



Growing A Small Farm Business

Workshop Series

16th July, 30th July, 20th August

10AM – 4PM at Canberra City Farm



Operations Topics

- Infrastructure needs
- Animal requirements
- Fruit and vegetable requirements
- Ways to value add farm produce
- What is needed in the way of people and skills
- Legislation that relates to small farms

Marketing Topics

- Marketing your produce
- How to work out what to charge
- Places you can sell your produce
- Key areas of promotion you need

Finance Topics

- Capital investment
- Overheads and their impact on enterprises
- Labour costs and paying yourself
- Enterprise costs and how to calculate them
- Which enterprises you should focus on for your own farm

Cost

PER WORKSHOP

\$155 Southern Harvest & CCF Members

\$175 General Admission

SERIES OF 3 WORKSHOPS

\$450 Southern Harvest & CCF Members

\$500 General Admission

BOOKINGS ESSENTIAL

Are you...

- **Looking to invest in your own small farm but want to make sure you can make a living?**
- **Already have a farm and need some guidance?**

This course is for you!

This series of one-day Growing Small Farm Businesses workshops will set you on the path to a farm that can be both financially and ecologically sustainable.

You will leave each workshop with a basic knowledge of operations, marketing and finances for small farms and the ability to start planning your own enterprises. **Attend one workshop or the whole series.**

Small Farm Operations – Sunday 16th July

Small Farm Marketing – Sunday 30th July

Small Farm Finance – Sunday 20th August

YOUR INSTRUCTOR

Penny Kothe is the owner and operator, with her partner Paul McKinnon, of Caroola Farm, a 100 acre mixed organic farm in the Southern Tablelands of NSW. Penny has been involved in small businesses of her own, and teaching and consulting with small businesses for over 10 years in both Australia and overseas. Her experiences are brought together with a Holistic Management focus on running a complex yet profitable small mixed farming enterprise.

Book online or email education@southernharvest.org.au for an invoice.

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