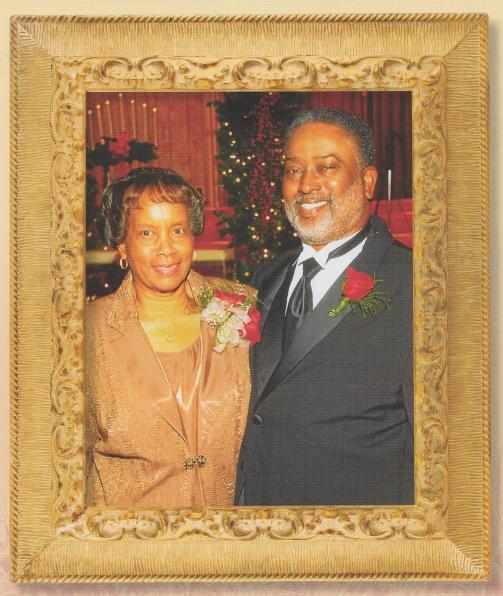
One Hundred Eighteenth Annual

CONFERENCE



February 17-19, 2010
Kellogg Hotel and Conference Center
Tuskegee, Alabama

2010 MERIT FARM FAMILY AWARD

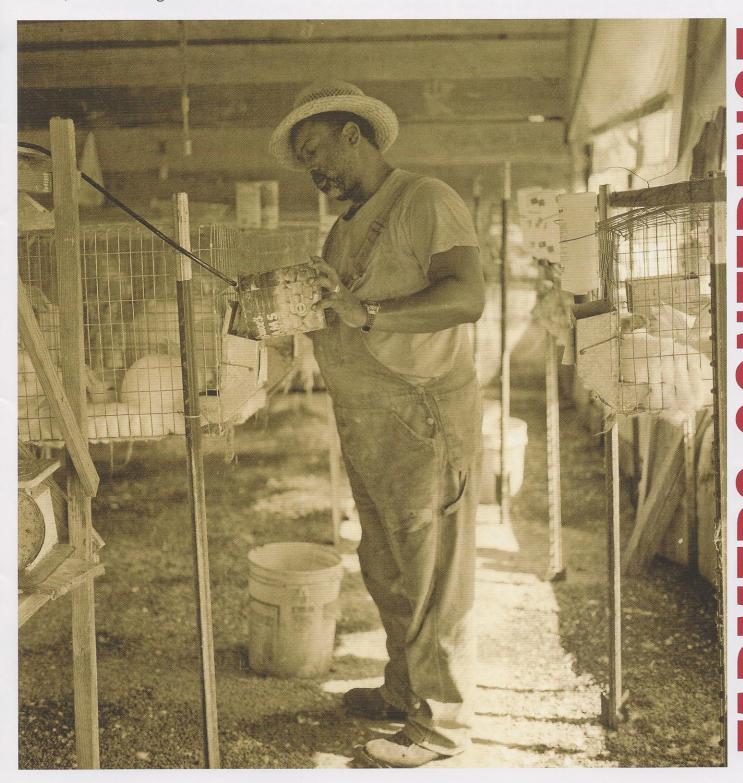


The Toice Goodson Family

Eutaw, Alabama

Gwendolyn Johnson, County Extension Agent Alfred Jackson, County Extension Agent Wanda C. Morrow, Secretary he first Farmers Conference was held at Tuskegee University on February 23, 1892. The purpose was to arouse public sentiment among the farmers and create a real interest in the common, mundane and practical affairs of life. The morning was spent identifying problems, while the afternoon portion of the conference focused on solutions. Today, this conference's main focus is still on the problems and solutions for small-scale farmers, landowners, and their communities in managing change in agriculture.

The objectives for this year are to (1) share up-to-date and evidence-based information relevant to small-scale farmers and landowners involved in production of traditional and alternative agricultural products; (2) create awareness about family health, nutritional challenges, and existing resources for rural families and (3) strengthen networks and partnerships that address problems of small-scale agriculture and rural communities with respect to local, national and global markets.



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WEDNESDAY, FEBRUARY 17, 2010

RISK MANAGEMENT WORKSHOP

9:00 a.m 12:00 p.m	Setup
9:00 a.m 5:00 p.m	ration
9:30 a.m 11:30 a.m Basic First Aid for Farm Families (Meeting Rooms D & E and Meeting Rooms Speaker: Benjamin Rackley	F & G)

Farm activities can sometimes be extremely dangerous. Working with heavy machinery, unpredictable animals, dangerous chemicals and routine farm activities increases the potential for injury. Safety education for the entire farm family is essential. This introductory basic first aid workshop will identify hazards unique to the farm and teach appropriate responses through scenario-based training.

Presiding:

Atheal Pierce Head, Program and Staff Development Cooperative Extension Program Tuskegee University

Lunch on your own

Presiding: William Hodge, Tuskegee University

Invocation: John Brown, President of Selma/Dallas County Small Farmers Association

Welcome: Charlotte Morris, Tuskegee University

Panel Presentations:

Small, limited-resource farmers and rural communities face a variety of marketing, production, and financial risks that impact their ability to be sustainable and to increase their profits. This panel of farmers will discuss ways that they are minimizing their risks and the steps they are taking to become better entrepreneurs and community leaders.

- a. New & Beginning Farmer **Speaker:** Rhonda Benton
- b. Experienced and Established Farmer

Speaker: Alphonso Hooks

c. Young Farmer

Speaker: Vernard Rogers

d. Female Farmer

Speaker: Gwen Lewis

e. Hispanic Farmer

Speaker: Luciano Alvardo

f. Non-Profit Organization

Speaker: Bob Melvin

Charge:

Walter Hill, Tuskegee University Ntam Baharanyi, Tuskegee University

Closing Remarks: Tasha M. Hargrove, Tuskegee University

3:00 p.m 3:30 p.m	Break & Sweet Potato Products Demonstration (Break Lounge)
	Tuskegee University's Food and Nutrition Department

Session A: Marketing On the Edge: Adding Value to Your Products (Meeting Rooms F & G)

Many small farmers are expanding their markets and increasing their profits by engaging in value-added processing. Hear from several small farmers who have achieved success and penetrated new markets by turning their farm products into wine, jams, jellies, cheese, snack products, sausage and other products.

Facilitator: Alfred Jackson

Panel Presentation:

- Courson Winery
- Carter Farms
- Bulger Creek Farms
- Happy Land Farms
- Southern Alternatives Agricultural Cooperative, Inc.

Session B: New Ways to Engage the Community (Meeting Rooms D & E)

Reaching new audiences and expanding your customer base can be both fun and challenging. New and innovative ways to engage the community and bring in customers to markets and community events will be discussed.

Facilitator: Jonell Hinsey, Tennessee State University **Speaker**: Barbara Canada, Tennessee State University

Session C: Opportunities for Small Farmers with USDA-NRCS (Meeting Room A)

The Natural Resources Conservation Service (NRCS) has a variety of programs that target small, limited-resource farmers. Learn what these programs are designed to do, if you are eligible, and how to apply.

Facilitator: Alice Love, USDA- NRCS **Speaker:** James Currington, USDA- NRCS

Session D: Grading Produce and Good Agricultural Practices (Meeting Room B)

This workshop will present information about good agricultural practices, food safety audit requirements, and new government regulations and laws. You will also learn the importance of grading your produce and enhance your grading skills.

Facilitator: Terend Jewell, Kentucky State University

Speaker: George Paris, Alabama Department of Agriculture and Industries

Session E: How do I Obtain a Copy of My Credit Report? (Computer Lab)

Participants will learn how to access their credit report and score. They will have an opportunity to print their credit report and sign up for individual credit management counseling.

Presenters: Gwen Harris, Tuskegee University

Gwen Johnson, Tuskegee University

Farm to School is a program that brings healthy food from local farms to children nationwide. This session will discuss opportunities for Alabama farmers to sell their products to local school systems.

Facilitator: Miles Robinson, Tuskegee University

Speaker: Melanie Payne, Child Nutrition Program Director Opelika, AL



SCHEDULF

Presiding: Alice Paris, Tuskegee University **Invocation:** Bobby England, Tuskegee University **Welcome:** John A. Williams, Tuskegee University

Introduction of Speakers: Robert Zabawa, Tuskegee University

Speakers: Resettlement Communities

9:30 p.m. - 11:30 p.m. Networking Session (The Ballroom)

THURSDAY, FEBRUARY 18, 2010

Session A: Developing the Leader within You (Meeting Rooms F & G)

Your organization's ability to grow is directly tied to your ability and desire to grow personally as a leader. If you want to reach new levels, expand your markets, and attract new customers you have to develop the leader within you. This hands-on-workshop will equip farmers and community organizations with the tools to enhance their leadership skills.

Facilitator: Alice Paris, Tuskegee University **Speaker:** Arturo Menefee, Auburn University

Session B: Developing a Strong Farmers Cooperative (Meeting Rooms D & E)

Cooperative marketing is the key to enhancing your profits and capturing bigger markets. Representatives from successful farmer cooperatives will discuss how they have minimized their risk, built strong mutually beneficial relationships, and energized their cooperative by working together.

Facilitator: Rhonda Benton

Speaker: Melbah Smith & Ben Burkett

Federation of Southern Cooperatives/Land Assistance Fund

Session C: Opportunities for Small Farmers with the USDA- Agricultural Marketing Service (AMS) (Meeting Room A)

The Agricultural Marketing Service (AMS) is responsible for developing grade standards for agricultural commodities, administering marketing regulatory programs, marketing agreements, orders, and making food purchases for USDA food assistance programs. Learn how these programs benefit small farmers and how you can apply.

Facilitator: Lenora Haynes

Speakers:

Orlando Phelps, Agricultural Marketing Service Robert C. Spann, Agricultural Marketing Service Byron Cole, Branch Chief, Agricultural Marketing Service

Session D: Building a Brand for Your Farm & Community Based Organization (Meeting Room B)

Learn how to develop, define, and effectively communicate your unique brand through marketing tools that work for your farm from print materials to web sites.

Facilitator: Candice Wright, Happy Land Farms

Speakers:

Andre Barbour, Barbour Farms Terend Jewell, Jewell Farms

Session A: Best Practices: Selling Produce at Farmers Markets (Meeting Rooms F & G)

At the farmers market, just as in any other retail environment, how you set up your "store", display merchandise, and interact with customers can improve (or ruin) your sales prospects. In this workshop, techniques to make booths visually appealing, keep products fresh and simple will be discussed.

Facilitator: George Paris,

Alabama Department of Agriculture & Industries

Speaker: Don Wambles, Alabama Farmers Market Authority

Session B: Tax Tips for Small Farms & Community Based Organizations

(Meeting Rooms D & E)

Learn about tax deductions, the benefits of itemizing your tax return, how to itemize, and steps to take now to save you money in 2010 from an expert tax consultant. Don't forget to sign up for an individual session.

Facilitator: Barbara Canada, Tennessee State University

Speaker: Roosevelt Goldsby, Selma, AL

Session C: Selling to Restaurants: How to Close the Deal (Meeting Room A)

This session will focus on identifying the best and most profitable markets for your farm, asking the right questions, negotiating the contract, understanding payment schedules, and inventorying your resources.

Facilitator: John Brown, Selma/Dallas County Small Farmers Association

Speaker: Ben Burkett, Indian Springs Cooperative

Session D: Understanding Your Credit Report & Score (Meeting Room B)

This session is design to provide information on the credit report, credit scoring, how to maintain a good credit rating, and how to prevent identity theft. Please bring a copy of your credit report. Don't forget to sign up for an individual credit management session.

Facilitator: Decetti Taylor, Tuskegee University

Speakers:

Gwen Harris, Tuskegee University Gwen Johnson, Tuskegee University

10:45 a.m. - 12:00 p.m. Concurrent Session IV

Session A: Farming in the Twenty - First Century: Are You Connected? (Meeting Rooms F & G)

Farmers who market directly to consumers have new tools to better connect with customers: Twitter, Facebook, blogs, and other social media outlets. Learn how farmers, farmer's markets and agricultural organizations are successfully using the internet to market themselves, expand their customer base, strengthen their brand, and advocate for agriculture.

Facilitator: Bobby England, Tuskegee University **Speaker:** Jonell Hinsey, Tennessee State University

Session B: Small Farm Survival: Recordkeeping & Business Planning

(Meeting Rooms D & E)

 Success in agriculture does not depend solely on the farmer's ability to raise crops. Farmers must become expert business managers and marketers to be successful. This workshop will expose farmers to record keeping systems and computerized accounting packages that will help them manage information in order to make informed decisions.

Facilitator: Luciano Alvardo, Palomo Farms

Speakers:

Terend Jewell, Kentucky State University

Andre Barbour, Barbour Farm

Session C: Marketing Your Meat Products (Meeting Room A)

Capturing more of the food dollar by selling directly to the consumer is a goal of many farmers. However, the challenges are much different if you are using direct marketing for you meat products compared to vegetables and fruits. Learn from two experienced farmers and a meat processor how to market your meat products.

Facilitator: George Hunter, Tuskegee University

Speakers:

Terell Hollis, Fort Valley State University

Candice Wright, Happy Land Farm

James Davis, North Carolina Department of Agriculture & Consumer Services & Davis Farm

Session D: Individual Tax & Credit Counseling Sessions (Meeting Room B)

Individuals must sign up!

"Getting to Know and Working with R.C. & D Councils in Your Community"

Presenters:

- Johnny Flowers, Chairman Alabama Association of Resource Conservation and Development Councils

- Charlie McAlpine, Coordinator Mid South R.C. & D. Council

Success Stories

A+ Marketing Cooperatives	J. C. Holt
R.C. & D. as a Tool for Economic Development	ew Williams
Eye Care Alabama	

2:00 p.m. - 4:00 p.m. What's On Your Mind?

Farmers Listening and Planning Session (Meeting Rooms D & E)

This session will provide an opportunity for farmers to discuss issues that are critical to them and develop a plan of action.

Presiding Rhonda Benton

2:00 p.m. - 5:00 p.m. Field Trips

- 1. Resettlement Community Tour (will depart at 9:15 a.m.)
- 2. Tuskegee University Vet School
- 3. Natural Resources Management Tour
- 4. Bio Fuel Production (Details below)

2:00 p.m. - 4:00 p.m. Natural Resources Management Tour

Site 1 Tuskegee National Forest Property, County Road 53, Tuskegee, AL

Site 2 Motley Lane, Tuskegee University

Presiding:

Ronald C. Smith Extension Forester Cooperative Extension Program Tuskegee University

2:00 p.m		
2:00 p.m 5:00 p.m		
Bio Fuel continues to be a prime opportunity for small scale family farmers to make their own fuel or add value to their crops. In addition, the crushing of oilseeds to make valuable food grade oils is growing in popularity among savy farmers. This workshop will include an overview of small scale bio diesel productionm as well as an introduction to oil seed crushing machines and techniques.		
6:30 p.m Thomas Monroe Campbell Memorial Banquet (Ballrooms A & B)		
Speaker		

FRIDAY, FEBRUARY 19, 2010

7:00 a.m 8:30 a.m	Breakfast with Land-Grant Administrators and Director (Ballroom)
9:00 a.m 2:00 p.m	Exhibits and Health Fair Open
9:00 a.m 10:15 a.m	Panel Discussion (Auditorium)

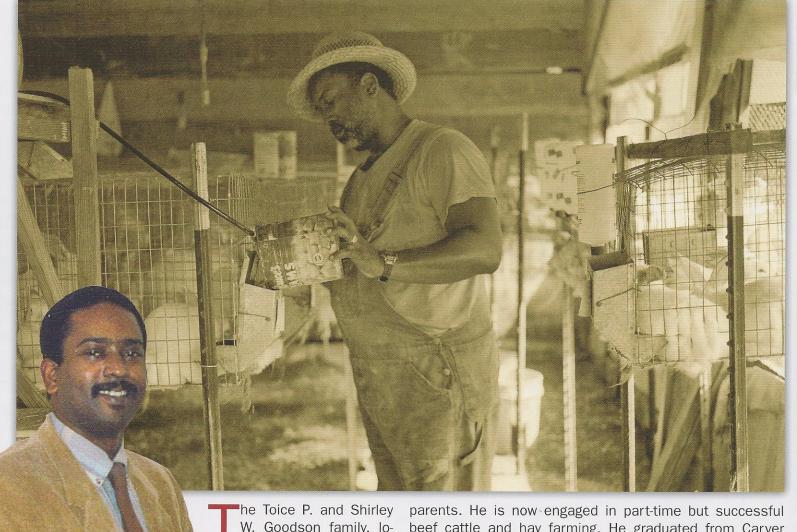
Opportunities and Information from Our Agency Partners

Presiding: Miles Robinson Small Farms and Technical Assistance Program (2501) Tuskegee University

Presenters:

- John Dasher National Agricultural Statistics Service Montgomery, Alabama - Vickie Lane Farm Service Agency Montgomery, Alabama - Steve Musser Natural Resources Conservation Service Auburn, Alabama - Clinton Harris Rural Development Montgomery, Alabama - Bob Montgomery Alabama Forestry Commission Montgomery, Alabama - Glen Zorn Alabama Department of Agriculture and Industries Montgomery, Alabama Questions and Answers

2010 Merit



W. Goodson family, located in Eutaw, Greene County, Alabama, has been recommended and selected as the 2010 Merit Farmer by the Tuskegee University Cooperative Extension Program. Toice receives some of his earnings from the family farm from the sale of cows and hay.

Mr. Goodson, born and raised in Mantua, Alabama, grew up on a farm with his

beef cattle and hay farming. He graduated from Carver High School in Eutaw, Alabama, and attended Mississippi Valley State University in Itta Bena, where he received the Bachelor of Science degree in sociology, and Alabama State University in Montgomery, AL, where he received the Master of Education degree in Adult Education. His off-farm employment has been at the GreeneTrack for 35 years, and he worked as a Mental Health Counselor for 25 years. Mrs. Shirley W. Goodson graduated from the Elmore County Public School in Wetumpka, Alabama, and received her Bachelor of Science degree in Elementary Education from Alabama State University in Montgomery, Alabama. Also, she received her master's degree in library science from Atlanta University in Atlanta, GA. She served 33 years as a public school educator and a high school media specialist.

Relative to Mr. Goodson's involvement in farming, he was

Harm Hamily The Toice Goodson Family



influenced by his father and grandparents. He has always been involved in the decision making process about land ownership in the family. The farm once consisted of 400 acres, but over time it has dwindled, due to family divide. He is now a fourth-generation farmer. Toice Goodson works 80 acres passed down through his family. In addition to cattle and row crops, Goodson experimented with alternative enterprises, raising rabbits for both the medical and food industries. After some years of this, he sold off his rabbits and the associated equipment, as the operation required an increasing amount of his time during critical planting and harvesting seasons. Still, Goodson believes that 'the market is good for rabbits...'" Some additional land has since been acquired.

The major factors that contribute to the success of the farm are: support from the family, hard work, and thrift. Mr. Goodson says he practices the philosophy of Mr. A. G. Gaston — save a part of everything that he makes.

Mr. Goodson says he is willing to adapt new ideas and practices to improve the farming operation. His proof was his cooperation with the Tuskegee University School of Veterinary and the Cooperative Extension Program in Live-





stock Management. He indicated that he and other farmers share information on common problems and concerns in farming.

The Goodson family also includes an adult son, Toice Lanier, and a daughter, Yolanda G. Marley.

The Goodson family belongs to the Mt. Sinai United Methodist Church, and Mr. Goodson serves as the church treasurer.

Remarks: Ntam Baharanyi Acting Administrator, Cooperative Extension Program and Interim Associate Provost

Tuskegee University

 10:15 a.m. - 10:30 a.m.
 Break (Auditorium Foyer)

 10:30 a.m. - 12:30 p.m.
 Concurrent Sessions

 12:30 p.m. - 2:30 p.m.
 Merit Farm Family Luncheon (Ballroom)

Speaker:

The Honorable Ron Sparks, Commissioner Alabama Department of Agriculture and Industries

CONCURRENT WORKSHOPS

Session 1: Livestock and Forages Management Strategies for Small Scale Farmers and Farm Families (Meeting Rooms D&E)

Small Farms throughout the Alabama Black Belt are working together to improve farm incomes through cooperative marketing. Youth are participating in projects that teach the knowledge, skills, and abilities needed to be successful in business, specifically agriculturally based businesses. The creation of a small farm marketing and packaging facility will enable even more opportunities for producers to supply a high volume of high value contracts. With guaranteed markets for key crops, producers can experiment with crop mixes and be entrepreneurial by adding value to the products they grow.

Moderator:

Uma Karki, Tuskegee University

Presenters:

How to Find Livestock Information in eXtension - Uma Karki Use of FAMACHA for Managing Internal Parasites of Goats - Nar Gurung Tannin Containing Forages, Parasite Control, and Animal Health - Byeng R. Min Feeding Management of Meat Goats - Sandra Solaiman Basic Breeding Tips for Sustainable Animal Industry - Wendell McElhenney

Session 2: Health Management Essentials for Small Scale Farm Families (Auditorium)

The focus of this session therefore, will be on preventable diseases that farmers can get from their livestock such as chickens, hogs, horses and other domestic animals. The session will also touch on essential nutrition and diets that would not make them become sick, obese or develop diabetes. The presentations will highlight what federal and state governments, and Tuskegee University Cooperative Extension Programs (TUCEP) is doing to help the public and the farmers in our counties.

- 1. Swine Influenza Pandemics: What you should know about it Lekan Ayanwale, Tuskegee University.
- 2. Our Immunization Status in Alabama? Tracy England, Director, Immunization Division. Outreach & Surveillance. RSA Tower, Montgomery, Alabama.
- 3. Healthy Lifestyle: A Community Based Approach to Cancer Risk Reduction Vivian Carter and Dr. Norma Dawkins, Tuskegee University.
- 4. What is government doing about some Chronic Diseases in the State of Alabama Allison L. Lance Cancer Prevention Program, Bureau of Health Promotion, RSA Tower, Montgomery, AL
- 5. Obesity: The National Task Force: Overview of the State Program Eunice Bonsi, Tuskegee University.

Session 3: Emerging Opportunities and Sustainable Agricultural Practices for Small Scale Farmers (Meeting Room B)

This session is designed to raise the awareness of emerging opportunities and sustainable agricultural practices for the farmers and land owners. These practices include the cultivation of medicinal and biofuel crops, and organic / Integrated Pest Management (IPM)

Moderators:

Leonard Githinji and Alphonso Elliott Cooperative Extension Program Tuskegee University

Presenters:

10:30 - 11:10: Medicinal Plants	Gene Hopper / Alphonso Elliott
11:10 - 11:25: Biofuels	Desmond Mortley
11:25 - 11:40: Organic practices	eonard Githinji / Joe Kpomblekou /
	Said Hamido
11:40 - 11:55 IPM	Franklin Quarcoo
11:55 - 12:20: Question and Answers	

Session 4: Responsible Strategies for Managing your Forestry Property (Meeting Room F&G)

This session is designed to raise the awareness of you, the farmer or landowner, about marketing timber and timber sales contracts. The landowner will learn the steps of marketing timber and timber sales contract writing. Other important information about timber marketing and timber sales contract writing will be covered.

Moderator:

George Hunter County Agent Tuskegee University Cooperative Extension Program

Presenters:

A Landowners Guide to Marketing Timber

Jerry Bettis
Extension Forester
Tuskegee University Cooperative Extension Program

Timber Sales Contracts

Ronald C. Smith
Extension Forester
Tuskegee University Cooperative Extension Program

Session 5: Strategies for Saving Money and Building Wealth (Meeting Room A)

This session is designed to raise awareness of the need to save money, reduce debt and build wealth. It will offer a great opportunity for families to take action by opening a savings account and getting into the habit of saving, including how to create and commit to a basic savings plan. Participants will be provided a myriad of savings-related resources from incentives banks have for encouraging low-to-moderate income customers to save, to helpful tips on selecting a certificate of deposit.

Moderator: Alice Paris - Tuskegee University

Presenter:

John E. Olsen Community Affairs Specialist Federal Deposit Insurance Corporation





HONORABLE PEBBLIN W. WARREN, 82nd District, was elected to the Alabama State House of Representatives in a special election held on March 8, 2005. She holds a B.S. degree in business administration and M.Ed. degree in personnel administration from Tuskegee University.

Representative Warren is an elder at Westminister Presbyterian Church in Tuskegee and serves on the board of directors of Aid to Inmate Mothers and Macon-Russell Community Action. She is a member of Delta Sigma Theta Sorority and the Tuskegee Area Chamber of Commerce.



HONORABLE RON SPARKS has served as Alabama's Commissioner of Agriculture and Industries since January 2003. Prior to being elected as Commissioner he was appointed in 1999 as the Assistant Commissioner and was responsible for the day-to-day operations of the department. He has served in the United States Coast Guard, graduated from Northeast Alabama Community College, and became one of the youngest County Commissioners in the State of Alabama. He is active in local community organizations and has served on several state boards such as the Alabama Secretary of State's Task Force and the Lt. Governor's Task Force.

T. M. CAMPBELL DISTINGUISHED LEADERSHIP AWARDEES

DALLAS COUNTY COMMISSION
GREENE COUNTY COMMISSION
THE HONORABLE PEBBLIN W. WARREN
THE HONORABLE MYRON PENN

SPONSORS

Cooperative State Research, Extension and Education Service Alabama Cooperative Extension System
State of Alabama, Department of Agriculture and Industries
State of Alabama, Farmer's Market Authority
Farm Service Agency, USDA
Natural Resource Conservation Service, USDA
Resource, Conservation & Development, USDA, NRCS
Rural Business-Cooperative Service, USDA (through the Rural Business and Economic Development Program)
USDA, Risk Management Agency
Sustainable Agriculture Research and Education (SARE)

PARTNERS

Alabama Forestry Commission Federation of Southern Cooperatives Forest Service, USDA Risk Management Agency, USDA (through Risk Management Education Project)

TUSKEGEE UNIVERSITY

Cooperative Extension Program
Continuing Education Program
College of Agricultural, Environmental and Natural Sciences
College of Veterinary Medicine, Nursing and Allied Health

COMMITTEES

Ntam Baharanyi, Chairperson

Risk Management Program: Chair - Tasha Hargrove,

Co-chair - Laniece Jackson

Miles Robinson, William A. Hodge, Conference Chairs **Program Committee:** N. Baharanyi, M. Robinson, Tasha

Hargrove, William Hodge, Alfred Jackson,

Merit Farm Family: W. Baldwin, W. Hodge, G. Paris, A. Pierce*

Conference Escorts: MANRRS, University Escorts,

Pre Vet Club, TUFANS

Transportation: All County Agents, R. Smith

Printed Materials: K. Craig*, V. Singleton, Y. Wright

Publicity & Promotion: All County Staff, K. Craig*, W. Hodge, J. McBride, T.U. Office of Marketing and Communications, Students:, Jeremy Hagans, Jamal Snell, Denice Custis Banquet & Luncheon: E. Bonsi*, J.McBride, V. Singleton Registration: N. Boyd, J. Brown, J. McBride*, V. Singleton, Y. Wright, C. Pollard, Students:, Jeremy Hagans, Jamal Snell,

Denice Custis

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Lenora Haynes*

Risk Management Education and Rural Business Development:

Y. Diabate*, G. Harris, Tasha Hargrove*

Audio Visual: ACES Communications Dept., W. Baldwin,

K. Craig*, D. Eaves, C. Pollard

Awards: N. Baharanyi*, V. Singleton

Exhibits/Vendors: J. Bartlett, W. Hodge, Miles Robinson, Students:, Jeremy Hagans, Jamal Snell, Denice Custis

Health and Wellness: L. Ayanwale, E. Bonsi

Forestry Management: Alabama Forestry Commission, M. Cole, Federation of Southern Cooperatives, W. Hodge,

Ron Smith*, Jerry Bettis

*Indicates Chairperson

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Tuskegee University is accredited by the Commission on Colleges of the Southern Association of Colleges and Schools to award doctoral, professional, master's and bachelor's degrees. Contact the Commission on Colleges at 1866 Southern Lane, Decatur, Georgia 30033-4097 or call 404-679-4500 for questions about the accreditation of Tuskegee University.

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