

THE 13TH ANNUAL NORTH CAROLINA

MINORITY FARMERS
AND LANDOWNERS
CONFERENCE



North Carolina Central University
School of Law
640 Nelson Street
Durham, NC 27707

N. C. MINORITY FARMERS & LAND OWNERS, INC.

THE 13TH ANNUAL NORTH CAROLINA MINORITY FARMERS & LANDOWNERS CONFERENCE

June 20-22, 2017

SPONSORSHIP LEVELS CONFERENCE FUNDS RECEIVED

PLATINUM SPONSOR (\$5,000 & up)

USDA Natural Resource Conservation
Syngenta Crop Production, LLC
USDA Rural Development

GOLD SPONSORS (\$2,500 & up)

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Land Loss Prevention Project,

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Mr. & Mrs. Charles Reid, Farmer

IN-KIND CONTRIBUTIONS

Mt. Olive Pickle Company
NC Peanut Growers Association

EXHIBITS

Custom Ag Solutions
NC A&T State University, Cooperative Extension Program
**NC A&T Agribusiness, Applied Economics
& Agriscience Ed.**
**NC A&T State University, Cooperative Extension
AgrAbility Project Manager, NC A&T State University**
NC Agromedicine Institute
RAFI: Rural Advancement Foundation International
USDA – Farm Service Agency

North Carolina Minority Farmers and Landowners Conference

AGENDA

Tuesday, June 20, 2017

8:00 am	Conference Registration	
9:00 am – 9:15 pm	Welcome/Greetings from NCCU Chancellor	Room 100
9:00 am – 4:00 pm	Wills Clinic- NC Central School of Law	Great Hall

Services Provided:

- Last Will & Testament (basic wills only, no wills requiring trusts or other complex provisions)
- Durable Financial Power of Attorney
- Health Care Power of Attorney
- Living Will (Advance Directive for a Natural Death)

NC Agri-medicine Institute

- Services Provided
- Hearing screening
 - Health Assessment

9:15 am – 9:45 am	NC Hemp Dr. Tim Melton, NCSU	Room 100
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This presentation on Industrial Hemp will focus on the NC Industrial Hemp Pilot Research Program in NC, how it came about, rules, status, problems and immediate future. We will discuss some basics about hemp, but because it's never been grown in NC, we do not yet have information on profitability or agronomic recommendations.

9:50 am – 10:20 am	North Carolina Central University School of Law Program	
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10:30 am – 12:30 pm	Small Group Sessions [30 minutes each]	
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The following presenters will host topics in small groups. Each session will last 30 minutes and participants will attend the sessions in the order of your interest. Sessions are limited to the number of seats available in each room.

“Protecting Your Land, Growing Your Farm Business”	Moot Courtroom
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Land Loss Prevention Project

Co-presenters: Senior attorneys Jeff Jandura and Omari Wilson

“Protecting Your Land, Growing Your Farm Business”: The Land Loss Prevention Project will address succession planning, business entity formation as a tool for land preservation, foreclosure prevention, the importance of contract review, sustainable farm development highlights, farm and land leasing, heir property issues, and the use of trademarks for branding and marketing.

Thank You To All Of Our Sponsors

**Food Safety Modernization Act (FSMA) and
Good Agricultural Practices (GAP)**

Room 102

By Dr. Jimo Ibrahim and Joshia Addassi

The specific aim of this presentation is to educate Socially Disadvantaged and Small Scale Farmers, on the new food safety rules and regulations. This presentation will help farmers to understand and practice food safety and follow rules and regulations. The proposed rules on food safety will have a profound impact on small scale agricultural producers; therefore, it is extremely important for them to understand the rule and adopted it

**How to Handle Challenging Risk through Crop Ins.
By Custom Ag Solutions**

Room 200

Dealing with Risk in Agriculture is very challenging to say the least. USDA offers numerous programs to help with these risks. This presentation will outline these programs and how to incorporate these programs in your business plans.

**USDA Farm Service Agency Paula Nicholls, NC Farm
Loan Chief**

Room 100

Farm Service Agency will be discussing the portfolio of loan programs offered by FSA Farm Loans (Micro, Operating, and Ownership)

Coalition for Healthier Eating

Room 204

The Coalition for Healthier Eating will address the advantages associated to small socially disadvantaged farmers when they obtain a Conservation Plan and enroll in NRCS' cost-share programs. They will assist farmers in completing their 1200 form which is the first step in obtaining assistance from NRCS.

LUNCH Outside of Room 100

MAIN CONFERENCE

1:00 pm – 1:15 am

Welcome and Conference Overview

Room 100

1:15 pm – 5:00 pm

General Group Sessions

Sessions are divided into three focus tracts. Each tract will have various topics presented in the order they are listed. You may change rooms at the end of each presentation.

1:30 pm – 2:20 pm

Farm Safety

Room 100

***Jessica Wilburn*, NC Agri-medicine Institute**

Providing basic safety aspects that every farmer and farm workers should have knowledge of and practice. You are the #1 asset to your farm, because without you there may not be a farm

13th Annual
N. C. Minority Farmers and Land Owners Conference
NC Central University Campus, School of Law,
Durham, NC

Tuesday, June 20, 2017

Workshop -A -Glance

Workshop A

1:30 – 2:20

Room 100

Farm Safety

Moot Courtroom

Preserving Land Assets Keeping Forests Working and Benefiting Land-owners

Room 202

Tax Planning & Preparation

Workshop B

2:30 – 3:30

Room 100

Managing Cover Crops to Improve Your Farming System

Moot Courtroom

Direct Marketing - Where to Meet Your Customers

Room 202

Estate Planning

Workshop B

4:00 – 4:30

Room 100

NRCS Soil Health & Sustainability

Moot Courtroom

Agriculture Farm Land Preservation grants and Easements

Room 202

Navigating USDA Farm Service Agency

1:30 pm – 2:20 pm

**Preserving Land Assets Keeping Forests Working
and Benefiting Landowners**

Moot Courtroom

Sam Cook, Executive Director of Forest Asset for the N.C. State University College of Natural Resources and VP for the Natural Resources Foundation Board.

You need to attend this session if you have trees and/or crows growing or vacant land and it is family land. Too many of our people have lost or sold family land without knowing how to create residual income for future generations.

Accounting by the Tennie Group

202

The presentation on Tax Planning & Preparation will provide information in understanding structure and formation on entities such as Sole Proprietor, Limited Liability Companies (LLC), S-Corp, C-Corp, and Non-Profits, as it relates to taxation Only. including proper Internal Revenue forms that are required to file the entity and individual returns.

2:30 pm – 3:20 pm

***NRCS Managing Cover Crops to Improve Your
Farming System***

Room 100

David Lamm, National Soil Health Team, Leader

Cover crops are gaining in popularity, but to maximize the benefits you can gain from them you need to be able to answer some basic questions;

1. What are my goals for using cover crops?
2. What are the environmental constraints?
3. What is my timeframe to use them?
4. How much does it cost?

**Direct Marketing - Where to Meet Your Customers and
Keep Them!**

Moot Courtroom

By Laura Lauffer, Program Coordinator, Local Farms and Food NCA&TSU and Center for Environmental Farming Systems

Direct marketing considerations are an evolving element of smart business planning. How are you developing your relationships with your current and future clients? How are you creating your brand identity? What is your social media strategy? Direct marketing is about sharing your story to increase your market reach and improve sales.

2:30 pm – 3:20 pm

Estate Planning NC Mutual Insurance

Room 202

Leaders from NC Mutual will discuss the importance of protecting your wealth in an uncertain economic climate. Topics include:

Dream team members (tax attorney and financial advisor)

Maximizing what you leave behind

Determining protection strategies by asset

o Investment accounts

o Cash and bank accounts

o Retirement

o Real Estate

o Succession planning for your business

3:30 pm – 4:10 pm

Break and Exhibitor Time

4:20 pm – 4:50 pm

General Session Resumes

Room 100

NRCS Soil Health & Sustainability-

David Lamm, National Soil Health Team, Leader

Recent emphasis on Soil Health is getting farmers to look at soil as a vital living ecosystem that supports those soil functions necessary to produce food and fiber. In this session David Lamm, NRCS Soil Health Specialist, will cover the four basic principles of how you can improve nutrient cycling and water infiltration and availability on your farm.

Agriculture Farm Land Preservation grants and Easements.

Moot Courtroom

Dick Fowler, Field Staff ADFP.

Come learn about NC Department of Agriculture and Consumers Services can assist with persavation of family farms and development of agricultural plans and projects through grant funding.

Assist in the preservation of N.C.'s agricultural economy by providing grants to county governments and non-profit organizations for conservation easements, agricultural plans and development projects.

- Encourages the preservation of qualifying agricultural, horticultural and forestlands to foster the growth, development and sustainability of family farms.

Navigating USDA Farm Service Agency

Room 202

Robert Satterfield, NC Farm Program Chief

Mr. Satterfield will discuss the various steps needed to obtain a farm/tract number. He will also talk about the Non-Insurable Crop Protection – NAP (Free insurance coverage on fruits and vegetables for underserved groups) and Organic Certification Cost Reimbursement

5:00 pm – 5:30 pm

Conference Review and Pre-dinner presentation

Room 100

“Advancing the Success of Socially Disadvantaged Farmers and Ranchers”

The Socially Disadvantaged Farmers and Ranchers Policy Research Center at Alcorn State University will host a focus group for farmers and landowners to discuss their issues and concerns that can be addressed through agricultural policy. Farmers and other landowners are invited to share issues, concerns, and/or challenges that you may be experiencing in accomplishing your farming goals and objectives, especially if the issues have Farm Bill implications. One key objective of the Policy Center is to provide vehicles for socially disadvantaged farmers to speak with one voice in making recommendations to the current administration for Farm Bill implementation. Use this opportunity to provide input and share your recommendations.

5:45 pm

Dinner – Sponsored by the Socially Disadvantaged Farmers and Ranchers Policy Center at Alcorn State University

Directions from the North Carolina Central Law School to the Hyatt and Fairfield Inn.

Directions to Hyatt Hotel

Take Nelson Street to Lincoln Street

Turn Left on Lincoln Street

Turn Left on Cecil Street

Turn Right on NC-55 East (Alston Avenue)

Merge onto I-40 West

Take Exit 274 - Jordan Lake -NC 751

Turn Left on NC-751 South

Turn Right on Renaissance Parkway in front of the Hyatt

Directions to Fairfield Inn Hotel

Take Nelson Street to Lincoln Street

Turn Left on Lincoln Street

Turn Left on Cecil Street

Turn Right on NC-55 East (Alston Avenue)

Merge onto I-40 West

Take Exit 274 - Jordan Lake -NC 751

Turn Left on NC-751 South

Turn Left t on Renaissance Parkway

Turn Left on Leonardo Drive

Fairfield Inn Hotel on the Right

Wednesday, June 21, 2017

6:00 am - 7:30 am

Breakfast – Hotel

7:45 am

Board Buses (buses will leave promptly at 8:00 am)

8:00 am – 9:30 am

Tour Stop #1

Bus #1 Duke Forestry, 800 White Pine Dr., Durham, NC 27705

The DUKE FOREST is owned and managed by Duke University. It consists of over 7,000 acres of forested land and open fields in Durham, Orange, and Alamance counties. It has been managed for teaching and research purposes since 1931. The MISSION of the forest is to facilitate research that addresses fundamental and applied questions concerning forested and aquatic ecosystems and to aid in the instruction of students so that they will be informed citizens and effective stewards of our natural resources. The MANAGEMENT of the forest is guided by a comprehensive plan that promotes the Forest's academic mission while ensuring the protection of its natural resources.

Bus # 2 NC State Hill Forest at Slocum Camp, 915 State Forest Rd Bahama, NC

A snapshot tour of how NC State University College of Natural Resources Forest Asset Team practice Sustainable Forest Management on one of ten forests in our Natural Resources Foundation System.

10:00 am – 11:30 am

Tour Stop #2

**Taylor Fish Farm, an Indoor aquaculture farm, and Anathoth Garden
3221 Lonesome Rd. Cedar Grove, NC**

Taylor Fish Farm is a family owned business located in Cedar Grove NC. They supply nutritious Tilapia to Grocery stores, restaurants. and local Asian markets. Taylors Fish Farm has been highlighted on PBS the Flavor of North Carolina and other television shows.

Anathoth Garden is connected to Taylors Fish farm and was donated by Mr. Taylors mother. The five (5) acres of land provide 187 families

Two presentations

10:30 am - 11:00am

Value Added producer grant – 3604 Lees Chapel Road, Cedar Grove 27231

Lyn Millhiser Business & Cooperative Specialist (Repeated for each tour group)

11:10 am – 11:40 am

The Value-Added Producer Grant Program provides grant funding to farmers and farmer groups that are positioned to enter value-added activities utilizing agricultural commodities grown by the farmer applicant. A minimum 1:1 match amount is required. Both grant funds and matching contributions must be used for eligible purposes directly related to the processing and marketing of value-added products. Funds are available for both economic planning and working capital purposes. Come to the presentation and learn more!

11:45 am – 1:00 pm

LUNCH

@ Lees Chapel Missionary Baptist Church,
3604 Lees Chapel Road, Cedar Grove 27231

1:15 PM – 2:15 PM

Provost Family Presentation

Wenceslaus Provost Jr.(June) is a fourth-generation sugarcane farmer from New Iberia, La. In 2008, Mr. Provost purchased his father's nearly 5000-acre farm, and by 2014 he and his wife, Angela Provost, each cultivated sugar crops in South Louisiana. Once elected Iberia Parish's Farm Bureau Young Farmer of the Year, and recently completing the DuPont Young Leadership program, the Provosts seek sustainability in farming. Although, adversities of obtaining proper funding and resources have presented unfair hardships, the couple is prayerful and optimistic they will ultimately reach their goals in agriculture.

2:45 pm

BOARD BUS

3:30 PM – 4:45 PM

Tour Allied Organics,

Farmers Tom and Linda Savage, 609 Whitmore Road, Hurdle Mills, NC

Allied organics is a small family owned farm, growing mainly vegetables and mushrooms for sale at our farm. They also sell in season at local Person County and Caswell County Farmers Markets. The Allied Organics motto and goal is to grow "Healthy Foods for Healthy Living" without sacrificing quality for the hard work and efforts required to do so. All crops are grown without the use of pesticides, herbicides or fungicides. Crop rotations and cover crops are used to maintain soil health. Their aim is to be an asset to our environment and those around us.

In addition, Allied Organics is also an 'Agri-tourism' farm, where we host family reunions, church events, corporate functions and other community oriented events. They host an annual "Country Christmas with Santa" event on the farm in support of vendors who grow, make or re-create their own items for sale.

"Come out, eat healthy and grow with us!" – Allied Organics

4:45 PM

BOARD BUS

5:30 pm

DINNER

@ Union Grove Baptist Church, 3081 Union Grove Church Road

Thursday, June 22, 2017

6:00 am – 7:30 am	Breakfast – Hotel	
8:00 am – 12:30 pm	Greetings and Conference Overview	Hotel Conference Room
8:30 am – 9:15 am	AGRITOURISM - Considering welcoming visitors to your farm?	Hotel Conference Room
	<p>Inviting guests to your farm helps you diversify your operation and steady the revenue stream. Get your questions answered about designing, marketing and successfully growing your agritourism ideas. This introduction to Agritourism will provide you with best practices and critical success factors as you explore the possibilities of welcoming the visitors to your farm.</p>	
9:20 am - 10:00 am	Farmzie – Your Mobile Market Place	
	<p>Farmzie helps farmers market their products to anyone who wants to buy them. Farmzie automatically handles 80% of your marketing needs while recoding your business data to make it easy to find. Farmzie’s technology has been in development since 2008 when its previous version, coined “Farmers Fresh Market” made waves winning The Purpose Prize. Farmzie is a new way to look at your food supply. We’ve partnered with thousands of farms to create a network of real-time food supply which you can tap into regardless of who you are or where you are.</p>	
10:00 am – 11:30 am	Break and Hotel Check out	
10:45 am – 11:30 am	Romr by Brian Gullette	Hotel Conference Room
	<p>Romr is a new online marketplace for temporary access to private land for outdoor recreation: from hunting, fishing, and atv-riding to camping, off-leash pet play, hiking, foraging, drone flying and more. Landowners list the location, acceptable uses, pricing and other rules of access to their property. Users search for and book reservations to places nearby that are appropriate for their desired activity, agreeing to the owners’ terms, signing a liability waiver and paying for each visit. Landowners make money by hosting respectful users who seek the flexibility and exclusivity offered by private property. Both are protected by blanket liability insurance and transactions are automated via electronic communication and payment processing.</p>	
12:30 pm	Conference wrap up	

ADJOURN

Safe Travels



Farm Bill

Conservation Programs Quick View



Overview

The **Environmental Quality Incentives Program (EQIP)** provides financial and technical assistance to agricultural producers in order to address natural resource concerns and deliver environmental benefits such as improved water and air quality, conserved ground and surface water, reduced soil erosion and sedimentation or improved or created wildlife habitat.



Overview

The **Conservation Stewardship Program (CSP)** helps agricultural producers maintain and improve their existing conservation systems and adopt additional conservation activities to address priority resource concerns. Participants earn CSP payments for conservation performance—the higher the performance, the higher the payment.



Overview

The **Agricultural Conservation Easement Program (ACEP)** provides financial and technical assistance to help conserve agricultural lands and wetlands and their related benefits. Under the Agricultural Land Easements component, NRCS helps Indian tribes, state and local governments and non-governmental organizations protect working agricultural lands and limit non-agricultural uses of the land. Under the Wetlands Reserve Easements component, NRCS helps to restore, protect and enhance enrolled wetlands.



Overview

The **Regional Conservation Partnership Program (RCPP)** promotes coordination between NRCS and its partners to deliver conservation assistance to producers and landowners. NRCS provides assistance to producers through partnership agreements and through program contracts or easement agreements. RCPP combines the authorities of four former conservation programs – the Agricultural Water Enhancement Program, the Chesapeake Bay Watershed Program, the Cooperative Conservation Partnership Initiative and the Great Lakes Basin Program. Assistance is delivered in accordance with the rules of EQIP, CSP, and ACEP; and in certain areas, the Watershed Operations and Flood Prevention Program.

5

Steps to Assistance

How to Get Assistance from NRCS for Farms, Ranches and Forests

1 PLANNING

Visit your local NRCS field office to discuss your goals and work with staff on a conservation plan.

2 APPLICATION

With the help of NRCS, complete an application for financial assistance programs.

3 ELIGIBILITY

Find out if you're eligible for NRCS' variety of financial assistance programs.

4 RANKING

NRCS ranks applications according to local resource concerns.

5 IMPLEMENTING

Put conservation to work by signing a contract and implementing conservation practices.

Get Started with NRCS

Do you farm or ranch and want to make improvements to the land that you own or lease?

Natural Resources Conservation Service offers technical and financial assistance to help farmers, ranchers and forest landowners.

1 Planning

To get started with NRCS, we recommend you stop by your local NRCS field office.

We'll discuss your vision for your land.

NRCS provides landowners with free technical assistance, or advice, for their land. Common technical assistance includes: resource assessment, practice design and resource monitoring. Your conservation planner will help you determine if financial assistance is right for you.

2 Application

We'll walk you through the application process. To get started on applying for financial assistance, we'll work with you:

- To fill out an AD 1026, which ensures a conservation plan is in place before lands with highly erodible soils are farmed. It also ensures that identified wetland areas are protected.
- To meet other eligibility certifications.

Once complete, we'll work with you on the application, or CPA 1200.

Applications for most programs are accepted on a continuous basis, but they're considered for funding in different ranking periods. Be sure to ask your local NRCS district conservationist about the deadline for the ranking period to ensure you turn in your application in time.

3 Eligibility

As part of the application process, we'll check to see if you are eligible.

To do this, you'll need to bring:

- An official tax ID (Social Security number or an employer ID)
- A property deed or lease agreement to show you have control of the property; and
- A farm tract number.

If you don't have a farm tract number, you can get one from USDA's Farm Service Agency. Typically, the local FSA office is located in the same building as the local NRCS office. You only need a farm tract number if you're interested in financial assistance.

4 Ranking

NRCS will take a look at the applications and rank them according to local resource

concerns, the amount of conservation benefits the work will provide and the needs of applicants.

5 Implementing

If you're selected, you can choose whether to sign the contract for the work to be done.

Once you sign the contract, you'll be provided standards and specifications for completing the practice or practices, and then you will have a specified amount of time to implement. Once the work is implemented and inspected, you'll be paid the rate of compensation for the work if it meets NRCS standards and specifications.

USDA is an equal opportunity provider and employer.

To find out more, go to: www.nrcs.usda.gov/GetStarted



**Country Christmas with Santa
Allied Organic Farms**

**Date TBD (possibly 4th or 11th of Nov. 2017)
3:00pm – 7:00pm**

**Admission is FREE (donations accepted)
Sleigh rides: \$2 per adult/child**

**Come and enjoy vendors, food, music, Santa,
and plenty of holiday cheer!**



**609 Whitmore Road
Hurdle Mills NC 27541
tsavage2@yahoo.com - 336-364-1253**



February 11th -13th, 2018

North Carolina Agritourism Networking Association
Farm Tour & Conference
Marriott Downtown | 425 N. Cherry Street | Winston Salem, NC

**You asked.
This Conference delivers!**

**Meet.
Tour.
Learn.**



Welcoming Visitors to Your Farm?

Discover emerging trends with others who are just as passionate as you are about welcoming visitors.

Sessions for those new to agritourism and for more experienced farms inviting the public.



North Carolina Agritourism Networking Association Inc is a 501(c)(3) - non profit organization

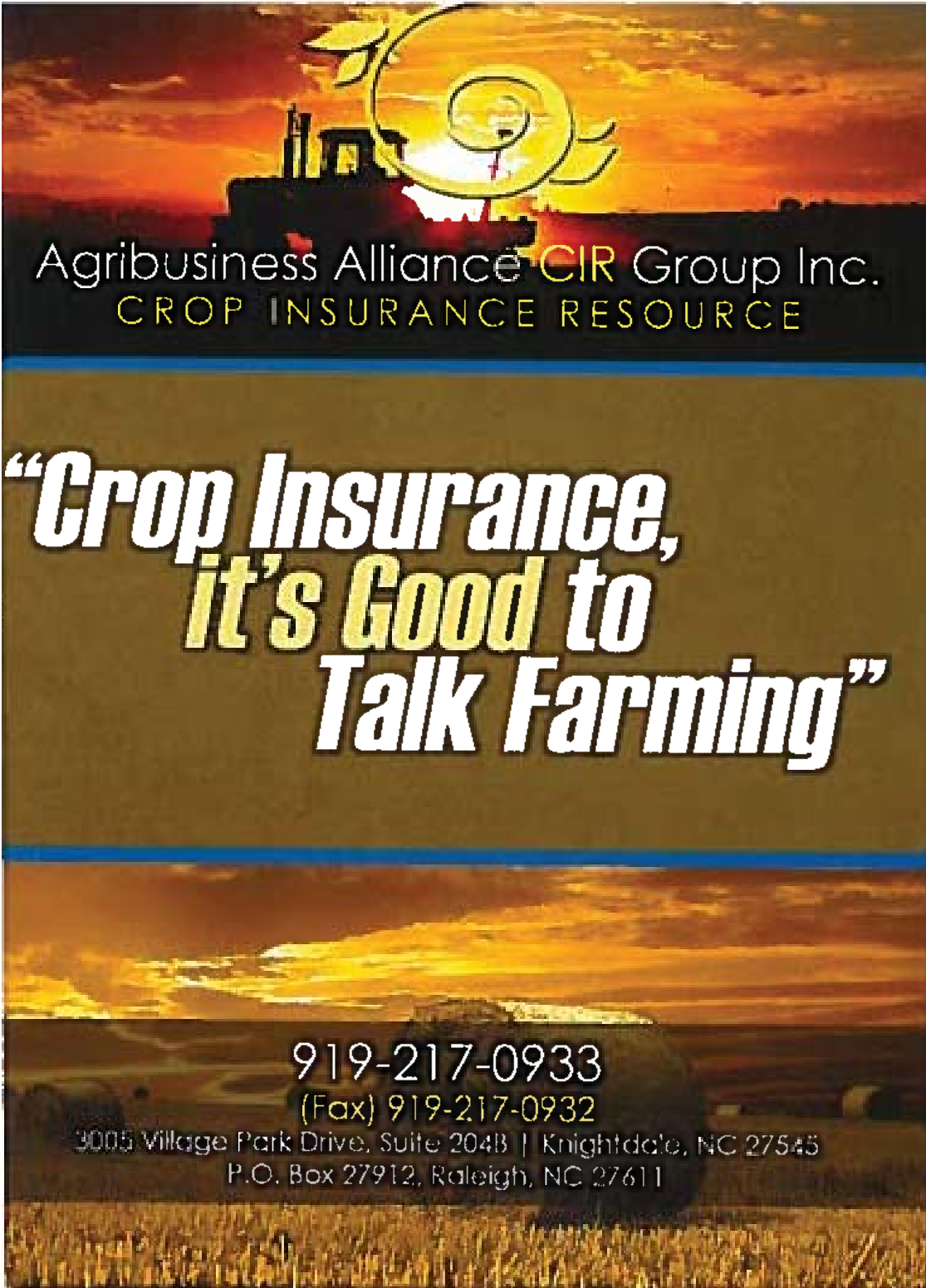
**North Carolina Agritourism Networking Association
Farm Tour & Conference
Marriott Downtown | 425 N. Cherry Street | Winston Salem, NC**



Your Conference Contacts:

Chris Mills | 919-639-4848 | ncana.chris@gmail.com
Annie Baggett | 919-707-3120 | annie.baggett@ncagr.gov

1240 White Memorial Church Rd.
Willow Spring, NC 27592

The background of the entire page is a photograph of a rural landscape at sunset or sunrise. The sky is filled with vibrant orange and yellow clouds. In the foreground, there is a field of golden-brown crops, possibly corn. In the middle ground, there are several large, round hay bales. The overall scene is peaceful and evokes a sense of the agricultural industry.

Agribusiness Alliance **CIR** Group Inc.
CROP INSURANCE RESOURCE

***“Crop Insurance,
it’s Good to
Talk Farming”***

919-217-0933
(Fax) 919-217-0932
3005 Village Park Drive, Suite 204B | Knightdale, NC 27545
P.O. Box 27912, Raleigh, NC 27611

