

## TENTATIVE AGENDA

### FINANCING WORKING LANDSCAPES SOVERMONT 2017

#### WHAT DOES YOUR BUSINESS WANT TO BE WHEN IT GROWS UP?

**Location:** Weston Playhouse at Walker Farm, Weston, VT

**Date:** Friday, October 20<sup>th</sup>, 8:30a-4:00p



8:30a - 9:00a *Registration with Coffee & Light Refreshments*

9:00a - 9:05a *Opening Remarks & Introductions / Sarah Lang, BDCC*

9:05a – 9:10a *Welcome from Representative Oliver Olsen (I- Windham-Bennington-Windsor)*

9:10a – 9:15a *Welcome from Secretary Anson Tebbetts (invited), Agency of Agriculture*

9:15a – 9:30a *Guest Speaker: Bob Hausslein of Sugar Bob's Smoked Maple Syrup (Invited)*

#### 10 minute break

9:45a – 10:30a *The Business Life Cycle: What does your business want to be when it grows up?*

Steve Paddock (SBDC), facilitator/opener

#### 15 Minute Break

10:45a– 11:30a *Panel: Where to go when you need financing/ Susan Mazza (SBA), facilitator*

VT Agriculture Credit Corp-VEDA

VT Farm Fund

Yankee Farm Credit

VT Community Loan Fund

Community Capital of VT

Working Lands Enterprise Initiative

VHCB- *Farm and Forest Viability Program*

11:30a – 12:15p *Break out with Capital Providers (Micro, Macro, Non-traditional)*

12:30p – 1:30p *Local Lunch*

1:30p – 3:30p *Breakout Session (Hands-on): What does your business want to be when it grows up?*

- **Development:** *Write it down. (VTSBDC Steve Paddock, UVM Extension Chris Lindgren, Working Lands Enterprise Initiative Noelle Sevoian)*
- **Startup:** *Selling your first \_\_\_! (INSTG8 RT Brown, Windham Grows Jim Verzino, VSJF Vermont Agriculture & Forest Products Development Program Geoff Robertson)*
- **Growth:** *How do move past selling at farmers markets, or should you? (VT Farm and Forest Viability Program Ela/Ian, MM Financial Group John Jacobi)*



- **Expansion:** Distribution, regional markets (USDA RD Ben Doyle, FoodConnects Richard Berkfield)
- **Succession:** Do you sell or do you pass it on? (Land for Good Mike Ghia, Vermont Employee Ownership Center Don Jamison)

3:30p - 4:00p Guest Speaker and Closing

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