DIVERSIFYING YOUR MARKET WITH INSTITUTIONAL SALES WEBINAR SERIES

SELLING THROUGH FOOD HUBS

Brought to you by NH Farm to School, NH Food Alliance, National Center for Appropriate Technology, and Northeast Organic Farmers Association-NH
Sponsored in part by the Transition to Organic Partnership (TOPP) Program

Tuesday, April 2nd | 4-5:15pm | Zoom link

Topic	Details	Time
Welcome	Introduction to today's program	4:00 pm
TOPP Program Overview	Teresa Downey, TOPP Coordinator at NOFA-NH, to provide TOPP Program Overview	4:05 pm
Strengthening Organic Enforcement Act Overview	• Overview of SOE Act • How it will impact supply chains • Partnership with TOPP to provide farmers & hubs mentorship	4:10 pm
Selling Through Food Hubs	• What is a food hub? • What's in it for my farm? • Who are they? How do I build a relationship with them?	4:15 pm

Farmer Panel	**Panelists:**
	• Liz Willey of Wild Fern Farm
	  ○ Located in: Kingston, NH
	  ○ Sells through: Three River Farmers Alliance
	• Sue Greene of Slopeside Farm
	  ○ Located in: Lancaster, NH
	  ○ Sells through Taproot Marketplace
	• Jenny Wooster of Picadilly Farm
	  ○ Located in: Winchester, NH
	  ○ Sells through Food Connects
	
	Q&A with audience
		4:30 pm
		
		5:00 pm

Close		5:15 pm

ATTENDEES:

NOTES: