

## NABC Lunch and Learn Q & A

Responses by Poppy Davis, Resilerator Creator & Course Instructor

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### **About the Resilerator**

The Resilerator is an 11-week course focused on the legal and financial management of a farm or ranch business. Participants generally have several years of experience farming. Prior to each class meeting, participants will receive a recorded presentation to watch on their own time. Class sessions will be interactive discussions, Q&A, and include guest presentations. Poppy and Winona Dorris will be the lead instructors for this course.

Service providers, meaning people who work with and support farmers and ranchers, are welcome to audit the course in order to learn more about the business needs of the people they serve. The expectation is that class time is for the farmers and ranchers, and auditors are listening and observing rather than participating.

### **Questions & Answers**

**Q:** I am a service-provider and I want to attend some of the sessions but not all. Is it possible to audit the class and only attend portions?

**A:** Yes. There is an option on the registration site for service providers who want to audit the course. It is free to audit. Or sign up via email: [abakiser@agbizcenter.org](mailto:abakiser@agbizcenter.org).

**Q:** Are seeds considered a value-added product?

**A:** No, seeds are not value-added. They are considered a “raw agricultural commodity.”

**Q:** Will there be guest speakers at every class?

**A:** Most classes have a visiting farmer who will present. They will be graduates of former Resilerator programs. They will present an overview of their operation, and talk a bit about how they have applied information they gained from the course.

**Q:** Will class sessions be recorded so they can be viewed later if I have to miss a session?

**A:** Yes, you will have a year to watch them.

Note that Graduation requires:

- Attending 9 out of 11 classes
- Completing the Business Resilience Self-Assessment by the end of the first week of class
- Identifying one goal per section by the end of the course

Upon graduation you will be eligible for:

- Refund of the \$200 course fee
- 1 hour of one on one consultation with course instructor Poppy Davis or Winona Dorris
- 1 hour of branding and marketing support with Ketchup and Mustard, a design firm based in Bellingham WA
- 1 hour of tax planning and reporting support with Larson and Gross CPAs
- Graduates will also qualify for the Northwest Farm Credit Services RateWise Program and earn credit towards discounts on loan interest rates. That credit can be redeemed several years after it is earned.

In addition, there will be other opportunities for graduates to take post-Resiliator training through NABC and other organizations.

**Q:** How many people are in the cohort?

**A:** There are about 15 people now and we hope for a few more. 15-20 people seems like the right number of people to get lively conversation and peer support generated among the participants.

In other places, fishers have participated in the Resiliator. The course is absolutely relevant to them, and they can participate.

**Q:** What is the schedule?

**A:** Tuesdays, 9:00-11:00 am., Oct. 4 – Dec. 13, with a break for Thanksgiving.

**Q:** How will we receive the course materials?

**A:** Participants will be notified via email and through the online course platform, Farmer Campus, when there is a video to watch. Videos will be available online one week in advance of each class session.

**Q:** Is there additional work to do besides watch the videos before class?

**A:** There is no additional homework, other than to bring your questions to the class session. Before the course, you will complete a detailed Resilience Self-Assessment (RSA). At the end of each class you will write at least one goal related to that topic on the RSA.

**Q:** Regarding course eligibility, is it OK to register if my business does not make \$100,000?

**A:** Yes. We overshoot with that criteria. The intention was just to ensure that everyone in the cohort shares the vision of being a financially viable business and that is the reason why they are participating. It is fine to participate if you are still in the process of becoming profitable.