

Session 1: Panel, Introductions, Core Questions

- Introduction
 - Track 3 - MT beginning farmers
 - Challenges to issues of access (land, capital, interest, markets, etc)
 - Agenda:
 - Panel
 - Q&A
 - Visioning
 - Challenges and opportunities
 - Intros - who's in the room
 - Why you're here (bits and pieces)
 - Ranching background
 - Governor's office
 - Zinke's office
 - Ft. Belknap - more farming on Reservation
 - Community Health Student
 - Ag. specialist with NCAT - work with beginning farmers esp. With SNAP
 - Gallatin Valley Food Bank - more local produce, running a farm in the future
 - Producers in western MT
 - MSU extension, Gallatin Valley Ag. Agent
 - Land access
 - University of Montana
 - Dietetics - Grow Montana, OPI School Nutrition
 - WIC
 - Eastern MT linking to Western MT
 - MSU - Plant sciences, soil fertility, sustainability and energy
 - Sustainable Food - Agro Ecology Capstone
 - Red Lodge - growing market for local food, not enough producers; losing producers
 - How to make it easier for people who want to grow food?
 - Environmental Sci. Film
 - Panel Discussion
 - Jim Hafer - Chief Dull Knife College - Lame Deer, MT
 - Intro:
 - Edu. can solve anything
 - STEM should be STEAM
 - Addition of Agriculture
 - Opportunities with Veterans

- Stakeholders need to be in the conversation in federal money/grants
- Charles Boyer- Dean of Ag. MSU
 - Intro:
 - Perspectives - students (need to be prepared for skills to be flexible and have the desire to learn so they're ready for whatever career/job is next) -Land grant university (getting information out, integrated system, defining markets)
- Dylan Strike - Producer
 - Intro:
 - Strike Farms 6 acre mixed veggie farm - expanding to 12 acres
 - Issues faced: land access in order to have volume needed to process. = land access and financial access
 - Land prices very high (Bozeman)
 - Justified risk - develop community tools for distributing capital for new producers
 - Buying land and market value
- Anna Jones - Producer
 - Intro:
 - Farmers at 40 - journey of getting a farm for a long time
 - 60 miles N of Havre
 - 5,000 acres - 6-7 year crop rotation - existing risk sharing relationships
 - Relationship with USDA beginning farmers
 - Organic \$40 billion business; half organic grain in US is imported
 - Started apprentice program
 - Formalizing; state department of labor, 2 years organic grain farming, recruiting at least 1 veteran,
 - Pilot - 1st formally recognized apprentice
- Anne -
 - Intro:
 - Farm Link MT, financing opportunities, beginning farmers
 - Farming is one of the biggest economic drivers in MT
 - Must counter-balance lg. farming/ag
 - Huge impact on rural communities
- BIG Question 1: What is your one big idea, your solution, or big experiment you'd see happen?
 - Jim: innovative land use strategies
 - Esp. in Native communities

- Land acquisition - knowledge in beginning farming and ranching on any scale
- Dr. Boyer: (MSU extension) youth and community development - look differently at how we staff extension offices and how we staff them on campus in training for the youth even in 4h - Pathways to stay in the community
 - Economic and community development
 - These programs in every state are pretty traditional
 - Support those going into or those continuing multi-generational farming
 - Links state and federal funding for pathway to ownership
- Dylan: (personal trial) community investing groups by investing in local farmers -- to develop community buying land and finance bank; so when someone is getting a return, it's local/in state
 - Land and capital access, no matter what scale
 - Community investment group, purchasing the amount of land needed to feed Bozeman and local 'middle-man' when more land is needed, rather than individual relationship for each new land purchase.
 - One set standard of rules for farmers/land purchasing
 - This could fastrack young farmers getting land and feeling secure
- Dr. Anna Jones C: piggybacking off Dylan; Apprenticeship in building community and knowledge of growing
 - As a beginning farmer who needs to farm, you connect the dots yourself
 - What do we do with our business? Do we scale up?
Apprenticeship
 - Community of farmers and connecting the dots together through apprenticeship on different levels of scale
 - Are there still independent farms?
 - Growing with security (Dr. Anna Jones and Dylan)
- Anne: Similar - model of Opportunity Development Cooperatives (Canada)
 - Community finance
 - It's hard to get into Ag because land is so expensive and no viable solutions proposed....until now!
 - MT land prices are almost always going to be higher than beginning farmers can pay
 - Need to fill gaps to get to price point
 - Conservation ease of funding, federal gov't funding isn't going to fill the gap enough soon
 - Local fundraising and local goals
 - Community foundation to take advantage of community social good. - there's more money than you think

- Generational money - Go get it!
 - Use that money to fill financing gap
 - Conservation buyer, farmer, and community subsidizing
- BIG Question 2: Challenges - What do you feel like are the challenges that we can start thinking about how we want to address?
 - Jim: Apprenticeships help facilitate education
 - Information gap in addressing needs of beginning ranchers and farmers
 - Edu. structure already in place; no need to reinvent the wheel on this
 - Think: extensions already in place
 - New solutions but also utilizing systems in place
 - Dr.: Next wave of farmers insurance - idea of community among young farmers and ranchers
 - Farm Bill - education, authorization for educational programs, extension services, funding for new farmers/ranchers
 - So PAY ATTENTION!
 - Harder to get Farm Bill passed because less of population dedicated to farming/ranching
 - Dylan : another challenge is business management education
 - Lots of good resources, but fragmented
 - Long term goal - incubator farms- full on farm learning in the next step with responsibility with detail to production techniques.
 - Business AND production side
 - You can't grow production without growing business knowledge
 - Incorporating more of the business management side with existing farming/ranching/edu programs
 - Give confidence by showing viability with business education paired with experience
 - Anna: 1→ are there people willing to do this? And cultural issues, esp. In rural communities because connotations of becoming a farmer/rancher 2- Resilience; issues of climate change 3- apprenticeship needs help with housing and community support
 - How do we help people that identify those skill set: if we don't have farmers, we can't do the rest (distribution, etc)
 - Crop insurance is a mess for diversified crops
 - Anne: how do we move beyond the choir, beyond the early expanders? Market supply and demand
 - Demand is out there, not giving people benefit of the doubt to buy local
 - Looking at markets; how do you get your product to market and who's going to buy once it's at market?
 - Don't outstrip demand

- Strong ethic of keeping land in agriculture - stronger elsewhere than in MT
 - Hard to find land - how do we connect landowners and land seekers
- How do we help beginning farmers to get to the right scale for their business and their goals?
 - But also not over capacity
 - Lifestyle in their business
- Review/Recap:
 - Lots of students coming without food/ag backgrounds
 - But does create limitations
 - Additional professional development needed
 - Learn a lot, but don't go home to the farm after graduating - have to create
 - + not just making producers; others will be professionals who appreciate producers and are on different side of equation
- BIG Question 3: What key trends are most intriguing to you?
 - Jim: gate to plate; organic agriculture
 - Areas working with MSU ex and producers
 - Dr: (student perspective) students coming from non-farmer/agriculture background; passion of sustainability; concerns of community health, food, sustainability
 - Technical background and business acumen
 - 20 years ago, Ag. Business was the sustainability piece - now both are needed
 - Development of ranch management program for Undergrad.
 - Business degree for branch management
 - Dylan: last few months - lg corporations have random organics
 - Biggest chains feel the pressure to have organic options
 - Tipping point is here
 - Mainstream
 - Dr. Anna: question on data
 - Would love to know, for beginning farmers that started their business 10 years ago - are they still in business?
 - Where's the sustainability?
 - What could that data tell us?
 - Response to question of tracking:
 - Trend isn't about entry, but economy of scale
 - You're a beginning farmer for 10 year
 - Celebration for 10 year farmers mark - Decade Dinner
 - Anne: Focus on pre-start up to first few years

- Think beyond just the business management - to be thinking about how do we take care of the individual
 - How do we deal with burn-out, scaling up, etc.
 - How do we support them beyond just the creating

Session 2: Table Questions

What came up?

- Indian Land Tenure
- Demand piece out in the east
 - Distribution and demand
 - Is it a burden (distribution) on the farmer?
- Economics
 - Is there an advantage to maintaining it in the state
- What if we were the developers?
 - Battling the developers in land
 - So do we develop and then sell (profit)
- How do we change education so that we can have more farmers?
 - Even educated in agri, I'm not a farmer
- How do we fix diversified crop insurance
- Are we ready for the moment for large buyers to say 'we're ready to try this out'
 - What steps do we need to take to be ready for that?
 - Food Safety, quantity
- How do we support those 2-10 year farmers so that there's some type of mentorship to help them manage their business?
- Eastern vs. Western MT
 - Hard time retaining citizens
 - Imbalance across the state
 - How do you serve the large and small rural community
 - SO IS THERE EQUAL BUY In between east/west or rural/larger?
- What is the value of the amount of capital changing over the next 20 years?

Sharing Group Questions

- Indian Land Tenure
 - In MT
 - Issues that go back to land shares - fractionated
 - Who owns this land?
 - How do we get this back into production?
 - Grazing rights, land ownership, water rights

- How do nonprofits fit into the beginning farming and ranching?
 - Gallatin Valley Food Bank - land is donated, how do you cooperate/ cost benefit analysis for level of support.
 - Does nonprofit take on that land, do they partner?
 - Low cost lease?
 - Dylan: nonprofit farms are okay, but need a model that is self-sustaining
- What are ways to incentivize new farmers? How do we recruit new people into Ag.?
 - Part of the answer is that it's not a choice between what everyone else gets and agriculture (ex - work hours, health insurance, etc.)
 - Barriers - the expansiveness of the tasks at hand, inequality in comparison to non-ag jobs (see above), connotations, lack of knowledge of skills
- Imbalance between W and E MT
 - Population differences
 - Different solutions, but how do we address and not create barriers?
 - Training, capital, access or connecting new farmers all over?
 - It's - access to markets, access to others who want to be there, access to food
 - Farmer's market
 - 72, distribution is primarily in W and SE MT
 - Agricultural econ.- export based and commodity driven
 - How can E MT make those market driven?
 - Umbrella - have different answers, but a state response***
 - How do we do this?
 - Building distribution
 - Do you build WMGC all over or do you grow smaller ones all over the place
 - Few young farmers, even fewer young ranchers
 - Hard to sell locally as a young rancher
 - Generational - don't want liability (E MT) - Jim
 - If you don't want them, get rid of them
- What skills do young farmers and ranchers need from university/extensions that will make these sustainable?
 - Must be unique to community
 - Needs to be business model for what works in each place
 - Small farms component?
 - Internal/ sustaining/valued in the organization
 - Extensions do cater to local programs, but without funding, cannot take on more specific, localize teaching
- Policy changes: what general policy changes are important for young farmers (especially with a focus on SNAP and WIC)?
 - What barriers need to be removed/ what incentives are needed?
 - Farmers' Market good start but also need partnership with foodbank
 - Movement to get farmers to accept SNAP
 - Difficult process, fees, farmers feel it's just not worth it

- WMGC accept SNAP for boxes
 - What other core questions are we missing?
 - Umbrella of access
 - Core Questions
 - What tools can be created to help BFR find land and be more financially competent in the land access arena?
 - How can we rework or develop new tools to fill financing groups including farmers on tribal land?
 - What infrastructure and or market opportunities are need to allow for the growth of farms?
 - How can we better connect farmers and service providers to build long lasting networks?
 - How can we ensure BFRs are getting sufficient production education before starting or planning their operation?
 -
 - Adding:
 - How can we ensure BFRs are getting sufficient production education before or planning their operations and business management?
 - Sustainability - how do we make a long term plan that lets and makes BFR want to stay?
 - Risk management - tailoring crop insurance for big diversified crops and small scale (so it is not a barrier to entry)
 - How do we have building equity in farms - how do we give farmers access to the same benefits as 'other' professions
 - How do you incentivize land transfer that goes back into production?
 - How do we get farmers together?
 - Student loan forgiveness?
- **Session 3: Visioning and action planning:**
 - Challenges or Opportunities:
 - Broader Communication
 - Change market demand for cheap food
 - Change mindset that
 - Barriers to processing
 - Land Access
 - Disappearing for development
 - Land transfer ethic
 - Development with agriculture in urban settings
 - Work with land institutions to protect valuable lands

- Uncontrolled
 - Land priced for development
 - If you develop it, you have to create it somewhere else, no net loss
 - Lease structure, community held land structures
 - Prioritize small farms
- Sustainability
 - Connecting producers with resources
 - Motivated to anticipate change
 - Affordable health care
 - Redeveloping distribution and processing of meat and cheese
 - Community buy-in
- Infrastructure
 - Storage
 - Packaging
- Networks
 - Existing community groups
 - Education connection
 - State connection
 - Identify successful models
 - Statewide acknowledgement of farmers
 - Look at other business structures in place or models
 - Nationally recognized MT groups
 - National young growers
- Capital
 - Community backed funding
 - Leaders in small communities
 - How to evaluate markets
 - How to evaluate capital investments
- Farmer Attraction
 - Marketing
 - Living wage
 - Motivation by decreasing barriers (past years 1-10)
 - Framing cultural change attracting and getting farmers to stay in rural
 - Legislation
 - Outdoor lifestyle
 - Changing the generational mindset
- Demand
 - SNAP
 - WIC
 -
- Training in Edu
 - 4h
 - Support higher educations wanting to make change
 - Land grant edu

- Job diversification within FR
 - Female participation and training
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- WHAT DO YOU SEE? WHAT'S THE TAKEAWAY? WHAT'S NEW? WHAT JUMPS OUT AT OUT?
 - Very little in demand
 - Education gaps - who's ordering/ on what scale?
 - Why would the average person care? -- this directly relates to Farm Bill
 - Is it lifestyle, legacy, or for everyone?
 - Timeline perspective?
 - Welcoming to new community members
 - These issues plus social component
 - "The last best place....to grow things"
 - Positives and numbers for communities to welcome BFR
 - Cannot be asking farmers to build their own market research
 - Market research
 - Price points
 - Capacity building
 - Organic Grain
- Action Planning: Brainstorming Initiatives
 - Past examples:
 - Legislative, administrative, food policy groups
 - 3 big questions: looking for specific, concrete initiatives
 - What are the key leverage points for systems change?
 - What strikes you as key opportunities?
 - What specific initiatives could be developed to address these key changes?
 - Initiatives List:
 - Develop marketing/ video on farming as a career
 - Youtube marketing campaign
 - Who's your farmer campaign
 - Farming needs a make-over
 - Farmer Attraction: why farmers are great campaign
 - See curriculum of Farming Training Program
 - Get people here and stay
 - insurance/retirement for farmers
 - Nonprofit farming partnership/apprenticeship program
 - Incubator farm, multi-phase organic and mentorship program
 - PSA to promote ag careers
 - Training- Nontraditional ag or farmer training
 - Just jump in and learn, pathways to apprenticeship
 - Learning process is nontraditional (internship;hub;internet)

- Nontraditional in age
 - Rural community development to keep members in community
 - Land use policy on a local level
 - Community leader driven encouragement to drive up local demand
 - Asset based need assessment in rural communities
 - Connect with business departments, advertise ag opportunities on university level
 - Expansion of cooperative network
 - Innovate distributions on east side of MT
 - Market benefits of small business
 - Ex: create your own hours, ownership
 - Marketing different business opportunities beyond producers and distributors
 - Inventory distribution infrastructure
 - Clear policy pathways, how to participate knowledgeably
 - Data collection to show different pathways and community benefits
 - Community purchasing of land and provide lands
 - Incubator farms - training and tribally owned
 - Holistic advocacy
 - Stakeholder input
 - Federal initiatives
 - Local pir groups
 - Statewide assessment on infrastructure
 - Statewide insurance research team
 - Statewide RURAL marketing team highlighting beginning farmers
 - Market to consumers
 - Training and edu. State curriculum for farm statewide success
 - Veggie curriculum, wheat, disciplinary curriculum
 - Full time lobby
 - Statewide network of service providers
 - Connect with landowners
 - Expand programing of local foods in school
 - Statewide farmers network
- Voting Breakdown
 - Policy
 - Tara, Elle, Jim, Allison
 - Community financing
 - Dylan, Brittney, Martha
 - Apprenticeship
 - With conversation incubator farm
 - Therefore called Farmer Training
 - Dave, David, Anna, Tammy, Emily
 - Marketing to potential farmers
- Group Action Planning

- Make sure to have data needs list

Day Two

Session Four: Track 3

Developing an action plan → clear goals

Session 5: Action Plan Reporting Out

- Marketing

- Goals:
 - increase the value in BFR
 - Who's your farmer
 - More new/sustained farmers than retiring farmers
 - Changing societal attitudes and prospective farmer attitudes about farming as a career of the future
- Strategies
 - Tap into national marketing campaigns focused on recruiting and valuing farmers
 - Usda
 - Greenhorns
 - Organic valley
 - National young farmers coalition
- Specific marketing Strategies and avenues
 - Academic
 - FFA, 4H
 - Video series promoting farming as career of the future
 - Statewide PSA
 - With slogans
 - Farm to school
 - Farmer trading cards, posters, food and planning curriculum
 - Increasing career info.
 - Career farms - meet your farmer
 - Farmer stories - prizes for collect all ten
 - Farmer halloween costume
 - Food/farmer calendar
 - Farmers are FUN
 - Women and Natives are represented
 - Women in combines
- Feedback: What changes, amendments, suggestions?
 - Having a dedicated organization to do this
 - Have that organization hire a marketing firm
 - Marketing helps you target specific audiences
 - FFA and 4H
 - Ag teachers, Extension for 4h
 - How can we work together?
 - This is the 3-12 month strategy
 - Dept. of AG marketing campaign
 - Farming professionals
 - Not everyone will be there own farmer
 - Must tie into economic values

Community Financing

- Outcomes
 - Diverse community investment opportunities across state
 - Place for farmers to figure out what's best for them
 - \$50 mill invested
 - Get the money going!
- Strategy
 - Statewide summit 2017
 - Get everyone together on how to move forward
 - Land trust, investors, farmers, rangers, etc,
 - Goals: strategies on what works best for farmers, what structures not just volunteers
 - What's already happening?
 - Look at relative national models
- Assessment
 - Money
 - Logistics planning
 - Qualitative research
 - Assessment of financing needs
 - Land grant
 - What's the game
- Who?
 - AERO
 - CFAC
 - Investors
 - Service providers
- Timeline
 - Summit funds
 - Planning meeting for key interest people in Jan.
 - Summit 2017
- Amendments:
 - Lower-hanging fruit
 - Tapping into existing state meetings
 - Could this help get things done sooner
 - MOA
 - Farmers Union
 - Could we have a half a day or a full day or pre-meeting
 - Coordinating with something already happening
 - Where does farmland actually exist in the state?
 - Where are land owners?
 - If you want land transition, you need to find the land
 - Land transfer and land financing
 - Develop tools that allow all communities to access
 - Capitalize on remembering community
 - Remember to look outside of 'typical' food and ag investors

- Corporate investors
 - How can summit tap into sectors that we're not typically working with?
- Do you have a good understanding of the legal implications
 - Legal barriers
 - Policy challenges
 - Good to emerge out of this summit
 - Case study and info around current legislation

Policy (see above)

- Outcome:
 - create shared values between stakeholders for BFRs through advocacy and outreach and education
- Strategies
 - Create representative round table through a nonpartisan hosts (msu/UM) in order to establish common themes/goals that support BFRs
- 3 Important steps in 3-12 months
 - Form representative stakeholder group informally
 - Research existing models/ states
 - Michael Porter
 - Develop goals/objectives of this, collective group for BFRs
 - Policy Focus - could be
 - Benefits for BFR - study associated costs
 - Incentives
 - Education model that includes apprenticeship training
 - land/use planning
- Resources Need/Have
 - inventory / needs assessment for what currently exists between and within stakeholder groups
 - Create 1 paragraph statement regarding a shared value business model to garner interest
- Who would lead
 - Nonpartisan facilitator
 - Other groups
 - Ong list
- Timeline
 - Potential study bill in upcoming legislative session
 - Impact on local communities, keeping money in state while incentivizing BRFs - tie to something we try to pass in the future
 - Form stakeholder group with direction/charge
 - Lobbyist for BFR group
- Overall:

- We form a group that gives the people on the ground (those who know best) a collective and effective voice with the MT legislature
- Additional:
 - National Young Farmers Ranchers (farm)coalition
 - Branch here in MT
 - They do a lot for beginning farmers
 - Bioregional approach
 - Employers who hire registered apprentices
 - Great opportunity to bring farming into apprenticeship
 - State tax credit for those who sell land/lease land to beginning farmers
 - These need to be bigger?
 - Study bill on tax credits
 - Listserv of current issues and what's on the table for current legislative session
 - Think: land ag evaluation
 - Prioritize ideas for each sessions
 - Education of legislatures
 - AG Caucus
 - BRF Caucus

Farm Training

- Outcomes
 - Ability to enter a personally and financially rewarding career in a farming, after connected scholastic and vocational training = more farming/ranching professions in MT
 - Help ease transition
 - Define statewide metrics for success in BFR training and a monitoring/evaluation plan
- Strategies
 - Define financial success in the
 - identifying specific barriers (ie don't have health care)
 - Inventory and envisioning
 - Assessing statewide existing BFR programs, resources, trainings
 - Identify gaps and possible collaborations
 - Develop matrix based on career state
 - Build a formalized training career development program for MT
 - Build/survey existing programs in/out of state to develop best practices
 - Collaborate with DoA to formalize program
 - Identify baseline data on BFR in MT
 - Survey existing BFRs to identify challenges for years 1-10
 - Work with AG staff to identifying....
 - Apprenticeship for all aspects
 - Butchers, mechanics, etc.
 - Tough to gather information on BFR who have not even begun
 - Pair with marketing

- Amendments:
 - Baseline data of BFRs in MT
 - Why would you choose to formalize a program?
 - Varieties of tools available for career tracks
 - Not just apprenticeship
 - Ex: some people want a 4 year degree, some want 2 year, some want night school, some want online classes
 - See Matrix above - what different tracks and outcomes could look like
 - Use examples of other careers
 - Not a prescribed method of how to get to that track
 - Training in a way that is seen as legitimate
 - Dept. of Labor
 - Identifying the pipelines of these programs
 - Do people know how to access what exists?
 - Are there programs for those who really want to be a career farmer?
 - 2 year institutions can adapt more quickly
 - Keep in mind Land Access
- When we report out to Summit Group
 - Policy -

Policy Group Action Planning

1. Define the Outcome - what does success look like?
 - a. Full time year round lobbyist
 - i. Outcome?
 - b. BFR Groups
 - c. Advocacy, outreach, edu
 - d. Political stakeholders and collective action
 - e. What are deliverables from the policy
 - f. *reducing risk to allow farmers to come to MT
 - i. Where do I get benefits?
 - ii. How do I have access to a life that is safe?
 - iii. Support and education

- g. *Key on reducing risk*
 - i. Benefits to individual
 - ii. Community financing
 - iii. Incubators point of entry
- h. What's out umbrella?
 - i. Issues in not being a formal group
 - 1. Need active voice moving forward
 - ii. How do you define outcomes together?
- i. *Creating shared values*
 - i. How to forward as policy initiative?
 - ii. Capitalizing on pride of Montana
- j. What's the goal?
 - i. Passive or active voice? Formal recognition
 - 1. Beef and Barley have voice in Helena and national
 - ii. What's our formalized body?
 - 1. Passion that's here needs to be put into a body
 - 2. What's stopping groups/bodies from combining?
 - a. Us vs. Them mentality
- k. Outcome: Advocacy and Outreach
 - i. Collective nucleus -
 - 1. elected or selected, 501c3, MSU leadership, lobbyist
 - 2. Voice needed
 - ii. Creating shared value business
 - 1. Farmers Union + other organizations + businesses
 - 2. Invite Michael Porter for business model shift
 - 3. MT as pilot for how to do business
 - iii. Advocacy and outreach: collective voice
 - 1.
- l. What about for upcoming legislative session?
 - i. Farm Bill
 - ii. Should be coming from larger voices, rather than this table
 - iii. Grow Montana, NCAT, groups do have power
 - 1. Is there one thing that stands out?
 - a. 5% tax write off would be enough to allow people to offset cost; local investment pay off better than wall street;
 - i. Study bill on return - keeping MT money in MT
 - b. Thinktank of sorts to voice these ideas
 - c. Apprenticeship Bill
 - i. To reduce risk
 - ii. What incentives would work
 - 1. To host, to start individuals
 - a. Don't take away from trade schools
 - b. Don't want to damage already existing structures

2. What are the major strategies?
 - a. Identify person from each agency
 - i. Create collective idea group
 - ii. See what common voice there is - where are the overlapping needs and ideas
 1. How do we move forward as a collective group
 - ** .Is THIS group going to help BFR?***
 2. How do we get everyone at the table to not focus on individual goals/ideas
 3. Is this a policy that is going to cost something?
 4. How do we get the Buy-In?
 - b. Who's at the table needs to know it's ALL for BFR
 - i. Grassroots on all levels
 - ii.
3. What resources do we have or need to implement this plan?
 - a. People, interest (check)
 - b. Inventory and formal/informal
 - i. How do we get it going if we don't know what kind of organization it is?
 1. State governor's' task force on BFR
 2. Round table of stakeholders
 - a. What can we all get on board with for BFR
 - i. MSU, colleges interested right now (grant) - land grant mission - if they had a idea
 - ii. Shared value concept business model
 1. 1 paragraph statement to spark interest starting point
 2. What kind of organizational system could emerge?
 3. Need resiliency and accountability
 - c. Lots to do before Lobbyist - maybe an outcome of 'task force'
 - d. MSU/UofM round table -
 - i. Talk to Travis for what's coming out of this
 - ii. See who's interested
 - iii. Springboard for direction
 - iv. Smaller line items
 1. Benefits
 2. Incentives
 3. Education piece
 4. State level - land set aside for AG
 - a. Land use planning; reduce land division
 5. Decision tree on how we want to order?
4. Who will be or could be lead organizations or groups involved?
 - a. MSU/UofM
 - b. Hopeful participation list (invite): Commonalities of BFR
 - i. Farmers Union
 - ii. Farmers Bureau

- iii. Stock Growers, animal growers
 - iv. Cattlemens
 - v. Tribes
 - vi. Ag. Lenders
 - vii. Small scale organics - Organics organization
 - viii. Edu.
 - 1. Extension agencies
 - ix. USDA
 - x. NRCS
 - xi. Farm service agency
 - xii. Dept. of Ag (State)
 - xiii. Industry -
 - xiv. (NCAT and NPRC) - will this make it nonpartisan? - attend, not host
 - xv. Congress
 - xvi. SARE
 - 1. Dr. Mike harrington
 - xvii. Nonprofit
5. When would this be done by?
- a. Study bill in next session
 - b. Meanwhile, form a group
 - c. By next leg. Session have lobbyist
6. What are 3 important steps to take? And Who will do it?
- a. What do we have vs. what do we need
 - i. Have: lots of groups
 - ii. Need: to bring them together
 - iii. Steps (policy window)
 - 1. Is there a group to form to do this?
 - 2. Is there an existing group?
 - 3. Dept. of Ag? College? NCAT? NPRC? Tribal?
 - iv. Identify group
 - 1. Pres, vp, etc.? - is it a formal entity?
 - 2. How do we facilitate good convo. From the start?
 - v. Group of people to identify common goal
 - 1. Each group brings some money
 - 2. Helps to have BIG leaders (gov. support)
 - vi. Who are our corner pieced?
 - 1. Volunteer, appointed, elected?
 - vii. Develop goals
 - 1. Why and how do we want as a group?
 - viii. What bioregion who could help us if BIG voice (governor)
 - 1. Is this model already happening?
 - ix. Reduce barrier of US vs THEM
 - 1. Relationship building - not just 3-12 months
 - a. Specific policy to bring in each group

- b.
- 7. What data do we need/have?
 - a. What models are available on a national level?
 - i. Check in with Michael Porter?
 - 1. Outsider facilitator
 - 2. NRCS, Farmers Union
 - b. 8 categories of further research within