



News Release

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Farmers will glean production, market tips from Ashland FarmStarts seminar

(AMES, Iowa) April 4, 2019—To equip beginning farmers with the latest production, business and marketing knowledge for organic grain and dairy operations, National Farmers, on April 16, will host its free FarmStarts seminar in Ashland, Wisconsin, at Northland College.

Organic agriculture and the farm-to-table buzz pique the interest of producers today, and those are among the FarmStarts educational topics. These are the FarmStarts ag learning presentations:

— Organic Land Certification, David Hettenbach, certification specialist, [Nature's International Certification Services](#).

— Organic Farming Tips and Perspectives, John Tepoel, organic dairy and grain producer.

— Organic Crop Insurance, Corey Ertl, crop insurance agent, National Farmers Crop Insurance.

— Financial Planning and Management for Organic Grain Production, Dale Nordquist, associate director, [Center for Farm Financial Management](#), University of Minnesota.

— The Farm to Table Connection, Todd Rothe, manager, [Hulings Rice Food Center](#), Northland College.

— How to Market Organic Grains, Mike Schulist, organic grain marketer, [NForganics](#).

— Introduction to Organic Farmers Agency for Relationship Marketing, John Bobbe, executive director, [OFARM](#).

Producers can register online at nationalfarmers.com/farmstarts. The 9 a.m. April 16 FarmStarts seminar is part of a 36-meeting series in 11 states spearheaded by National Farmers, and partially funded by USDA's National Institute for Food and Agriculture. The Ashland, Wisconsin, FarmStarts workshop will be hosted at Northland College, 1411 Ellis Ave. The workshop will be held at the Ponzio Campus Center in the Alvord Theatre and lunch is provided.

"National Farmers has always focused on helping farmers, and with FarmStarts seminars, we give newer producers key information they need as they launch into or continue in farming," said FarmStarts Project Director Dave Reed. "Organic agriculture can offer beginning producers a way to cash flow without a large number of acres."

The educational day is designed for newer producers, who've been farming less than 10 years, or more precisely have filed fewer than 10 Schedule F tax forms. They can receive a \$200 stipend to cover travel costs, and expenses incurred while being off the farm for the day. Farmers of any experience level are welcome and beginning farmers may want to attend with those who they partner with in agriculture. Additionally, FarmStarts is relevant for farmers who are interested in learning more about transitioning from conventional to organic production. Producers with questions about the FarmStarts event may also call 515.598.4670.

National Farmers markets milk, livestock and crops for thousands of American agricultural producers. We offer six decades of experience representing farmers and ranchers, and grouping production from many ag operations, we help producers market together. National Farmers' experienced marketing professionals negotiate on conventional and certified organic farmers' behalf in cash and contract sales, establishing commodity sales terms with the farmers' interests in mind.

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