MARCH 2-4, 2017
Danville, Indiana

Indiana Small Farm Conference

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Thank You to Our Sponsors

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Cover photos courtesy of Laura Johnson
On behalf of Purdue Agriculture, Purdue Extension, and Agricultural Research at Purdue, we are delighted to welcome you to the 5th Annual Indiana Small Farm Conference! We’re honored to host this three-day event that can help you advance small-farm production and profitability.

Through Purdue Extension and Agricultural Research at Purdue, the Purdue College of Agriculture proudly serves a diversity of Indiana farms, and it’s exciting to see so much growth among small and urban farms. Futures are certainly bright in these areas. Our researchers and Extension specialists continue leading-edge scientific work in these highly entrepreneurial aspects of Indiana agriculture. Meanwhile, Extension educators deliver programs to producers like you, along with industry experts and other small-farm owners.

Key conference sessions will address starting a small farm in Indiana, financial tools for successful farms, on-farm food safety, hops production, direct marketing, and much more. New this year is an Urban Agriculture Tour where you will visit a school-based livestock project, a commercial hydroponic farm, and a commercial market farm. With so much variety, we’re confident you will pick up many beneficial ideas to immediately implement in your operation.

After the conference, we encourage you to tap into additional small-farm resources, and remain up-to-date on the work of our campus Extension specialists and researchers, by visiting your county Extension office, Purdue Extension’s website (extension.purdue.edu), Purdue Extension’s Small Farm website (purdue.edu/dffs/smallfarms), or Agricultural Research at Purdue’s website (ag.purdue.edu/arp). If you have programming or research suggestions, please fill out a conference evaluation form, visit with a Purdue Extension staff member at the conference, or contact your county Extension office.

Also, a special thanks to all members of the conference’s steering committee and all those who worked hard to gather many people with a passion for small farms. We appreciate the many roles you play in championing Indiana’s small-farm success. Have a great conference!

Cordially,

Jay T. Akridge, Ph.D.
Glenn W. Sample Dean of Agriculture, Purdue University

Karen Plaut, Ph.D.
Senior Associate Dean
Director, Agricultural Research

Jason Henderson, Ph.D.
Associate Dean
Director, Purdue Extension

Agricultural Administration Building ■ 615 West State Street ■ West Lafayette, IN 47907-2053

Purdue University, Indiana Counties and U.S. Department of Agriculture Cooperating, An Affirmative Action/Equal Opportunity Institution
Welcome to the fifth annual Purdue Extension Indiana Small Farm Conference!

This conference is made possible through the generous support of the Indiana State Department of Agriculture and our sponsoring organizations listed throughout the program booklet.

We want to express a special thanks to Dr. Jay Akridge, Glenn W. Sample Dean of Agriculture, Dr. Karen Plaut, Director of Agricultural Research, Dr. Jason Henderson, Director of Purdue Extension, and Dr. Michael Schutz, Assistant Director of Agriculture and Natural Resources for supporting small farms and sustainable agriculture educational program efforts.

A big thank you is owed to Chef Lali Hess of The Juniper Spoon, for once again stepping up and helping us with our meals and snacks for the conference and to Steve Patterson and the staff of the Hendricks County 4-H Fairgrounds and Conference Complex.

It is hard to believe we’re already celebrating our fifth annual conference together. We are confident that this year’s program will once again serve as a valuable educational and farmer-to-farmer networking opportunity for you, the growing Indiana small farm community!

Registration Information

The registration desk is just inside the entrance. The registration desk will be open:
Friday: 8:00 a.m.—10:00 a.m.
Saturday: 8:00 a.m.—10:00 a.m.
Please note: Name tags must be worn at all times.

Trade Show Information

The trade show in Exposition Hall has the following hours:
Friday: 11:00 a.m.—7:00 p.m.
Saturday: 8:00 a.m.—1:30 p.m.

On Friday evening from 5:30—7:00 p.m., please join our trade show exhibitors in the Exposition Hall for the Keynote Reception immediately following Elliot Coleman’s talk.

Should You Have Further Questions

Please Contact Michael O’Donnell
Email: modonnel@purdue.edu
Phone: (765) 284-8414
Web: https://www.purdue.edu/dffs/smallfarms/about-us/
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| 9:00–11:00 | **TOOLS AND INNOVATION ON SMALL FARMS**  
Collin Thompson  
Eliot Coleman | **IDENTIFYING AND ENHANCING GOOD GARDEN BUGS ON SMALL FARMS**  
Dr. Mary Gardiner | **FINANCIAL TOOLS FOR SUCCESSFUL FARMS**  
Dr. Ariana Torres |
| 11:00–12:00 | **TRADE SHOW BREAK**  
Exposition Hall  
(Trade Show open 11-7) | **Trade Show Demo**  
Smartphone Crop Sensing Technologies,  
Dr. Krishna Nemali  
**Book Signing**, Dr. Mary Gardiner | **Consulting Corner—Classroom E**  
Sam Smith,  
Farm Business Specialist |
| 12:00–1:30 | **NETWORKING LUNCHEON**  
North and South Hall  
Lunch catered by The Juniper Spoon |
| 1:30–3:30 | **IMPROVING SEASON EXTENSION EFFICIENCIES**  
Collin Thompson | **RE-BUILDING REGIONAL FOOD SYSTEMS FOR STAPLE CROPS IN THE MIDWEST**  
Bill Davison | **POULTRY NUTRITION AND DISEASE**  
Dr. Geoffrey Lossie  
**Egg Handling, Washing, & Storage**  
Dr. Darrin Karcher | **BUSINESS TUNE-UP FOR EXPERIENCED GROWERS**  
Sam Smith |
| 3:30–4:30 | **TRADE SHOW BREAK**  
Exposition Hall | **Trade Show Demo**  
Cover Crop Tips and Techniques,  
Dan Perkins | **Consulting Corner—Classroom E**  
Dr. Darrin Karcher & Dr. Geoffrey Lossie  
**Information Session—Conf. Rooms**  
Solar Dehydration Project |
| 4:30–5:30 | **KEYNOTE SESSION** – North and South Hall  
*Plant Euology: A New Approach to Pests in Agriculture*  
Eliot Coleman, Four Season Farm |
| 5:30–7:00 | **EVENING RECEPTION** with the Indiana Chapter of National Young Farmer Coalition  
Exposition Hall  
**Book Signing**, Eliot Coleman  
Light fare and cash bar catered by The Juniper Spoon |
| 9:00am–4:30pm (Classroom F) | **Documentary Screening—*The Market Gardener’s Toolkit***: An educational documentary featuring J.M Fortier, small-scale vegetable grower and author of The Market Gardener, will be screened repeatedly on Friday and Saturday |
2017 Indiana Small Farm Conference Sessions

Friday, March 3

Tools and Innovation on Small Farms
Collin Thompson, The North Farm, Michigan State University
Eliot Coleman, Four Season Farm

Having the right tools for the job is essential, but sometimes those tools don't yet exist. This session will discuss the design process for farm tools and equipment, empowering growers to build, hack, and refine tools to maximize efficiency on their farms. We will cover several examples of tools that we have built to address issues on our farms and discuss their impact.

Improving Season Extension Efficiencies
Collin Thompson, The North Farm, Michigan State University
Fine tuning season extension production strategies can increase revenue and quality of life. This session will cover systems, technologies, and tools that can help improve production in high tunnels and hoop houses.

Identifying and Enhancing Good Garden Bugs on Small Farms
Dr. Mary Gardiner, The Ohio State University

In this presentation you will learn how to identify the vast diversity of arthropods at work controlling pests in home gardens and small farms. We will also focus on how to increase the abundance of these good bugs to promote sustainable pest control.

Re-Building Regional Food Systems for Staple Crops in the Midwest
Bill Davison, University of Illinois Extension

Bill will discuss his work with the Grand Prairie Grain Guild. He works with a diverse coalition of partners from across the Midwest to re-build viable regional food systems. We are taking a systems-level view and working to develop solutions that address the root causes of the challenges we face. We are building trusting relationships, cooperative business models, opening up new markets, breeding open-pollinated open-source varieties of staple crops, and educating consumers about the benefits of whole food sourced directly from farmers. Our goal is to develop diverse crop rotations based on resilient crops that thrive in low input systems, and direct marketing of the products allows farmers to capture a larger portion of the food dollar.

Poultry Nutrition and Disease
Dr. Geoffrey Lossie, Purdue University College of Veterinary Medicine

Dr. Lossie will cover a number of basic, but essential topics related to poultry health and management. The importance and implementation of proper biosecurity will be discussed as well as the 10 most common diseases seen in backyard/small commercial poultry operations and how to treat/prevent them from occurring in your flock.

Financial Tools for Successful Farms
Dr. Ariana Torres, Purdue University

In this presentation you will learn about key financial tools and how to use them to make strategic choices in your farm business. We will also focus on how these tools add value to your farm business, enabling you to achieve long-term economic viability.

Business Tune-up for Experienced Growers
Sam Smith, Farm Business Specialist, Intervale Center

This session is for established farmers who are wondering about the next steps for their business. Topics will cover include scaling-up, enterprise analysis, and evaluating new opportunities. We will also discuss the need for a concrete, long-term farm business strategy with an “exit” plan.

Book Signings

Dr. Mary Gardiner’s Beneficial Garden Bugs and Eliot Coleman’s The Winter Harvest Handbook, Four Season Harvest, and The New Organic Grower will be available for purchase on Friday.

Dr. Mary Gardiner will be available for signing from 11-noon in the Exposition Hall. Eliot Coleman will be available for signing from 5:30-7:00.

Demo Sessions—Trade Show

11:15-11:45 a.m.
Smartphone Crop Sensing Technologies
Dr. Krishna Nemali

Dr. Nemali will share information on using Smartphone connected sensors in controlled environment agriculture.

3:45-4:15 p.m.
Cover Crop Tips, Techniques and Demo, Dan Perkins

Dan dreams about cover crops, practices cover cropping on his own farm, and works as a Certified Crop Advisor on over 25,000 acres of cover crops with row crop farmers. Come to hear and see tips, techniques, and tools for seeding cover crops on your small or large farm. Q&A format after demos.

Consulting — Classroom E

11:15-11:45 a.m.
Sam Smith

Have questions about your farm business plan, scaling-up, or exploring new enterprises? Bring your questions to this consulting corner opportunity with Sam Smith, Farm Business Specialist at the Intervale Center.

3:45-4:15 p.m.
Dr. Darrin Karcher and Dr. Geoffrey Lossie

Have questions about your poultry enterprise? Bring them to this consulting corner opportunity with an Extension Poultry Specialist and a Poultry Veterinarian.

Information Session—Conference Rooms

3:30-4:15 p.m.
Indiana and Georgia study on the feasibility of value-added solar drying of specialty crops for small growers, Dr. Klein Ileleji

There is a growing market for sun-dried specialty crops (fruits, vegetables, nuts, herbs, etc.) with a global demand of over $5 billion, of which over $1.5 billion is in the United States alone. This session introduces specialty crop growers to a recently funded USDA-NIFA project on solar drying of specialty crops using a high efficiency solar dehydration developed at Purdue, in order to produce a high-value sun-dried product.
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<td>Maximizing Profit per Acre</td>
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<td>Scaling-Up and Scaling-Back: A Farmer Discussion SARE Showcase: Opportunities and Happenings in Indiana FSA Overview: What Growers Should Know About Loans, Non-Insured Crop Disaster Assistance Program, and More Managing a Successful Family Business: Strategies and Tools</td>
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Veggie Compass: A Tool to Help You Track Costs of Production and Profitability by Crop and Market
John Hendrickson, University of Wisconsin-Madison Center for Integrated Agricultural Systems

Most diversified vegetable growers produce many different crops and sell through a variety of market channels, such as farmers’ markets, roadside stands, CSA, and wholesale. This complexity makes determining the profitability of all crops a significant challenge. Veggie Compass is a free spreadsheet program designed to help vegetable growers determine cost of production and profitability by crop and by market. John Hendrickson helped develop Veggie Compass and will use this webinar to explain how it can be used to actively manage for profit. He will discuss the data needed to use Veggie Compass, record keeping tips and tools, and the lessons he and his colleagues have learned from working with growers on Veggie Compass. He will also share success stories from growers who have used Veggie Compass to improve their financial performance.

Season Extension with Storage Crops
John Hendrickson, UW-Madison

Demand for local, organic produce does not begin and end with the frost-free growing season! CSA members, farmers’ market customers, retail store produce buyers, and chefs want local produce 365 days a year. While hoophouses extend the growing season and continually forge new relationships, it is a job in and of itself! Simon has over 10 years of experience working with many thousands of farms across the U.S., Canada, and internationally on farm marketing, with a special emphasis on the role of CSA is economically healthy small and medium scale farms. In this session, Simon will cover a lot of topics: the future of CSA farming, how to better engage and serve your customers, online marketing techniques and more.

Balancing Farm and Family on a Small Acreage Farm
Dr. Tamara Benjamin with: Jeff & Zach Hawkins, J.L. Hawkins Family Farm, North Manchester, IN Sara O’Donnell, Pinehurst Farm, Daleville, IN Dan & Julie Perkins, Perkins Good Earth Farm, DeMotte, IN

Balancing tasks around the farm with your family responsibilities can be challenging. Throw in an outside part time or full time job and you can feel overwhelmed. A panel of farmers who are all working towards finding a more balanced life will share some of their strategies with you and discuss how getting their family involved helps to maintain cohesion on their farm.

Managing a Successful Family Business: Strategies and Tools
Dr. Maria Marshall, Purdue University
Dr. Marshall will discuss tools available from Department of Agricultural Economics that will help small farms manage their business more successfully. The focus is on strategic planning and increasing sustainability.

Cultivating Customers: Direct Marketing and CSA Management
Simon Huntley, Small Farm Central

Selling farm direct-to-consumer has many advantages, but it also comes with many challenges that cannot be fixed by simply working longer in your fields. To sell via farmers markets, retail farm markets, and through a CSA, you must have intimate knowledge of your customers, start a conversation with them through your marketing, and continually forge new relationships. Blaine believes that providing a fertile seedbed for human creativity and freedom of entrepreneurial expression has been the single most important step their farm has taken to increase the overall effectiveness of their operation. Blaine will leave you with three keys that you can take home and begin to apply on your operation.

Keynote Address – Blaine Hitzfield

3 Keys for Building an Effective Farm Team
In an ever changing world of agriculture and consumer demands, Blaine Hitzfield will share how his family has assembled a team of diverse human capital that has propelled their farm forward to a thriving operation that supports over 10 full-time incomes. Blaine believes that providing a fertile seedbed for human creativity and freedom of entrepreneurial expression has been the single most important step their farm has taken to increase the overall effectiveness of their operation. Blaine will leave you with three keys that you can take home and begin to apply on your operation.

Consulting–Classroom E
11:15-11:45 a.m.
Jeff & Zach Hawkins

Have questions about on-farm poultry processing? Bring your questions to this consulting corner opportunity with Jeff and Zach Hawkins of J.L. Hawkins Family Farm. Currently, Hawkins Family Farm is the only farm in Indiana operating under the Limited Permit-Retail HRI issued by Indiana BOAH. The permit allows a farm to raise and process up to 20,000 birds per year on-farm and distribute to retail stores, hotels, restaurants and institutions in state.

Book Signing
Copies of Cultivating Customers: A Farmer’s Guide to Online Marketing will be available for purchase on Saturday. Author, Simon Huntley, will be available for signing from 11-noon in the Exposition Hall.

Demo Session—Trade Show
11:15-11:45 a.m.
Tool Sharpening, Al Huls
Al will demonstrate proper tool sharpening and maintenance, along with the appropriate equipment to get the job done safely, effectively, and efficiently.

Poster Session—Trade Show
11:00 a.m.-12:00 p.m.
Visit with students, farmers and educators involved in relevant projects and research.
Carass Quality and Animal Health and Production
Adam Moody, Moody Meats
Blaine Brown, Purdue University Animal Sciences

Adam will share his experience and knowledge gained from over 50-years of raising beef, pork and poultry in diversified sustainable farming, and 18-years of harvesting animals under inspection. One can tell how an animal was raised during the harvesting process: the strengths and weaknesses of production models that include not only feed and water, but bedding, footing, grass, pasture, woods, concrete, and mineral. As supervisor of Purdue’s Boilermaker Butcher Block, Blaine will share information related to large and small operation in production as well as harvesting across all species. In addition, he can offer information from a regulatory perspective and the mission of protecting the food system in small establishments and how it is directly related to farm production and handling prior to harvest.

Maximizing Profit per Acre with Pasture-based Stacked Enterprises
Blake Hitzfield, Seven Sons

Learn how the Seven Sons Farm utilizes innovative stacked model enterprises to add value and opportunity to their family farming operation located in northeast Indiana.

From Hobby Hens to Viable Hen Enterprise
Bruce Hitzfield, Seven Sons

The goal of this presentation is to provide guidance to help pastured hen operations become a viable enterprise that can scale. Bruce gives valuable insight by simply explaining 10 costly mistakes.

The #1 Barrier to Direct Marketing (and what to do about it!)
Blaine Hitzfield, Seven Sons

While direct-to-consumer marketing can promise substantial value-added potential, it also brings with it many new challenges and barriers. Blaine identifies the #1 barrier that they and other farmers must overcome in order to have viable and scalable marketing enterprises. Blaine will share how their farm is utilizing internet marketing concepts such as Email and Social Media to connect with consumers.

Scaling-up and Scaling-back
Dr. Ariana Torres and Dr. Tamara Benjamin with:
Nathan Boone, Boone Family Farms
Kevin Cooley, Cooley Family Farm
Richard Kremer, Little Prairie Farm
Nate Parks, Silverthorne Farm

Farmers are going through an evolution to try and figure out where they and their product fit best. Join in the discussion with our panel of farmers on how they have applied very unique marketing strategies that could support other farmers into transitioning into more wholesaling, restaurant contracts, changing the size of farmer markets they participate in, online sales and on farm sales. Our panel will reflect on changes they are making in their operations: from moving out of farmer’s markets; small acreage farm concentrating on wholesale accounts for vegetables; smaller farm gearing up for the larger farmer’s markets near Indianapolis; ramping down a CSA, and concentrating almost exclusively on an on-farm market for their product. What are the challenges in how they scale-up or scale-back their personal operations?

Indoor and Outdoor Mushroom Cultivation
Miranda Ullery, Purdue Extension
Candice Turner, Earth Candy Acres
Nate & Mark Crowson, 3 Caps

Candice will explain the process of cultivating shiitake mushrooms from hardwood logs, including using different types of wood, spore inoculation, maintenance, and harvesting.

Mark and Nate Crowson, owners of 3 Caps, not only grow gourmet mushrooms, but are also in the business of helping others grow mushrooms. They will offer guidance for setting up an indoor growing facility especially for growing gourmet mushrooms like Shiitake, Oysters, Lion’s Mane, and more.

SARE Showcase: Opportunities and Happenings in Indiana
Roy Ballard, Indiana SARE Coordinator with:
Michael O’Donnell, Purdue Extension
Natalie Carroll, Purdue Extension
Steve Howe, Howe Farms
Genesis McKiernan-Allen, Full Hand Farm

Come learn about the resources and opportunities available through North Central Region Sustainable Agriculture Research and Education (SARE) a grants and education program to advance sustainable innovation to American agriculture. This showcase will allow you to interact with the state SARE coordinator, learn about grant opportunities, hear from Hoosiers who have received SARE grants, learn tips from them about submitting grant proposals and about the ongoing SARE projects in Indiana.
Stop by the Indiana SARE booth in the Exhibit hall while attending the Indiana Small Farm Conference!

What is NCR-SARE???

North Central Region Sustainable Agriculture Research and Education… S.A.R.E. is a program of the United States Department of Agriculture! While every state is represented within SARE Indiana is in the North Central region.

SARE Mission
SARE’s mission is to advance—to the whole of American agriculture—innovations that improve profitability, stewardship and quality of life by investing in groundbreaking research and education.

Looking for a grant?
In addition to making available a wide variety of educational materials, North Central Region SARE administers several grant programs, each with specific priorities, audiences and timelines. The focus for all of NCR-SARE grant programs is on research and education. Funding considerations are based on how well the applicant presents the problem being addressed; it’s relevance to sustainable agriculture in the 12-state North Central region, and how well it aligns with NCR-SARE’s goals.

Remember…There are three “legs” to the SARE “stool”…Economic sustainability, Environmental sustainability and Social sustainability… Just remember the three “P”s… Profit, Place and People… they are all important to sustainability and to S.A.R.E.

NCR-SARE’s Grant Programs:

- Farmer/Rancher
- Research and Education
- Professional Development Program
- Graduate Student
- Youth Educator
- Partnership

For more information about SARE resources or grants… Please contact…

Roy Ballard
Purdue Extension Educator, Agriculture and Natural Resources, Hancock County
Indiana SARE Coordinator
http://www.northcentralsare.org/State-Programs/Indiana
802 Apple Street
Greenfield, IN 46140
317-462-1113
Eliot Coleman

Eliot is the author of *The New Organic Grower*, *Four Season Harvest* and *The Winter Harvest Handbook*. He has written extensively on the subject of organic agriculture since 1975, including chapters in scientific books and the foreword to *Keeping Food Fresh: Old World Techniques and Recipes* by the gardeners and farmers of Terre Vivant.

Eliot has more than 40 years’ experience in all aspects of organic farming, including field vegetables, greenhouse vegetables, rotational grazing of cattle and sheep, and range poultry. During his careers as a commercial market gardener, the director of agricultural research projects, and as a teacher and lecturer on organic gardening, he studied, practiced and perfected his craft. He served for two years as the Executive Director of the International Federation of Organic Agriculture Movements and was an advisor to the US Department of Agriculture during their landmark 1979-80 study, “Report and Recommendations on Organic Farming.”

He has conducted study tours of organic farms, market gardens, orchards and vineyards in Europe and has successfully combined European ideas with his own to develop and popularize a complete system of tools and equipment for organic vegetable growers. He shares that expertise through his lectures and writings, and has served as a tool consultant to a number of companies. He presently consults and designs tools for Johnny's Selected Seeds.

With Barbara Damrosch, he was the host of the TV series, *Gardening Naturally*, on The Learning Channel. He and Barbara presently operate a commercial year-round market garden, in addition to horticultural research projects, at Four Season Farm in Harborside, Maine.

Blaine Hitzfield

Blaine has spent his life growing up working on the family farm in Roanoke, IN. During high school Blaine pursued an interest in multimedia design and marketing. Blaine's interest in marketing served as an integral part of helping his family develop a direct marketing business.

Today Blaine is employed full-time at Seven Sons and is responsible for overseeing daily marketing and distribution activities. Blaine enjoys sharing the Seven Sons story by speaking to consumer and producer groups and has offered consulting to numerous direct marketers and has written for national grazing publications including *Stockman Grass Farmer* and *Graze Magazine*.

More information at [www.sevensons.net](http://www.sevensons.net).
Speaker Biographies

Roy Ballard
Purdue Extension Educator for Agriculture and Natural Resource—Hancock County

During his Extension career, Roy has dedicated much of his time to assisting small farm owners who desire to diversify their existing operations with new enterprises and new marketing systems and with beginning farmers seeking ways to keep their acreage productive, profitable and personally rewarding. Increasing access by the consumer to Indiana grown and value added products is a priority of Roy’s work in Extension. Roy also serves as the Indiana Sustainable Agriculture Research and Education (SARE) Professional Development Program (PDP) Coordinator. Roy is a beekeeper and a gardener in his time away from the office. Contact Roy at rballard@purdue.edu or by phone: (317) 462-1113.

Tamara Benjamin
Assistant Program Leader for the newly formed Diversified Food and Farming Systems (DFFS) Program within Purdue Extension

Dr. Benjamin’s responsibilities include coordinating research and extension activities with the leaders in the areas of beginning farmers, small farms, local foods, urban agriculture, organic agriculture, and the Purdue Student Farm. Prior to this job, she worked for Purdue University for 12 years in Costa Rica where she developed multiple education, research, and extension programs for people from diverse backgrounds within the College of Agriculture. Her main goal is to help energize a group of people who are interested in working with smallholder farmers and local foods initiatives. Learn more about her efforts with Purdue Extension and the DFFS program at: https://www.purdue.edu/dffs/.

Nathan Boone
Boone Family Farms, Sheridan, IN

In 1998, Nathan was hired by Seeds of Change to manage their research farm in New Mexico. Shortly after, Nathan moved to California to manage Oak Hill Farm, a 40 acre organic operation specializing in produce, ornamentals and flowers. In 2006, Nathan launched his own operation, First Light Farm in Sebastopol, CA. First Light Farm grew from a 1 acre CSA into a dynamic 20 acre operation marketing through a farm stand, pumpkin patch, 5 farmers markets, restaurant accounts and wholesale distribution to 6 Whole Food Markets stores in the San Francisco Bay Area. In 2015, Nathan sold First Light Farm and moved back to Indiana to take over the family farm. Boone Family Farms is 200 acres with 70 acres currently in transition to organic certification. In 2016, Nathan produced green beans on 22 acres on contract with a processor and started a farm stand for the local community. Nathan may be contacted at booneorganics@gmail.com.

Blaine Brown
Meat Laboratory Manager, Purdue University Animal Sciences

Blaine oversees the plant operations and supervises both full-time and student employees that work at the Boiler Maker Butcher Block. Blaine can be reached at b1173@purdue.edu.

Natalie Carroll
Youth Development and Agricultural Education, Purdue Extension

Dr. Carroll is a nationally recognized expert in informal youth education focusing on natural resources and the environment. She works extensively with faculty and staff from multiple disciplines to develop curriculum and other learning products for youth education for 4-H members, self-learners, and out-of-school groups. She has published 47 informal curriculum books and 42 educational lessons or articles. Professor Carroll has co-written two books, one book chapter, and published 11 refereed journal articles and seven non-refereed journal articles. She has served as committee chair for seven students and committee member for 26 students from 12 departments. She has served as an investigator, co-investigator, or collaborator on grants totaling more than $27 million, primarily in the role of outreach coordinator or curriculum developer. Dr. Carroll has provided sessions at 455 Extension conferences, schools, workshops, short courses, and other organized educational activities for 11,833 youth and 8,980 adults. For more information: www.four-h.purdue.edu/natural_resources/

Kevin Cooley
Cooley Family Farm, Lafayette, IN

Kevin currently produces direct market fruits and vegetables on less than 5 acres in Tippecanoe County Indiana. In 2004 Kevin began farming full time and over the past twelve years has farmed as many as eighteen acres. Over the course of the past twelve years the farms produce has been sold through several farmers markets, honor system stands, a 75 plus member CSA, on-line store, restaurants, and an on farm market. Kevin has been a member of the Purdue Small Farms Team since its inception as well as a six-year member of the Indiana SARE advisory team. IN 2005 Kevin was awarded a SARE grant for on farm research. From 2012 to 2014 Kevin was a member of the NCR SARE Farmer Rancher Grant Review Committee and is currently participating in a three year Biochar research project with Purdue University. Kevin may be contacted at kevin@cooleyfamilyfarm.com or by phone: (765) 589-1818.

Nate Crowson
3 Caps, Spencer, IN

Nate is a Texas native who has traveled from Texas to Florida to Indiana fine tuning his mushroom (mycology) knowledge. Nate has 10 years of growing and testing experience that he brings to the 3 Caps team. Three years ago Nate formed 3 Caps Mushrooms to promote the cultivation of commercial gourmet mushrooms in the Midwest. Today, Nate heads up 3 Caps as the company that works with other farmers to develop the commercial mushroom growing industry in the Midwest. Nate can be contacted at (812) 250-9099. For more information: www.3caps.com.

William (Bill) Davison
Local Food System Educator, University of Illinois Extension

Bill is a biologist and farmer, and has spent the past two years working as a Local Food System Educator with University of Illinois Extension. He combines his understanding of natural areas and ecological restoration, with his experience of running his own organic vegetable farm, to enhance his work building local food systems in Illinois. Bill started a project called the Grand Prairie Grain Guild, which is designed to help re-build a regional grain economy so that farmers can sell food grade grains into local markets. He works with a diverse network of farmers, chefs, bakers, entrepreneurs, researchers and non-profit organizations to build the relationships and markets that are needed for farmers to run profitable businesses. Bill is also managing a participatory plant breeding network as part of this project, and is working with plant breeders and farmers to breed open pollinated varieties of corn, beans, and small grains.

(continued on next page)
Speaker Biographies

**Laurie Elliott**  
*The Pickery, Terre Haute, IN*  
Laurie Elliott owns and operates a vegetable you-pick farm on the edge of Terre Haute, IN. The Pickery offers about 80 vegetable and herb varieties for customers to pick. There is a farm stand for those people who don't want or can't pick. She also sells to local restaurants and to customers at the Terre Haute Farmers' Market. The Pickery is certified organic. This is a second career for Laurie. She has many years’ experience in accounting and data management in the Philadelphia area and holds a B.A. from Indiana University and an MBA from Widener University. She had a backyard garden for her entire adult life and decided to return to Indiana to start a small farm and live her dream. She lives with her youngest daughter who fosters two horses on the property. Her other two children attend Purdue and Indiana University. Laurie can be reached at thepickery@gmail.com.

**Mary Gardiner**  
*Associate Professor of Entomology, The Ohio State University*  
Dr. Mary Gardiner received her Ph.D. from Michigan State University in 2006, and is currently an Associate Professor at The Ohio State University. Her laboratory is interested in understanding how the design and management of an urban greenspace or agroecosystem influences food web structure and function. The goal of her research is to advance the sustainability of food production and urban ecosystem management. Mary can be contacted by email at: gardiner.29@osu.edu.

**Jeff and Zach Hawkins**  
*Hawkins Family Farm, North Manchester, IN*  
Jeff and Zach Hawkins are third- and fourth-generation farmers on Hawkins Family Farm outside of North Manchester, Indiana. They rotate cattle, hogs, poultry, field crops, and produce around their 99-acre farm using a whole-systems approach, and market their products through a 75-member CSA, an on-farm store, and to several restaurants. The farm also hosts weekly Fridays on the Farm pizza nights during the summer, which feature artisan pizzas made with locally-sourced ingredients and baked in an outdoor, wood-fired brick oven. In 2015, Hawkins Farm received a grant of exemption from the Indiana Board of Animal Health to sell on-farm processed poultry to consumers, restaurants, hotels, retail stores, and other institutions, which sparked a statewide debate about food safety and farm-to-fork dining and ultimately resulted in legislation creating scale-appropriate regulations for Indiana’s small and mid-sized poultry producers. More information at www.hawkinsfamilyfarm.com.

**Adrienne Held**  
*Holly Berry Farm, Santa Claus, IN*  
Adrienne, and her husband Nick, own Holly Berry Farm in Santa Claus, Indiana. They began with a half-acre of matted row strawberry production in 2009 which has grown to 1.5 acres for the 2017 season. The patch is primarily u-pick, but offers pre-picked orders or “as available”. In addition to strawberries, they also raise asparagus and fall raspberries and blackberries. During the Considering a U-Pick Operation panel, Adrienne looks forward to sharing her adventures in the berry business...the good...the bad...the things the Helds have learned.

**John Hendrickson**  
*University of Wisc.-Madison Center for Integrated Agricultural Systems*  
John coordinates research and training programs in organic and sustainable specialty crop production, marketing, and profitability at the Center for Integrated Agricultural Systems at the University of Wisconsin-Madison. His work focuses on the economics and profitability of small-scale, fresh market vegetable farming. He is particularly interested in the issues surrounding farm scale, labor, and equipment. With colleagues, he helped develop Veggie Compass, a tool to help diversified vegetable growers measure profitability by crop and market channel. He coordinates the Wisconsin School for Beginning Market Growers, Mid-west School for Beginning Apple Growers, and Wisconsin School for Cut Flower Growers. Since 1999, he has operated his own organic vegetable farm in southeastern Wisconsin selling primarily to wholesale markets. Contact Dr. Hendrickson at: jhendric@wisc.edu or by phone: (608) 265-3704. Further information can be found at www.cias.wisc.edu.

**Blake Hitzfield**  
*Seven Sons Family Farms, Roanoke, IN*  
In addition to overseeing day to day farm operations, Blake is responsible for the careful planning and management of livestock grazing rotations, winter stockpile reserves, forage rotations as well as animal health and genetic improvement. Through several years of trial, error and success in pasture-based farming, Blake has many insights to offer others and routinely provides consulting to producers venturing into pasture-based livestock production. More information at www.sevensons.net.

**Bruce Hitzfield**  
*Seven Sons Family Farms, Roanoke, IN*  
Bruce recently chose to join the family farm to pursue new opportunities with the poultry operations. Bruce works directly with his brother Brice to manage our several thousand pasture-based laying hens operation. Bruce now manages two thousand hens of his own and leads up the operation’s egg processing team. Bruce hopes to continue to bring growth, innovation, and direction to the poultry operations as they move forward. More information at www.sevensons.net.

**Steve Howe**  
*Howe Farms, Crown Point, IN*  
At Howe Farms the focus is on small batch craft farming. In the winter of 2013, the family re-established Howe Farms on the land the family had farmed since 1851. His farm has 2.5-acres in hops production, and diversified into other small scale niche crops and livestock. From hops to hogs, the family works hard to provide a high quality local product. Steve can be reached at: (219) 689-6822. More information at: www.howehops.com.

**Al Huls**  
*Manager, Woodcraft*  
With over 40 years of woodworking experience, Al Huls currently manages the Indianapolis Woodcraft store. He teaches classes on the safe operation of table saws, bandsaws, jointers and planers, routers, sharpening, and finishing. He has published articles on making shaker oval boxes and wooden hand planes.

**Simon Huntley**  
*Small Farm Central*  
Simon grew up on a small farm in the hills of southwestern Pennsylvania before pursuing a degree in Information Sciences and Technology at Penn State University. Simon attended college, Simon helped a long-time western Colorado fruit farmer expand his operation to include vegetable...
production and a CSA program. The project grew to serve five area farmers markets and a 130-member CSA. During his tenure at the farm, Simon took advantage of his education in information technology to develop a highly interactive website for the CSA. In retrospect, this website was a prototype for what Small Farm Central would eventually become. After leaving the farm in the Fall of 2006, Simon started Small Farm Central with a core group of 10 farmers from across the country. In four years, Small Farm Central has grown to serve more than 1000 farmers (as of October 2015) across the U.S. and Canada. Simon can be reached at simon@smallfarmcentral.com or (412) 567-3864.

Darrin Karcher
Assistant Professor of Animal Sciences, Purdue University
Dr. Darrin Karcher was born and raised in Ohio. He graduated from the Ohio State University in 2001 with a BS in Agricultural Education. He then traveled to the University of Wisconsin earning his MS in Animal Science in 2003. Following his degree, Karcher began his doctoral program at Purdue University completing in 2007. He began his career at Michigan State University as the Poultry Extension Specialist. In 2016, Karcher took a position as the Poultry Extension Specialist at Purdue University. Karcher has been charged with developing a strong poultry extension program. His interactions with the industry revolve around organizing educational programs and seeking grant dollars to establish a competitive applied research program to address producers’ concerns focusing on turkey skeletal issues and laying hen management. Karcher works with poultry producers of all sizes including backyard flocks, smaller producers, and commercial poultry industry. Dr. Karcher can be contacted at dkarcher@purdue.edu or (765) 494-4845.

Richard Kremer
Little Prairie Farms, Brookston, IN
Richard and his wife Susan founded Little Prairie Farms in 2014 in response to growing interest in providing the local community with organic, sustainably raised produce. Little Prairie Farms is located in White County and situated on 3 acres. Currently, they utilize around 1 acre of intensively cultivated 30” beds for crop production. Utilizing two high tunnels and numerous low tunnels to modify local growing conditions, Little Prairie Farms is able to operate year round. Little Prairie Farms sells produce through Farmers Markets, and an online store.

Geoffrey Lossie
Purdue University College of Veterinary Medicine
Originally interested in aquatic veterinary medicine, Geoffrey transitioned into the world of poultry veterinary medicine in the last three years. What began as a three-week block learning about poultry (both commercial and backyard) during his fourth year of veterinary school, has turned into a career thanks to Geoffrey’s mentor Dr. Pat Wakenell. During his residency, Geoffrey has worked with flocks of all shapes and sizes, and has fielded hundreds of calls from the general public and others regarding bird health. After completing the three residency in poultry diagnostic medicine at Purdue University, Geoffrey will be working as a full time staff veterinarian for a broiler company here in Indiana. Geoffrey can be contacted at: glossie@purdue.edu or by phone: (765) 494-7440.

Maria Marshall
Professor of Agricultural Economics, Purdue University
Dr. Maria Marshall conducts an applied research, teaching, and Extension program in small and family business management, food marketing, and entrepreneurship. Her research focuses on small business development and family business management. Her small and family business research is focused on areas such as the resource exchange between the household and the business, family business management, and marketing. She is particularly focused on the resource exchange between household and business when each system experiences a normative and non-normative shock. Dr. Marshall can be contacted at: mimarsha@purdue.edu or by phone at: (765) 494-4268. For further information: www.purdue.ag/piff.

Genesis McKiernan-Allen
Full Hand Farm, Noblesville, IN
Genesis McKiernan-Allen and her husband Eli Robb own and operate Full Hand Farm in Madison County. Full Hand Farm is a 4-season farm using unheated hoophouses and raising about 4-acres of organic vegetables throughout the year. They sell to Indianapolis restaurants and farmer’s markets year round, and 2017 will be their 6th season farming. Genesis can be contacted at: genesisanna@gmail.com.

Adam Moody
Moody Meats, Central Indiana
Fifth generation Montgomery County Indiana farmer and entrepreneur owns and operates a small farm and state inspected processing facility, 4 retail butcher shops around the greater Indianapolis area. He was a co-founder of Husk Foods, which is primarily a sweet corn aggregator and processor that is a product that is in over 300 stores in 6 states. Adam was awarded the 2014 AgriVision Award by Lt. Governor Sue Ellspermann and the Indiana Department of Agriculture. He has also set on IFB (continued on next page)
Speaker Biographies

Sara O’Donnell
Pinehurst Farm, Daleville, IN
Sara is a co-owner of Pinehurst Farm in Daleville, Indiana. Pinehurst Farm produces and direct markets mixed vegetables, and pasture-raised eggs and chicken. Sara, her husband Michael, and two boys, Owen and Aidan, moved back to Sara’s childhood farm in 2011. During her youth, the family farm was operated as a dairy, where Sara managed the calves and on-farm breeding. Sara worked as a Veterinary technician from 2004 to 2010, after which she turned her focus to homeschooled Owen and Aidan and managing day to day operations of Pinehurst Farm. Sara can be contacted at: pinehurstfarmindiana@gmail.com.

Krishna Nemali
Assistant Professor of Horticulture, Purdue University
Dr. Nemali has responsibility for extension and research activities related to controlled environment agriculture which includes ornamentals and vegetables grown under protected culture. He also teaches courses related to controlled environment agriculture production and technology. He has a Ph.D. from the University of Georgia focused on development of plant-uptake based automated irrigation technique using sensors and understanding the physiological responses of greenhouse crops to varying input (light, water and nutrients) levels during production. A primary goal of his program at Purdue is to develop new and affordable technologies that improve sustainability (i.e., reduce input waste, minimize environmental impact, and increase profits) in controlled environment agriculture and make them easily available to growers. Dr. Nemali can be reached at: knemali@purdue.edu or by phone at: (765) 494-8179.

Nate Parks
Silverthorn Farm, Rossville, IN
Born and raised in rural Montgomery County, Nate grew up on a small farm in Darlington, working with his dad and grandpa through high school. His passion for farming shows through the high quality, healthy food that Nate, and his wife, Emily, produce by raising vegetables and meat naturally. Nate and Emily’s Silverthorn Farm is a small, diversified vegetable and small animal farm located on 120 acres of land near Rossville. The farm has been in Emily’s family for generations. 280 acres north and east of Rossville was originally purchased by William Silverthorn (a great, great, great grandfather) back in 1864, nearly 150 years ago. 120 acres remain and will continue be kept in the family and farmed as it once was. The family feels honored and blessed to be able to farm this piece of land and restore the farm’s original name. Nate can be reached at: nate@silverthorn-farm.com.

Julie Perkins
Perkins’ Good Earth Farm, De Motte, IN
Julie, co-owner of Perkins’ Good Earth Farm, manages the farm’s marketing/sales and writes a farm blog for the CSA members. Formerly a high school English teacher, she now writes freelance articles, raises three boys, and serves the community as a foster mom. For further information: www.perkingsgoodearthfarm.com.

C. Eric Peterson
USDA Farm Service Agency (FSA)
Eric received his Bachelor’s degree in Animal Science from Purdue University in 1979. After Purdue, he managed farms in Illinois and Indiana, gaining experience with hogs, beef, sheep, and row crops. In 1986, Eric began his career in agricultural lending with Farmers Home Administration in Galesburg, Illinois, and became the FmHA County Supervisor in Rensselaer, Indiana in 1988. Since the USDA reorganization in the 1990’s, he has been the Farm Loan Manager for the Farm Service Agency in Rensselaer. The Jasper County Regional Office now covers 13 counties in Northwest Indiana including; Jasper, Benton, Newton, Lake, Porter, LaPorte, Starke, Pulaski, White, Tippecanoe, Cass, and Clinton Counties. Eric can be reached at: eric.peterson@in.usda.gov or by phone at: (219) 866-5188, Ext. 109.
Speaker Biographies

Sam Smith
Farm Business Specialist, Intervale Center
Sam brings a passion for farming and food systems to his work at the Intervale Center. He received a MBA in Sustainability from Antioch New England and has worked as both a livestock and vegetable farmer. He provides farm business planning technical assistance to a wide range of farm types and sizes and has been involved in the Vermont agricultural community for over 15 years. When he is not at work, Sam enjoys cooking, gardening, and getting out to enjoy the mountains with his family. Sam can be contacted at: sam@intervale.org. For further information: www.intervale.org.

Collin Thompson
Community Food Systems Educator, Michigan State University Extension
Collin manages The North Farm, a certified organic education and research farm for Michigan State University Extension, located in Michigan’s Upper Peninsula. He has worked as a grower, consultant, builder, and teacher in the organic and sustainable agriculture field, and specializes in season extension and cold climate production systems for the small farm. Collin can be contacted at: thom1264@msu.edu. For further information on The North Farm: www.msunorthfarm.org.

Ariana Torres
Horticulture and Landscape Architecture, Purdue University
Dr. Torres’ background combines field experience in agriculture with theoretical and applied research on agricultural economics. After earning her B.Sc. in Agricultural Engineering at Zamorano University, she came to Purdue to pursue her graduate studies. She completed her M.Sc. in Horticulture and her Ph.D. in Agricultural Economics, both at Purdue University. She has worked on projects such as the impact of market channel choices on the certification and decertification process of organic farmers; the economic implications of social capital on entrepreneurship; and the resilience of small businesses after disasters. Her goal is to conduct innovative outreach and applied research in Specialty Crops Marketing, with the end of promoting economic sustainability for the Horticulture Industry. Specifically, she is interested in supporting horticultural business development of new products, production strategies, and market options. Dr. Torres can be contacted at: torres2@purdue.edu or by phone at: (765) 496-3425.

Candice Turner
Earth Candy Acres, Muncie, IN
Two years ago, Candice and her husband moved back to their hometown of Muncie, Indiana. They proceeded to purchase a house on 5 acres next to Candice’s family’s tree farm, and started their organic vegetable farm, Earth Candy Acres. 2017 will be Candice’s fifth year cultivating shiitake mushrooms from hardwood logs. Candice can be contacted at: earthcandyacres@gmail.com or by phone at: (765) 748-7379. Further information can be found at: www.earthcandyacres.com.

Miranda Ulery
Harrison County Extension Director, Purdue Extension
Miranda Ulery completed her Bachelor of Science degree in Food Science at Purdue University and then completed a Master of Science in Animal and Food Sciences from the University of Kentucky, specifically meat quality characteristics of pork. After completing her Masters, she joined the Purdue Extension team and has been an Agriculture and Natural Resources Extension Educator in Harrison County for the past 6 years. She has been involved with many organizations and projects in her county, including the Farmers Market, and Harrison County Cattle Association. She has also recently started to grow gourmet mushrooms using an old pallet mill for an indoor growing environment. While she is still a novice at this project, she has learned a few key values and is excited to continue to learn more! Her other passions include photography, riding horses and helping her fiancé work cattle. Miranda can be reached at (812) 738-4236 or mulery@purdue.edu.

Want to connect with other young farmers in Indiana?

We are the Hoosier Young Farmers Coalition, a group of young and beginning sustainable farmers in IN looking to connect, collaborate & interact with one another.

We provide a community of like minded and similarly engaged peers to help ensure young Hoosier farmers find success in Indiana, and have some fun along the way!

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www.ag-nutrition.com

AgroEdge Tools
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8440 Woodfield Xing Blvd
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www.aspin.org

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(800) 825-4264
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(765) 237-7022
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www.oisc.purdue.edu

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www.purdue.edu/dffs/beginningfarmers

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Greenfield, IN 46140  
(317) 462-1113  
www.northcentralsare.org/state-programs/indiana

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www.totalgrowlight.com

USDA Farm Service Agency
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Indianapolis, IN 46278
(317) 293-5907
www.fsa.usda.gov/in

USDA National Ag Statistics Service
230 N 4th St, Suite 104
Lafayette, IN 47901
(765) 494-8371
www.nass.usda.gov/statistics_by_state/indiana

USDA Natural Resources Conservation Service
6013 Lakeside Blvd
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(317) 290-3200
www.nrcs.usda.gov/wps/portal/nrcs/site/in/home/

USDA Rural Development
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(317) 290-3100
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Thank you to Lali Hess of The Juniper Spoon for taking the time, making the effort, and turning these wonderful ingredients into our delicious meals and snacks.