

**Agricultural Marketing Outreach  
Workshop II  
Memphis, Tennessee  
April 11-13, 2000**

**Registration Form**  
(Please Print or Type)

Name \_\_\_\_\_

Institution/Company/Government Agency \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

**General Information**

- |   |  |  |
|---|--|--|
| <input type="checkbox"/> Farmer (Scholarship Recipient) | <input type="checkbox"/> Private Industry            | <input type="checkbox"/> Government Employee |
| <input type="checkbox"/> Farmer                         | <input type="checkbox"/> College/University Employee | <input type="checkbox"/> Other _____         |

**Special Needs:**

- Hearing Impaired (Interpreter Needed)
- Special Accommodations \_\_\_\_\_

**Registration Policy: Registration subject to space availability**

The \$100.00 registration fee includes admission to all events including one luncheon, two dinners, registration package and workshops. No refunds after **MARCH 10, 2000**. Please make company checks and money orders payable to **Southern University Foundation**. All completed registration forms must be accompanied by one of the following payment methods: **NO PERSONAL CHECKS**

- |   |  |
|---|--|
| <input type="checkbox"/> Money Order    | Credit Card Number _____               |
| <input type="checkbox"/> Master Card    | Expiration Date _____                  |
| <input type="checkbox"/> Visa           | Credit Card Authorized Signature _____ |
| <input type="checkbox"/> Company Check  | Cardholder's Name (Print) _____        |
| <input type="checkbox"/> Purchase Order |  |

**Keep a copy of your registration form for confirmation.**

Mail completed registration forms to: **Southern University and A&M College**  
**Post Office Box 54051**  
**Baton Rouge, LA 70892**  
**Attention: Orlando Phelps**

Or fax to: Clifton E. Peters @ (601) 877-3743

If additional information is required, visit our internet site at: <http://marketingoutreach.usda.gov> or contact **Orlando Phelps**, USDA/1890 Liaison Officer at (225) 771-3660 or email at [orlando.phelps2@usda.gov](mailto:orlando.phelps2@usda.gov).

*Agricultural Marketing Outreach Workshop II  
Choices*

**Enhancing Product Marketability -Tuesday, April 11, 2000**

*Please rank each workshop 1 –8. Selections will be based on order of receipt.*

- \_\_\_\_\_ **THE MARKETABILITY OF PRODUCTS**
- \_\_\_\_\_ **GRADE STANDARDS FOR LIVESTOCK**
- \_\_\_\_\_ **ENHANCING AGRONOMIC CROPS**
- \_\_\_\_\_ **ENHANCING LIVESTOCK QUALITY**
- \_\_\_\_\_ **GRADE STANDARDS- VEGETABLES AND AGRONOMIC CROPS**
- \_\_\_\_\_ **ENHANCING VEGETABLE QUALITY**
- \_\_\_\_\_ **SURVIVING IN A HAZARD ANALYSIS CRITICAL CONTROL POINT (HACCP) WORLD**
- \_\_\_\_\_ **ENHANCING FRUIT QUALITY**

**Farm Management To Enhance Marketability - Wednesday, April 12, 2000**

*Please rank each workshop 1 –7. Selections will be based on order of receipt.*

- \_\_\_\_\_ **FARM POLICIES/PROGRAMS**
- \_\_\_\_\_ **DEVELOPING A FARM MANAGEMENT PLAN**
- \_\_\_\_\_ **MINIMIZING YOUR LOSSES THROUGH RISK MANAGEMENT**
- \_\_\_\_\_ **COOPERATIVES AND BOARDS**
- \_\_\_\_\_ **FINANCING YOUR OPERATION**
- \_\_\_\_\_ **DEVELOPING A MARKETING PLAN**
- \_\_\_\_\_ **CONTRACTING**

**Product Quality Demonstrations - Wednesday Afternoon (Outdoor Sessions)**

*Please rank each workshop 1 –9. Selections will be based on order of receipt.*

- \_\_\_\_\_ **UNDERSTANDING YOUR SOILS**
- \_\_\_\_\_ **INTEGRATED PEST MANAGEMENT**
- \_\_\_\_\_ **TILLAGE PRACTICES**
- \_\_\_\_\_ **IRRIGATION**
- \_\_\_\_\_ **VEGETABLES**
- \_\_\_\_\_ **TREES/AGROFORESTRY**
- \_\_\_\_\_ **LIVESTOCK (BEEF CATTLE, SWINE and GOATS)**
- \_\_\_\_\_ **PASTURED POULTRY**
- \_\_\_\_\_ **GREENHOUSE**

**Product and Marketing Diversification - Thursday, April 13, 2000**

*Please rank each workshop 1 –7. Selections will be based on order of receipt.*

- \_\_\_\_\_ **SELLING AT THE FARMERS' MARKET AND DIRECT MARKETING**
- \_\_\_\_\_ **TIMBER: AN UNTAPPED RESOURCE**
- \_\_\_\_\_ **ORGANIC FARMING: A GROWER'S VIEW**
- \_\_\_\_\_ **BUILDING MARKETS FOR SPECIALTY COMMODITIES**
- \_\_\_\_\_ **ACCESS TO EXPORT MARKETS**
- \_\_\_\_\_ **SMALL FARM SCHOOL LUNCH INITIATIVE**
- \_\_\_\_\_ **SUSTAINABLE AGRICULTURE RESEARCH EDUCATION (SARE) PROGRAM**