

ABOUT THE WORKSHOP

At the hands-on “Managing for Success” workshop, explore the foundational functions of management. You will practice:

- Identifying the weak links in your business.
- Diagnosing and solving problems that keep you from meeting goals.
- Taking control of your farm by creating a farm and family Mission, Goals and SMART (Specific, Measurable, Attainable, Rewarding and Timed) Objectives.

To gain the most from this workshop, you will want to bring your farm management team. Having everyone involved will ensure that you have a shared mission and the management skills necessary to guide your farm’s future.

Wednesday,
March 24 & 31, 2010
11 am to 3 pm
Registration: 10:30 am

ABOUT THE SPEAKERS

Lee Telega, Pro-Dairy Specialist

Cornell Cooperative Extension of
Delaware County Educators:

Paul Cerosaletti, Dairy

Dale Dewing, Field Crops

Mariane Kiraly, Farm Business
Management

John Thurgood, Farm Business
Management



REGISTER NOW

**Pre-registration required by
March 19, 2010.**

Cost per person: \$5.00 includes lunch.

Name(s): _____

Farm Name: _____

Address: _____

Phone: _____

E-mail: _____

Number Attending: \$5.00

Cost per person: \$

Total:

Please make checks payable to:
Cornell Cooperative Extension

Note Managing for Success on check.

Return to:
Cornell Cooperative Extension
Attn: Judy Morse
PO Box 184
Hamden, NY 13782

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Watershed Agricultural Council
www.nycwatershed.org



The Farmer Education Series is sponsored by Cornell Cooperative Extension of Delaware County and the Watershed Agricultural Council.

Cornell Cooperative Extension provides equal program and employment opportunities. Accommodations for persons with disabilities may be requested by calling Judy Morse at (607) 865-6531 by March 19, 2010 to ensure sufficient time to make arrangements. Requests received after this date will be met when possible.

The WAC is funded by the New York City Department of Environmental Protection, U.S.D.A., U.S. Forest Service, and other federal, foundation and private sources. The Watershed Agricultural Council is an equal opportunity provider and employer. For more information, visit www.nycwatershed.org

Upcoming events:

March 17 - Winter Crop School

March 21 - Farm to Market Connection

April 2 & 16 - Build Your Own Farm Website

Call Kim Holden for more information call (607) 865-7090.

Cornell University
Cooperative Extension
P.O. Box 184, Hamden, NY 13782



CORNELL COOPERATIVE EXTENSION
WATERSHED AGRICULTURAL COUNCIL

FARMER EDUCATION SERIES

Managing for Success Gaining Control of Your Business



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Check-in: 10:30 am

Cornell Cooperative Extension of
Delaware County Resource Center
34570 State Highway 10
Hamden, NY