



TPV FOR AG
IMPACT

*Financial Coaching & Capacity Building
for Farmers and Food-System Workers*

EVENT BOOKLET

TPV for Agricultural Impact Prosperity Forum

October 21–23

To join the meeting, click [HERE](#)

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Daily Schedule

10/21 - Day 1

Farmers & Producers

11:00AM-4:00PM ET

10/22 - Day 2

Farmers & Producers

10:00 AM - 2:30 PM ET

10/23 - Day 3

Ag Nonprofit Employees

11:00 AM - 2:00 PM ET

Session 1: Two Ledgers, One Family — Financial Strategy Overview

11:00am-12:15pm ET

Session 4: Weathering the Storm — Economic Headwinds Panel

10:00am-11:40am ET

Session 7: Navigating Student Loan Repayment and PSLF Updates

11:00am-12:10pm ET

Session 2: Farm Financial Records & Professionals to Engage

12:15pm-1:45pm ET

Session 5: Securing Your Future — Retirement Planning For Farmers

11:50am-1:20pm ET

Session 8: Housing Decisions in Work Transitions: Pivot, Plan, and Protect Your Future

12:10pm-1:20pm ET

Session 3: Selling to Buyers — What Farmers Need to Know

2:15pm-4:00pm ET

Session 6: Integration & Pathways — Your Next Steps + Program Options

1:20pm-2:30pm ET

Session 9: Closing Remarks and Pathways

1:20pm-1:45pm ET

Farmers & Producers

Farmers & Producers

Ag Non-Profit Staff



Session Descriptions

Day 1 - October 21, 2026

SESSION 1: Two Ledgers, One Family — Financial Strategy Overview

In "Two Ledgers, One Family," participants learn to distinguish between reactive financial planning and proactive financial strategy, establishing the critical boundaries between household and business accounts. By treating these as separate but aligned entities, farmers gain visibility into their true financial health and protect personal security from business volatility. This foundational session provides the strategic questions, target-setting frameworks, and decision rules needed to build resilience before economic challenges arise.

SESSION 2: Farm Financial Records — What to Track for Taxes + Decisions

Master your farm's numbers in "Farm Financial Records," featuring practical guidance on managing day-to-day bookkeeping versus Schedule F tax compliance. Clear up common confusion by learning the distinct roles of a bookkeeper, CPA, and fractional CFO, and pinpoint exactly when to hire each. This session equips farmers with the basics on how to read their core financial statements—balance sheet, income statement, and cash flow—turning raw data into smart, confident business decisions, reliable institutional contracts, and sustainable sales.

SESSION 3: Selling to Buyers — What Farmers Need to Know

Unlock new revenue channels in "Selling to Buyers," featuring direct insights from experienced restaurant, co-op, and market buyers. Discover the distinct expectations of wholesale buyers regarding communication, consistency, and packaging, and learn how to craft a compelling elevator pitch that moves beyond price to demonstrate value. This session equips farmers with the professional standards and relationship-building strategies needed to secure reliable institutional contracts and grow sales sustainably.



Day 2 - October 22, 2026

SESSION 4: Weathering the Storm — Economic Headwinds Panel

In "Weathering the Storm," three farms — Freedom Farm Community, Black Yard Farm Collective and Laughing Earth Farm — share what it's really like to feed their communities through a challenging agricultural season. Through candid conversation, they explore the challenges they're facing, the opportunities they see, what's working, what they'd do differently, and what farmers need most. This peer-led session draws practical lessons from three distinct approaches, grounded in lived experience rather than theory.

SESSION 5: Securing Your Future — Retirement Planning For Farmers

Plan for your long-term security in "Securing Your Future." Get a clear, friendly overview of ways to save for retirement, smart options when selling or trading farm property, and the basics of passing your farm to the next generation. You'll learn which legal papers help hand off ownership smoothly and why having them in place early matters. Leave with practical next steps you can use, keeping your family, your farm, and your legacy protected for years to come.

SESSION 6: Integration & Pathways — Your Next Steps + Program Options

Participants will review foundational takeaways across all workshops, assist you in identifying strategic priorities, and explore ongoing program options for continued support. This session ensures you leave with clarity, accountability, and a clear path to implement your new financial strategies with confidence.



Day 3 - October 23, 2026

SESSION 7: Navigating Student Loan Repayment and PSLF Updates

Student loan debt can feel overwhelming, especially with recent policy changes reshaping the landscape. This session breaks down current repayment options—including income-driven plans—and walks through the latest updates to Public Service Loan Forgiveness (PSLF) eligibility and processing. Attendees will leave with a clearer understanding of which repayment strategy fits their situation, how to stay on track for forgiveness if eligible, and practical next steps for managing their loans with confidence amid a shifting federal landscape.

SESSION 8: Housing Decisions in Work Transitions: Pivot, Plan, and Protect Your Future

Career transitions can create significant housing challenges for agricultural nonprofit professionals, especially amid sector-wide budget cuts, reduced funding, and income uncertainty. Whether you're working toward buying your first home on a nonprofit salary or already own a home and need to protect it during an income disruption, this session offers practical strategies to strengthen your financial position, manage changing income, protect your home and equity, and keep your housing secure through every career pivot.

SESSION 9: Closing Remarks and Pathways



Speaker Biographies



Sharlene Brown

Co-founder, TPV for Agricultural Impact

With a background in economics and an MBA, Sharlene has dedicated nearly a decade to helping clients in underserved communities build resilient financial foundations. Her expertise lies at the intersection of financial inclusion, economic empowerment, and agricultural development in emerging markets. Spending part of her early childhood on a family farm in Jamaica sparked her lifelong appreciation for what agricultural livelihoods require—and the unique financial vulnerabilities that farmers face.



Lori Hylton

Co-founder, TPV for Agricultural Impact

Lori brings a background in affordable housing, economic development, and community resilience to her work. Having served as a Food Justice Fellow with the PCUSA Hunger Program and managed the Kingston Farmers Market, she has spent years working alongside farmers who feed our communities. Lori has seen firsthand the tight margins and financial pressures agricultural life demands. Today, she combines her roots in food justice with practical coaching to help farmers build the financial capacity they need to navigate agriculture's unique challenges.





Matt Blackburn

Business Development Manager, Amber Farmland Investments

Matt serves in business development at Amber Farmland Investments. He views organic nutrition as integral to his health and sees his role as an opportunity to expand organic farmland availability through Amber's mission to transition chemical-dependent farmland to USDA-certified organic.

Prior to joining Amber, Matt served in business development for LaSalle Investment Management, facilitating tax-deferred exchanges of real estate and farmland. Matt received an MBA in Finance from DePaul University and a Bachelor of Science in Finance from Northern Illinois University. He is a CAIA® charterholder.



Angela Brigmon

Community Farmer, Brigmon Farms

Angela Brigmon is the Co-Owner of Brigmon Farms in SC with her husband Timothy Brigmon.

"We are fourth-generation farmers who sell Certified SC Farm-fresh poultry and eggs. We also offer our famous gourmet quiches, hand-churned butters (garlic and herbs & Ceylon cinnamon honey), homemade granola, and our homemade baked apple and peach pies.

We'd like to share with you all how and where it all began. Farming is an integral part of our history and bloodline.

Our story starts in Gardens Corner, Beaufort, South Carolina. Our great-grandparents, Oscar and Elouise Johnson, started their own farm at a young age, around 1921. They raised chickens, hogs, cows, and horses. They raised chickens for their eggs and meat, freezing some for later and bartering with other family members. Andrew Williams, also our great-grandfather, born and raised in Givans, South Carolina, was a sharecropper in the early 1900s.

Farming came naturally to us, using the gifts bestowed upon us by our family."





De'Erricka Green

Heirs' Property Law Fellow, Wake Forest Law

De'Erricka Green is a North Carolina attorney whose experience spans estate planning and administration, tax research, and heirs' property law. She serves as Law Fellow and Co-Director of the Heirs' Property Project within Wake Forest University School of Law's Environmental Law and Policy Clinic, where she supervises clinical law students handling real client matters involving estate planning, property ownership, and family land preservation.

Her background informs her practical approach to helping families understand how legal documents, ownership arrangements, and tax considerations work together to support effective succession planning. Her current work emphasizes preventing and resolving heirs' property issues, preserving family land, and expanding access to legal assistance for landowners who cannot otherwise afford representation.

Green brings a perspective grounded in both direct client service and training the next generation of attorneys to help families navigate complex ownership and inheritance issues. She earned her J.D., cum laude, from North Carolina Central University School of Law and her B.A. in English and Africana Studies from North Carolina State University.



Rashida Harris

Category Manager, National Retailer

Rashida Harris is a Category Manager with nearly 20 years of experience at a large national retailer, including 8 years buying produce. Starting on the store floor and advancing through merchandising and buying, she has built direct relationships with growers and vendors and guided them through what it takes to become a retail partner, from first conversation to first shipment.

Rashida also serves on the Industry Advisory Board for the Management Program at Wentworth Institute of Technology and is clerk for the Camala Foundation.





Edgar Hayes

Co-Founder & Community Farmer, Freedom Farm

Edgar is one of Freedom Farm's co-founders. He loves the farming aspect of all the many tasks that need to be done. "I can do this all day." I think he coined that phrase before Captain America, if you ask me. Edgar loves re-connecting with creation. He spends lots of his time outdoors listening to the birds singing, growing food, homesteading, cutting the grass, watching and feeling the life around him, and hugging trees. Yes, he is a tree hugger! He loves making his own granola, too. :)



Michelle Hiron

Founder & CEO, HigherRing

Michelle is the founder & CEO of HigherRing, a B Corp and 1% for the Planet member specializing in managed back-office support for impact businesses and nonprofits, focused on fractional and managed financial and administrative operations. Her team's financial operations work includes supporting small- to medium-sized agricultural producers, ensuring they have solid financial solutions, and training them to capture and report their numbers each month so they have real financial clarity to make decisions. Michelle has over 25 years of experience in big retail and start-ups and is closely involved with all of HigherRing's client engagements, collaborating with each on best practices for processes and systems. She is passionate about using business as a force for good and advocates for sustainable labor and climate solutions with elected officials in the 22 states where HigherRing hires. She is the current Engagement Chair of B Local Bay Area, is the proud mama of two kids and one friendly pup, and loves hiking through beautiful Northern California and Oregon wildlands in her free time.





Loretta Keller

Chef & Restaurateur

Loretta Keller is a San Francisco chef known for seasonal, ingredient driven California cooking. After cooking at Stars, she opened Bizou at Fourth and Brannan in 1993, later reinventing the space as COCO500 – a California/Mediterranean spot known for its fried green beans, braised beef chucks, and truffled flatbread. She was a James Beard semifinalist for Best Chef: Pacific in 2010 and 2012.

In 2014 Keller and her partner Clay Reynolds shifted their attention to creating the food and beverage program, at the Exploratorium and SF Conservatory of music, designing spaces and menus for these high volume venues.



Brendan Kelly

Produce Manager, Honest Weight Food Co-op

Brendan Kelly was born and raised in upstate New York. He attended CBA, class of '04, HVCC, class of '07, and then moved to Philadelphia where he studied literature and education at LaSalle University and received his bachelors in 2010. Thereafter he returned to Albany and began teaching at LaSalle School for Boys. In July 2013 Honest Weight Food Co-op opened its doors at its newest location on Watervliet Ave and Brendan started his produce career as Receiver. One year later he became the Produce Assistant Manager, and then in 2015 the Department Manager where he's helped shepherd the department from 4.5M to 6.2M in annual sales over the past decade. Brendan has also served as Store Operations Manager, a City Carrier for USPS, a handyman for the Westwood Motel, a clerk for Price Chopper, and a berry picker for Oronacah Farm. His hobbies include DJ'ing for local clubs, taking care of his two tuxedo cats, and bicycling.





Zach Metzger

Community Farmer, Laughing Earth

Zack Metzger co-owns Laughing Earth Farm in Cropseyville, NY, with his wife and farm partner, Annie. Together they have run this 200-year-old small diversified farm for nearly a decade. The 175-acre farm includes 10 acres of certified organic vegetables and flowers, along with certified organic pastured chickens and turkeys and organically managed pork and beef. Zack leads the farm's accounting, operations, maintenance, and hay production. Laughing Earth feeds its community through a CSA, a self-service on-farm store open 7 days a week, and the Troy Waterfront Farmers Market every Saturday of the year.



Christine Rico

Founder & Consulting CFO, CFO on Speed Dial

Christine Rico is a fractional CFO for mission-driven companies and the founder of CFO on Speed Dial, which she built to give growing businesses the forward-looking financial strategy that usually only large companies can afford. She knows the food industry from the inside — serving as CFO to companies across farming, food access, CPG, wholesale and retail bakery, and multi-location cafés. A defining part of her work is helping food and farming businesses raise the right capital that fits their mission without giving up control or suffering with predatory loans. A past co-chair of Slow Money NYC and an active member of the Innovative Finance Initiative, Christine helps founders speak both the language of food and the language of money.





Will Summers

Community Farmer, Freedom Farm

Will Summers has been farming for nearly 20 years in a variety of small-scale vegetable growing operations practicing organic agriculture. He currently works with Freedom Farm Community in Orange County, New York since 2021 where he directs food production and distribution for Freedom Farm Community's unique mission to share food freely as a gift with people who struggle to access fresh produce. Will's experience has primarily been with nonprofit organizations that combine farming, education, hospitality, and faith practice ranging from growing food for a conference and retreat center in Rockland County, New York to producing fresh vegetables on-site at charter schools in South Texas. He especially loves growing tomatoes and lettuce, cooking with his daughters, and eating all the goodies grown on the farm.



Ashanti Williams

Founder & Community Farmer, Black Yard Farm Collective

Ashanti Williams is the founder of Black Yard Farm Collective. A Black woman farmer raised in the Bronx by activists and land stewards with roots in the Carolinas. She is passionate about working with animals and building sustainable farm systems. Experiencing a lack of safe, inclusive learning environments for people of color in animal agriculture inspired her to create those spaces for others.



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We are grateful for the support of the **11th Hour Project**, whose work helps make this event possible.

The 11th Hour Project provides grantmaking and other support to organizations and historically excluded communities who are working towards renewable energy solutions, resilient food systems, ocean restoration and preservation, and the protection of human rights. They work with and fund nonprofits that use a variety of tactics to shift narratives, mobilize against harmful practices, envision more regenerative pathways, and inspire meaningful policy and rights-based regulatory change.



OUR RESILIENCE PARTNER



Rural Beacon Initiative seeks to advance community ownership in a new clean energy economy through strategic leveraging of relationship expertise and innovative technology. For the better part of a decade, we have cultivated community relationships through grassroots organizing. RBI has cultivated relationships in frontline communities and recently provided consulting services with top green energy finance leaders around operationalizing equity and climate environmental justice. RBI will develop and model connecting communities in a way that is scalable and equitable across the Southeast.

OUR COMMUNITY PARTNERS



Natural Investments is a pioneering firm in the socially responsible investing field for over 35 years.



The Honest Weight Food Co-op, founded in 1976, is a member-owned and operated consumer cooperative.



Naughty Cat

Naughty Cat is a boutique web design and development agency specializing in affordable websites for nonprofits.



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