

# 9<sup>th</sup> Organic Seed Growers Conference

## *Seed Economics Intensive Agenda*

*Wednesday, February 14<sup>th</sup>*

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|-----------------|---|
| 9:00a - 9:20a   | <b>Welcome, introductions</b>   |
| 9:20a - 10:15a  | <b>Inventory management</b>   |
| 10:15a - 10:30a | <b>Break</b>  |
| 10:30a - 11:30a | <b>Choosing a scale and marketing</b><br>Wholesale: Contracting, quality, shared risk, cashflow<br>Retail: stock seed, variety protections, royalties |
| 11:30a - 12:30p | <b>Working with companies</b><br>Gaps in supply, projections for scale needed, quality issues, seed brokers   |
| 12:30p - 1:15p  | <b>Lunch</b>  |
| 1:15p - 2:00p   | <b>Enterprise budget basics</b><br>How to use, risk management, crop by crop (based on participant interest)  |
| 2:00p. - 3:00p  | <b>Costing tool tracking, participant tracking concerns</b><br>Tracking labor on your farm  |
| 3:00p - 3:15p   | <b>Break</b>  |
| 3:15p - 4:15p   | <b>Farmer case studies</b><br>Scaling up, equipment investment  |
| 4:15p - 5p      | <b>Discussion and questions</b>   |