

2019 FALL



CONFERENCE

Welcome...

NCOSAFP is excited to bring this year's conference to the Pacific Northwest! Hosted at McMenamin's Edgefield just east of Portland, Oregon, this historic campus showcases the ingenuity, creativity, and commitment that are embodied in the modern farmer.

As we gather this October 21-23, we look forward to sharing ideas, resources, and solutions to continuously improve access to capital for farmers. We are bringing together a unique mix of leaders from across the nation to help identify and expand the tools available through the lens of economic viability with a focus on our most basic resource: farmland.

We look forward to your voice in the conversation!

SUNDAY OCTOBER 20, 2019

OPTIONAL TOUR: MOUNT HOOD AND THE COLUMBIA RIVER GORGE TENTATIVE DEPARTURE TIME: 10:30AM, RETURN TO HOTEL BY 7:30PM

Departing from Edgefield Sunday morning, this all-day tour circles Mount Hood, exploring the national forest through small ski towns to Timberline Lodge, where world-class chefs will provide a farm-to-table lunch bursting with locally sourced ingredients. We'll check out the amazing Lodge, built in 1937 by the WPA. Weather permitting, we'll catch the lift up to view the Palmer Glacier, which offers year-round training grounds for our national Ski and Snowboard teams.

Hopping back on the bus, we'll wind northeast over Mount Hood, coming down the mountain through the heart of orchard country and traveling part of the region's "Fruit Loop," an agritourism trail developed to highlight farms in the area that are famous for cherries and apples, stopping to visit orchards and/or cideries as time allows.

Our final stop will be in the historic community of Hood River in time to visit the bustling revitalized downtown, where community leaders have invested heavily in building a modern destination village that reflects the area's agricultural culture. Ranked as one of the top downtowns in Oregon, we'll have some free time to wander the village before regrouping for a sunset dinner at pFriem Brewery on the waterfront overlooking the Columbia River.

Costs: \$80 per person includes transportation and lunch. Drinks, dinner and possible ski-lift are extra.

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MONDAY OCTOBER 21, 2019

**ECONOMIC VIABILITY:
PROGRAMS AND RESOURCES FOR THE BEGINNING AND EXPANDING
FARMER**

- 7:00 Registration and Breakfast
- 8:00 Welcome
- 8:30 Big Picture: Food System and Development Finance
- 9:00 USDA Reorganization: What it Means to Ag Finance
- 9:30 Gap Analysis: Why State Ag Development Finance Programs Play a Critical Role
- 10:15 Break, snacks
- 10:30 Ignite Talks – rapid-fire presentations on effective state & local programs across the country
- 12:00 Lunch, softly facilitated conversations based on ignite talk topics
- Afternoon Panels – Best Practices for Beginning Farmers
- 1:00 Panel 1 – Beginning Farmer Tax Credits: Success stories, policy considerations, and program costs for states looking to adopt BFTC. Hear from program administrators as well as advocates developing policy around the US
- 2:00 Panel 2 – Tax Exempt Financing, aka Aggie Bonds: Ideal deal structures, Stacking with FSA programs, Agency staff and cost considerations, Marketing programs that work
- 3:15 Break, snacks
- 3:30 Panel 3 – Joint Financing and Loan Participations: Many states have developed niches to lower cost of capital while running efficient state programs
- 4:15 Panel 4 – Grassroots and Impact Investment to Fill Gaps: Crowdfunding to Impact Investing, How State Agencies Can Leverage Private and Social Capital
- 5:00 Panel 5 – Opportunities on the Horizon: Federal and State Policy Updates including NCOSAFP/CDFA bond legislation, Capital Gains, Workforce Development Programs, and
- 5:45 other Campaigns Advocates are Pursuing
- Break
- 6:00 Dinner and Hosted Reception

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TUESDAY OCTOBER 22, 2019

**LAND OWNERSHIP AND TENURE:
STRATEGIES AND PROGRAMS FOR GETTING IT ALL TO PENCIL OUT**

- 7:00 Breakfast
- 8:00 Welcome and Overview
- 8:20 Land Succession: Trends, Needs and Opportunities
- 9:00 Farmland for the Next Generation: Raid-fire panel presentations on various models from landlink programs to working farmland preservation
- 10:30 Break, snacks
- 10:45 Collaborative Models for Land Tenure and Workforce Development: Private, Public and Non-profit Experiments to launch new farmers including Veterans and Socially Underrepresented and Disadvantaged Farmers
- 12:30 Boxed Lunch on Motor coach
- 1:00 Tour of Headwaters Incubator and Mainstem Farm: Successes, challenges and evolutions at intersections of farmer training programs and access to land
- 2:30 Board Motor Coach
- 3:15 Ecotrust's The Redd Food Hub tour & panel on Ag of the Middle: Challenges and learnings in scaling appropriately, accessing markets and developing collaborative networks
- 4:45 Board Motor Coach
- 5:15 Hosted appetizers and drinks – networking and continuing conversations on linkages within the food system and access to capital needs
- 6:00 Farm to Table Dinner

WEDNESDAY OCTOBER 23, 2019

8AM-10AM NCOSAFP ANNUAL BUSINESS MEETING

Open to all

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LOGISTICS

McMenamins Edgefield is a gorgeous location, with a variety of recreational experiences onsite, including a spa and soaking pool, golf course, movie theater, and live music. For more information visit: www.mcmenamins.com/edgefield

Hotel rooms are being held under "NCOSAFP" until September 3rd.
Please call 800-669-8610 to reserve now!

Edgefield is approximately 20 minutes east of Portland. Public transportation is limited and Edgefield recommends attendees arriving at Portland International Airport to take Uber or Lyft which typically cost \$25-30. If you are interested in coordinating rides or attending the optional Sunday excursion please send your travel itinerary and we will make efforts to assist.

While you are here in Oregon, we want to make sure you have the best experience possible. If you have any questions ahead of time, or as the conference progresses, feel free to call or text NCOSAFP Executive Director, Jared Gardner: (503) 784-9984

ACTIVITIES AND ATTACTIONS

The Edgefield campus has many attractons in its own right, and is a convenient starting point for exploring the Columbia Gorge's many hiking trails and waterfalls like Multnomah Falls.

Downtown Portland is 20-25 minutes away and is well known for its culinary options from fine dining to amazing food carts, he largest independent bookstore: Powell's City of Books, numerous microbreweries and distilleries, a 5000+ acre urban forest, authentic Japanese gardens, classical Chinese gardens, and much more.

WEATHER

Temperatures range from highs in the low to mid 60's and lows in the mid 40s. Light rain coats are always recommended though late October can surprise with warm sunny days too. Sturdy footwear suitable for farm tours is recommended for Tuesday's agenda.