

**Tailoring Risk Management to Fit Your Farm**

**Watsonville Agenda**

<b>Module</b>	<b>Module Time</b>	<b>Topic Time</b>	<b>Topic</b>	<b>Presenter(s)</b>
<b>Introduction and Overview</b>	<b>8:30 - 9:05 (35 mins)</b>	8:30 - 8:45 (15 mins) 8:45 - 9:05 (20 mins)	Introduction to Workshop Training overview/ Assessments	UCCE - Laura Tourte Marcie Rosenzweig, FACTS
<b>1: Family &amp; Personal Risk</b>	<b>9:05 - 9:45 (40 mins)</b>	9:05 - 9:25 (20 mins) 9:25 - 9:45 (20 mins)	Family & Personal Risk Succession Planning as Risk Mgmt Tool	Marcie Rosenzweig, FACTS Steve Schwartz, California FarmLink
<b>2: Financial Risk</b>	<b>9:30 - 10:15 (35 mins)</b>	9:30 - 9:55 (35 mins)	Financial risk overview	Marcie Rosenzweig, FACTS
<b>3: Production Risk</b>	<b>10:15 - 10:50 (35 mins)</b>	10:15 -10:25 (10 mins) 10:25-10:35 (10 mins) 10:35 -10:50 (15 mins)	Production Risk assessment The crop insurance cycle - Kinds available to this group. How to find an agent Non-insured crop assistance program (NAP) & Disaster relief	Marcie Rosenzweig, FACTS Crop Insurance person -Invited Vivian Soffer, FSA
<b>Break</b>	<b>10:50 - 11:05 (15 mins)</b>			
<b>4: Marketing Risk</b>	<b>11:05-11:35 (30 mins)</b>	11:05 - 11:15 (10 mins) 11:15 - 11:25 (10 mins) 11:25 - 11:35 (10 mins)	Marketing Risks Contracting Channel Strategy	David Visher, FACTS David Visher, FACTS David Visher, FACTS
<b>5: Legal &amp; Regulatory Risk</b>	<b>11:35-12:25 (50 mins)</b>	11:35 - 11:45 (10 mins) 11:45 - 12:05 (20 mins) 12:05 - 12:25 (20 mins)	Legal & Regulatory Risks Legal Risk - Employees Regulatory Risk - by area	Marcie Rosenzweig, FACTS
<b>Wrap-up</b>	<b>12:25-12:30 (5 mins)</b>		Wrap-up	UCCE Laura Tourte

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