

# 2026 WINTER BUSINESS SERIES

*Join just one, or all, winter business series presentations and learn how to navigate agriculture as a business, for beginning farmers!*

*All courses are FREE!*



## BERNALILLO COUNTY CO-OP EXTENSION OFFICE



1510 MENAUL Blvd NW,  
ALBUQUERQUE, NM 87107

**TUESDAY EVENINGS, 6 - 7:30 PM**



**Scan to register for  
workshops and  
learn more!**

Programs are free.  
Registration is  
preferred, walk-ins  
are welcome!



If you are in need of auxiliary assistance to participate in these workshops, please John Garlisch at 505-243-1386 or [garlisch@nmsu.edu](mailto:garlisch@nmsu.edu)

Virtual offerings will be available upon request. For more information, please reach out to Monique Queen at [mqueen@bernco.gov](mailto:mqueen@bernco.gov)

New Mexico State University is an affirmative action, equal opportunity employer and educator. New Mexico State University and the US Department of Agriculture cooperating.

## Topics and Dates

- Farm Dreams: Dreaming of Your Business Concept  
Jan. 20, 2026
- Business Plan Outline  
Jan. 27, 2026
- Record Keeping  
Feb. 3, 2026
- Marketing: Finding Local Market Opportunities  
Feb. 10, 2026
- Farm Financials  
Feb. 17, 2026
- Farm Taxes  
Feb. 24, 2026
- Insurance 101  
March 3, 2026
- Loans, Grants, and Insurance with NRCS and FSA\*  
March 10, 2026  
*\*Tentatively scheduled*
- Land Access with LandLink  
March 17, 2026
- Business Registration  
March 24, 2026