June 25, 2012

Planning for Profit: Marketing & Financial Management for New Farmers
Decorah - As with any small business, starting a farm requires thoughtful goal setting and a good grasp on basic financial management and marketing. ISU Extension and Outreach will be hosting a workshop that will help beginning farmers to clarify overall goals for starting a farm.

Topics include how to set specific short, medium and long term household income goals for the farm by understanding basic accounting concepts and practices. Strategies for marketing and selling farm products through Community Supported Agriculture, farmers markets, grocery stores, restaurants, and wholesale channels will also be discussed.

This workshop will be held at the ISU Extension and Outreach office in Decorah on July 23, from 5-7:30 pm. To register, call 563-382-2949 or visit www.extension.iastate.edu/winneshiek.

ISU Extension Offers ServSafe Training

Food service professionals have the opportunity to attend a day-long food safety training and complete an exam to become a certified food safety professional for the next five years.

ServSafe© is a food safety program of the National Restaurant Association Educational Foundation. Classes are coordinated by Iowa State University Extension and Outreach specialists in cooperation with the Iowa Restaurant Association.

ServSafe© teaches participants how to create a desirable and safe foodservice operation throughout the entire flow of food. Participants also learn about food allergens, regulatory requirements, and employee training.

Upcoming training dates in northeast Iowa include: August 1 in Dubuque, August 3 in Monona, October 2 in Manchester and October 9 in New Hampton. Class time is 8 am until 5 pm. For more information or to register, contact Cindy Baumgartner at cbaum@iastate.edu or visit www.extension.iastate.edu/winneshiek for an online registration form.