

8:00 AM **Check-in and Networking** (Corron Event Center)

8:30 AM **Welcome** (Corron Event Center)

	AGRIBUSINESS 101	FINANCIAL OPPORTUNITIES	BUSINESS SAFEGUARDS
8:45 - 9:30 AM	<p>Structuring Your Business</p> <p>Gain an understanding of five legal issues that a business owner must address to help protect their business. Additional topics covered include Independent Contractor versus Employee, and the BOI/Corporate Transparency Act.</p> <p>PRESENTER: Kevin McKannan Glenloch Legal</p>	<p>Public Funding & Cost-Share Opportunities</p> <p>Discover government and non-profit opportunities that can help conserve natural resources for your operation while improving management, herd health, and overall profits. Each organization/agency will share programs available, eligibility requirements, and funding information.</p> <p>PRESENTERS: Allyson Ponn LF Soil & Water Conservation District Kevin Tate Shenandoah Valley Conservation Collaborative Matt Wolanski Department of Forestry Justin Proctor Virginia Working Landscapes Catie McVicker Quail Forever Felicity Zimmerman Chesapeake Bay Foundation</p>	<p>Risk Management</p> <p>Dive into risk management opportunities for your farm business, including crop insurance, setting up your farm information with Farm Service Agency, how disaster relief programming works, and other considerations for mitigating risk.</p> <p>PRESENTERS: Ralph Stickman Horizon Farm Credit Hannah McDonald Farm Service Agency Dwayne Dillow Virginia Farm Bureau</p>

BREAK (9:30 - 9:45 AM)

9:45 - 10:30 AM	<p>Farm Business Plans & Record Keeping</p> <p>Learn why record keeping and business planning are crucial for your ag enterprise. Effectively utilizing these tools increases the chance of achieving long-term success in a dynamic agricultural market.</p> <p>PRESENTERS: Maureen O'Shea Fitzgerald Horizon Farm Credit Ellie Grossnickle Horizon Farm Credit</p>	<p>Land Preservation Tools</p> <p>Dive into options for navigating conservation programs, easements, carbon and nutrient credits, climate smart programs, and more.</p> <p>PRESENTER: E.C. Myers Conservation Partners</p>	<p>Rules and Regulations</p> <p>Explore rules and regulations pertaining to food safety, including Home Food Processors, labeling, and selling at Farmer's Markets, along with requirements for the sale of products containing meat or poultry.</p> <p>PRESENTERS: Karen Bergin Virginia Department of Agriculture & Consumer Services (VDACS) - Office of Dairy & Foods Jackie Teter VDACS - Office of Meat & Poultry Services</p>
------------------------	---	--	---

BREAK (10:30 - 10:45 AM)

10:45 - 11:30 AM	<p>Social Media Best Practices</p> <p>Plan your content calendar and learn how to connect with your customers and community through organic social media.</p> <p>PRESENTER: Jeremy Linaburg Wholesome Media</p>	<p>Incorporating Agritourism</p> <p>Hear from successful Shenandoah Valley agritourism businesses, as they share personal experiences and best practices.</p> <p>PANEL PARTICIPANTS: David St. Clair Swover Creek Farms Greta Liskey & Layne Link Woodbine Farms Eddie Richard & Kayla Lawrence Richard's Fruit Market</p> <p>MODERATOR: Mark Sutphin</p>	<p>Taxes and Equipment Depreciation</p> <p>Join YHB for a hands-on session to explore tax strategies and equipment depreciation insights tailored to agribusiness. Learn how to optimize your financial decisions and gain practical tools to support your farm's growth.</p> <p>PRESENTER: David Henning YHB (Yount, Hyde & Barbour)</p>
-------------------------	---	---	---

BREAK (11:30 - 11:45 AM)

11:45 AM **Lunch and Networking** (Corron Event Center)

Agribusiness: Things I Wish I Knew (Corron Event Center)

Northern Shenandoah Valley agribusiness owners share their growth stories and lessons learned.

PANEL PARTICIPANTS: **Shane Waller** Star in the Valley Estate Winery | **Janel Louk** Nana's Blue Greenhouse | **Scott Johnson** Shawnee Springs Market & Cannery | **Dayna Geraghty** Geraghty's Micro Farm | **Tyler Wegmeyer** Wegmeyer Farms

MODERATOR: Allyson Ponn