



Now Accepting Conference Workshop Proposals

To be presented at the 2026 National Farm Viability Conference

Holistic Management International and the Quivira Coalition will partner with the Agricultural Viability Alliance to host the 2026 National Farm Viability Conference in Albuquerque, New Mexico, September 22 through 24.

The seventh National Farm Viability Conference is seeking proposals for workshop sessions for the 2026 conference. The National Farm Viability Conference is the foremost gathering for agricultural professionals from across the nation to engage in peer-to-peer learning and networking, with a focus on effective approaches in farm viability programming, building resilient local food systems, and supporting the profitability and growth of farms and food businesses from start-ups to multigenerational businesses.

The National Farm Viability Conference is geared toward professionals in the fields of farm and food financial and business advising, agricultural financing, climate adaptation and risk management, agricultural market development, land access and transition, and farmland protection. It offers attendees the opportunity to learn from industry leaders and other professionals in their fields, develop new skills, connect with colleagues from across the country, and visit farms and other agricultural and related businesses.

Conference Topics of Interest

We are seeking presentation proposals that fit the goals of the conference and provide relevant professional development to our target audience. We expect that most workshops will cover material that falls into one or more of the topic areas listed below. A list of suggested presentation topics can be found at the end of this document.

- Business Planning and Development
- Farm Financial Management
- Climate Adaptation and Risk Management
- Land Access, Retention, and Transfer
- Food and Farm Marketing and Distribution
- Accessing Capital
- Program Design, Development, Management and Funding
- Agricultural Policy and Advocacy

Additional topics may be welcome but not listed; please contact us directly for more details, or with any questions or concerns at: program@farmviabilityconference.com.

Presentation Format Options and Descriptions

Proposals are being sought for 90-minute presentations in your preferred format. Note that priority will be given to format and content that goes beyond what could be covered in a webinar and takes advantage of the fact that we are meeting in person. Acceptable formats include:

- **Workshops:** Some topics are best covered with a lecture and a traditional PowerPoint presentation. Others benefit from the inclusion of activities to apply and practice what is being taught, using discussion groups (general or break-out), worksheets, polls or other engagement strategies. We encourage you to incorporate creative ways to keep your audience engaged.
- **Moderated Panel Discussions:** Bring together a small handful of farm viability professionals to share their perspectives on a hot topic.
- **Roundtable Discussions:** Pose a burning question that you'd love to have a conversation about with other professionals in your field and facilitate the discussion. You don't have to be an expert on the topic you want to talk about, you just have to keep the conversation flowing.
- **Ask the Expert Sessions:** Similar to a professor's office hours, these open sessions provide a chance for those with expertise in a particular area to field questions from the less experienced among us.
- **Invitation Only/Side Meeting:** Occasionally we meet requests for limited side-meetings that are invitation-only and take advantage of the conference as an in-person meeting opportunity. Please both submit a proposal and be in touch with us directly if you are hoping to schedule a side-meeting during the event. Let us know your intentions and needs and we will do our best to accommodate your session.

Proposal Selection Process

The conference programming review committee will use a multi-step process to select proposals and develop the final conference agenda. Rather than selecting specific proposals exactly as they come in, we expect to play a role in developing the agenda for many of the sessions so that the content of each session meets the conference goals.

1. Proposal ideas must be submitted by 5 p.m. Pacific time on April 27, 2026.
2. The committee will review proposals based on the selection criteria (see below) and will work with selected presenters to hone their ideas, connect them with other potential session panelists, and massage content to best fit conference goals. Presenters will be notified of the review decision by June 1, 2026.
3. Session organizers will finalize their sessions, confirm schedules with conference coordinators, and submit necessary information for the conference program (session titles and full descriptions, bios, panelist information, etc.) by July 3, 2026.

Selection criteria for ranking workshop proposals:

1. Is the proposal targeted at the appropriate audience?
2. How well does the content fit with the goals of the conference?

3. How well would this session contribute towards a diversity of practitioners, experiences, geographic representation, and perspectives?
4. Presenter/facilitator level of experience (with the topic area and with presenting or organizing workshops) and ability to deliver a high-quality session.

How to Submit a Proposal

- Review this Call for Proposals to understand the types of workshops that this conference is seeking.
- Gather all the information you need - you cannot save your proposal prior to completion, nor can you edit your proposal once it's been submitted
- Contact the Programming Committee Coordinator with any questions: program@farmviabilityconference.com
- [Submit a proposal online](#) by 5 p.m. PST on April 27, 2026.

Notes

- Questions from the submission form can be found at the bottom of this page.
- It is OK to submit a proposal for which you will not be a presenter on behalf of other presenters. Note, however, that you will remain the point of contact throughout the conference organizing process.
- There is no limit to the number of proposals you may submit.
- It is OK to submit a workshop idea that is not fully formed. Sketch out the session as best as you can, and indicate in the session description that this is a work in progress. If the topic is of interest the programming committee will work with you to fine-tune the session.

Compensation for Presenters

This conference is intended as a peer-to-peer professional development event, with most workshops being led by conference attendees who are practitioners in this field. For the 2026 conference, we can offer a discounted registration for presenters and panelists. If your proposal is selected, you will receive instructions for applying the appropriate discount code at registration.

Join the Proposal Review Committee

Workshop session proposals are reviewed by peers with expertise in the topic areas associated with each proposal. We are actively seeking folks who can help with this year's review process.

Each reviewer will be asked to read proposals in 1-2 areas of their expertise and rate them according to criteria set by the conference organizers. Reviewers can expect to see 10-15 proposals each. The review process will take place between April 20 and May 15, and will include attending an orientation meeting; reading and rating the proposals; and attending a meeting to discuss your ratings. Total time commitment is expected to be 6-8 hours, including the meetings.

If you are interested in being considered for the Proposal Review Committee then please send an email to program@farmviabilityconference.com and let us know which topic areas you would feel

comfortable reviewing - see list of areas in the Topics of Interest section above. Note that we will recuse you from reviewing your own proposal submissions.

Solicited Presentation Topics and Examples of Workshop Sessions

This list is intended to be a guide to topics for workshops we are seeking and to provide priority topics for 2026. We are looking for engaging ways to organize content and discussions that bring together a variety of presenters and perspectives from across the country. In choosing a topic, think about what conversations and learning you most want to facilitate among your peers, how you could engage your mentors in a session, what you can share with professionals newer to the sector than you, and how you can leverage the fact that we are all meeting in person. These options could be presented in any of the session formats (workshop, moderated panel discussion, roundtable discussion, ask the expert). You are free to take a topic directly from this list or use it as inspiration!

Business Planning and Development

- Developing, distributing and/or using business planning tools
- Sharing tools for assessing client skills, gaps and needs
- Case studies in viability for different business models and entrepreneur goals
- Assessing the viability of various farm diversification strategies
- Case studies of cooperative food and farm enterprises and implications for equity, access and exit
- Lessons learned supporting food businesses and value added producers
- Supporting farmers at specific stages of maturity (beginning farmers, advanced beginning farmers, “ag of the middle” farmers, etc.)
- Cases in complementary non-farm revenue sources to support farmland access, retention & viability
- How different communities relate to money and finances
- Strategies for increasing and measuring production, processing and sales efficiencies
- Building frameworks for understanding farm viability

Farm Financial Management

- Developing, distributing and/or using farm financial management tools
- Comparing and contrasting or sharing newly published cost of production or benchmark studies
- Comparing farm financial record keeping systems for different audiences
- Soft skills and hard topics around the farmer’s kitchen table for the business advisor
- Methods for working in teams with the business owner, bookkeeper, business consultant and other advisors
- Problems in producing financial statements: assessing quality and common issues
- Metrics for assessing farm/food business profitability
- Lessons in coaching clients in developing quality financial processes and making managerial decisions from their financial statements
- Annual farm financial management calendar and other tools to support clients’ financial management processes

- Advanced financial management for the farm business advisor
- Learning to follow interactions between financial statements through case studies
- Capital management: effective working and growth capital management for farms and/or value-added enterprises
- Tax planning as a farm financial management tool
- Examining the financial potential of tiny or urban farms
- Developing and analyzing pricing strategies in response to rising costs

Climate Adaptation and Risk Management

- Models for working in teams of business advisors and climate professionals
- Avoiding, planning for, and recovering from business disruptions
- Crisis and risk management (production, financial, markets, human resource, legal)
- Climate adaptation and managing for specific on-farm stressors (heat, drought, flood, fire)
- New data and tools for assessing specific areas of climate risk (flood, fire)
- Accounting for new environmental risks in business and financial planning
- Regulatory and market approaches to increasing farmer usage of climate mitigation practices
- Effective approaches to insurance for climate risk
- Assessment of crop insurance marketplace gaps for non-commodity, diversified and small farms
- Can diversification as a risk management strategy become problematic?

Food and Farm Marketing and Distribution

- Marketing 101: what TA providers need to know to support farmers in their direct to consumer sales channels
- Culturally sensitive marketing
- Marketing research, planning, and implementation
- Analysis of producer costs by market channel and impact on profit margins
- Market development strategies for supporting “ag of the middle”
- Regional food system value chain development through examples
- Lessons, opportunities and failures in efficient supply chains
- Opportunities for premium pricing for climate-friendly production practices
- POS, online marketing and sales platforms options for farm and food enterprises
- Cooperative models for aggregation/marketing/distribution
- How large companies connect with and cultivate farm suppliers

Land Access, Retention and Transfer

- Building pathways to farm ownership for farm workers and underserved audiences
- Collaborative and cooperative land access case studies
- Evaluating the land and resource base fit of a property for viable enterprise matches
- Evaluating rent vs. buy financial and holistic goal scenarios with your client
- Access to land and non-family farm transfers
- Learning from mistakes in farm and food business leasing

- Sale of a business and business valuation
- Preparing for a successful business exit: a useful financial management lens for clients
- Legal issues in farm transfer
- Tax planning for farm transfer
- Coaching families and retiring farmers through succession
- Communicating across generations
- Considerations for conservation easements when it comes to farm viability, financing, and transfer
- Evaluation of the success of alternative land access models

Accessing Capital

- Understand multiple lender's evaluation of your client's loan request through case examples
- Successes and failures in access to USDA and state programs for diverse clients
- Tools and methods in borrower training for loan applicants
- The capital continuum – what types of capital work for farm and food businesses
- Understanding common capital sources for farm and food businesses: best-fit capital types by business characteristics, capital purpose, and lender credit standards
- Working with clients to define capital needs, identify “right fit” capital, and utilize capital responsibly
- Case studies in leveraging capital stacks, loans and grants together for individual farm and/or broader food system goals
- Conservation finance opportunities for individual farms or the sector

Program Design, Development, Management and Funding

- Partnering with hunger relief organizations
- An ethical framework for farm viability work
- Improving our farmer services in areas such as: peer/group education, experiential learning, working with and meeting the needs of diverse populations, teaching behavior change effectively, incorporating technology into farmer education programs
- Developing staff capacity for quality business advising and business advisor training approaches
- Decision making in grant making to food and farm businesses
- Meaningful & manageable metrics for program management and reporting
- Fundraising and resource development
- Outsourced and collaborative back office options, solutions and cases
- Successful CRM and software choices for client and donor management
- Evaluating farm viability programs
- Best-in-class farm viability program examples
- Marketing our programs to clients
- Career pathways and strategies for farm business planner professional development.
- Working alongside other service providers in our communities (e.g. bankers, appraisers, legal advisors, CPAs, etc.)

Agricultural Policy and Advocacy

- Examples of local, state and federal funding sources for farm and food viability programs
- Legal or policy issues in business technical assistance programing
- How to be an effective advocate for change
- Learning the basics of influencing policy
- Actionable skills to drive policy change at the local, state and/or federal level
- Connecting regional farm support networks to influence national policy

Miscellaneous Topics

- How to gracefully exit a farm advising relationship
- Strategies, best practices, and/or technologies for farmer case management
- The viability of farm advising as a career
- Ethical quandary: supporting farmers to pursue their dreams while knowing how hard it will be to achieve them
- Supporting our fellow farm viability service providers in challenging times

More detailed information on past sessions can be found [here](#).

Additional topics may be welcome but not listed; please contact us directly for more details, or with any questions or concerns at: program@farmviabilityconference.com.

Submission Form Questions

Session Submitter Information

1. First Name
2. Last Name
3. Email
4. Phone

Session Information

5. Session title
6. Proposed format (Pick one)
7. Session description, including learning objectives (Long answer)
8. Topic areas (Multiple selection)
9. Intended audience (Short answer)
10. Experience level of attendees (Pick one)
11. How will attendees participate in the session? (Short answer)
12. How will this session contribute to a diversity of practitioners, experiences and perspectives at this conference? (Short answer)
13. Describe ways in which the topics of diversity, equity, and inclusion will be integrated into your workshop session - if applicable (Short answer)
14. Preferred room configuration (Pick one)

Presenter Information (completed for each presenter)

15. Presenter Info
 - Name (or TBD)
 - Title
 - Company Name
 - City, State/Province (or Country if outside US/Canada)
 - Email Address
 - Provide a brief bio of this presenter with a focus on qualifications relevant to this session. If the presenter is TBD then let us know anything you can about the person you have in mind.
 - Add any additional information for the reviewers about your experience with the topic area and/or with presenting or organizing workshops and your ability to deliver a high-quality session.
 - What role will this person play in your session? (Pick one)

Misc

16. Do you have sufficient content to fill 90 minutes or might you need help expanding content or finding co-presenters? (Pick one)
17. Acknowledge: The conference programming committee will be making final decisions regarding which proposals are selected, and where appropriate, presenters may be asked to collaborate with others or shift the content of their proposal.
18. Would you be comfortable with your session information appearing on the website? (Y/N)

19. Additional comments you would like the reviewers or conference organizers to consider regarding your proposal (Short answer)

Submit Your Proposal

Ready to Submit? Click [here!](#)