This conference is a must for people who work with clients in value-added agriculture...

- economic development professionals
- small business development counselors
- cooperative development centers
- extension educators and others

Program Organizers and Sponsors:

Agribusiness and Cooperative Group, Lindquist & Vennum, PLLP
Agricultural Innovation and Commercialization Center at Purdue University
Agricultural Marketing Resource Center
CooperationWorks!
C.S. Mott Group for Sustainable Food Systems at Michigan State University
Illinois Institute for Rural Affairs
Illinois Value-Added Rural Development Center
Indiana Cooperative Development Center
Indiana Farm Bureau
Indiana State Department of Agriculture
Iowa State University Extension
Kentucky Center for Cooperative Development
Michigan State University Product Center for Agriculture and Natural Resources
Nebraska Cooperative Development Center
Ohio State University Extension
Purdue University College of Agriculture
Purdue University Extension - New Ventures Team
The Hale Group
University of Illinois Extension
University of Wisconsin Extension
USDA Rural Development - Illinois
USDA Rural Development - Indiana
Wisconsin Department of Agriculture, Trade & Consumer Protection

The only national event for practitioners in value-added agriculture that...

- Draws participants and speakers from across the U.S.
- Focuses exclusively on the needs and interests of practitioners
- Offers nationwide networking and relationship building opportunities

Register Now!
Thursday, June 16, 2005

7:00 a.m. Registration & Continental Breakfast
8:00 a.m. Welcome & Program Introduction
8:30 a.m. New Challenges and Opportunities in Rural Development... and the Implications for Value-Added Agriculture
Keynote Speaker – Mark Drabenstott

9:45 a.m. Networking Break
10:15 a.m. The 3-Legged Stool of Entrepreneurship
Deborah Markley and Sam Cordes

11:00 a.m. Short Break
11:10 a.m. Concurrent Sessions:
Session A – Understanding the Entrepreneur: How to profile your client base for maximum success
Session B – Creating and Analyzing the Business Proposition: The AICC Business Planner, a web-based, step-by-step tool for your clients to create their own business plan
Session C – Creating an Entrepreneurial Culture/Community

12:10 p.m. Taste of Indiana Lunch
Lunch Feature: Spotlighting the Ag Innovation Centers
9:30 a.m. Short Break
9:45 a.m. Repeat Concurrent Sessions G, H
11:00 a.m. Short Break
11:15 a.m. Links Between Renewable Energy and Agriculture: Now and in the future
Note: Runs from 8:15-11:15.

2:00 p.m. Repeat Concurrent Sessions A, B, C
3:00 p.m. Networking Break
3:30 p.m. Concurrent Skills Building Sessions:
Session D – Ideas and Innovations! Creating ideas that you can profit from
Session E – Financing Value-Added Ag Ventures
Session F – The Role of Practitioners: Influencing the Entrepreneurial Culture

4:15 p.m. Repeat Breakout Sessions D, E, F
5:00 p.m. Networking Reception
6:00 p.m. Dinner - Guest Speaker – Andy Miller, Indiana Agriculture Director

Friday, June 17, 2005

7:00 a.m. Registration & Continental Breakfast with Topic Tables
8:00 a.m. Welcome

Track for the Small Entrepreneurial Venture:
Concurrent Sessions on Emerging Trends
Session G – Community Food Systems: Featuring success stories of institutional and direct-to-consumer ventures

Session H – Agritourism: Economic Impacts and the Marriage of Ag and Tourism, with practical advice from agritourism entrepreneurs

Track for the Large Entrepreneurial Venture:
Session I – Trials and Tribulations of Large Scale Startups: Trends and activities in larger value-added ag ventures, including success stories from large ventures

9:30 a.m. Short Break
9:45 a.m. Repeat Concurrent Sessions G, H
11:00 a.m. Short Break
11:15 a.m. Links Between Renewable Energy and Agriculture: Now and in the future

12:15 p.m. Annual Program Wrap-up
Sam Cordes

12:30 p.m. Identify Next Year’s Host
Deb Conley, Jerry Nelson

12:45 p.m. Adjourn
4:15 p.m. Repeat Breakout Sessions D, E, F
5:00 p.m. Networking Reception
6:00 p.m. Dinner - Guest Speaker – Andy Miller, Indiana Agriculture Director

For a more detailed agenda, hotel and travel information, please visit our website:
www.agecon.purdue.edu/AICC/valueaddconf

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