



Coalición Rural Coalition

Seasonal Calendar

This seasonal calendar revolves around the trainings and tools available for farmers and throughout the year. It is designed to help guide your farm group in developing a year-long schedule for your training programs. This calendar should be adapted to your region, resources, and interests.

Winter : January–March

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| 1) Workshop on completing end of year crop reports. |
| 2) Census of Agriculture (every five years): This census is an account of U.S. farms, ranches, and the people that own and operate them. It looks at many aspects of farm ownership and management—including land use, agricultural practices, income and expenses. The census begins in late December of the Census year (2007 and every 5 years thereafter). Completed forms are due by early spring. The next census will be conducted in 2012. |
| 3) Workshop on filing taxes with the IRS (especially the Schedule F). |
| 4) Workshop on developing a marketing plan for the harvest. Concentrate on potential new markets, participating in a co-op or local trade fairs, developing contacts with institutions, etc. |
| 5) Workshop on planning your spring planting. |
| 6) Workshop on disaster preparation. Contact your local Farm Service Agency office about timing (which varies by region), and additional training programs. |

Spring : April–June

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| 1) Workshop on planting and managing the harvest. |
| 2) Training in the proper use and management of chemical pesticides. |
| 3) Plasticulture training, if interested. |
| 4) Workshop on energy audits of farms. Taking stock of energy use, and potential areas in which energy consumption can be reduced, on farms. Consider things like building materials, position and location of structures in relation to the sun, machinery, etc. |
| 5) Workshop on conservation and nutrient management activities. |

Summer : July–September

1) Training on arranging farm tours. Farm tours are great ways to showcase local farms to the public, and demonstrate what it takes to grow the food that we all enjoy. It's also a great way to attract new customers, and teach them to recognize your brand.

2) Workshop on developing trade show packages. Include information about local farms, farming practices, specialties from your region, promotional events, and samples.

Fall : October–December

1) Fall Celebrations! Enjoy the end of your harvest season and all the festivals that come with it!

2) Workshop on financial record keeping.

3) Workshop on buying federal crop insurance, and enrolling in the Non-Insured Assistance Program for the following year.

4) Workshop on marketing plan (what you learned from the year, necessary changes, etc).

5) Participate in other trainings available in your area. Some examples include:

-Hazard Analysis and Critical Control Point (HACCP)—training on food safety from farm to table.

-Good Agricultural Practices Training

-Safety trainings through the Occupational Safety & Health Administration (OSHA)