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## C3R Sponsors VSU's 7<sup>th</sup> Annual National Small Farm and Ranchers Conference

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### ABOUT US

*Concord Crossroads, LLC (C3R) is a Service Disabled Veteran Owned Small Business (SDVOSB) and is an SBA Certified 8(a) company. C3R was founded by retired Army Colonel Claude A. Wood with the purpose of providing expert solutions to the federal government in the areas of Force Protection and Mission Assurance.*

*C3R's core strengths are supporting antiterrorism strategic planning and program management, physical security, intelligence operations and analysis, cyber technology, defense critical infrastructure program management, emergency management, biometric security program management, terrorism vulnerability assessment planning and execution, training and program support services, administrative personnel security and adjudication, and operational infrastructure support. C3R is headquartered in Dumfries, Virginia and is providing innovative solutions on military installations both CONUS and OCONUS.*

*For more information visit our website at [www.concordcrossroads.com](http://www.concordcrossroads.com).*

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DUMFRIES, VA

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Concord Crossroads, LLC [C3R] was a major sponsor in supporting Virginia State University [VSU] at the 7<sup>th</sup> Annual National Small Farm Conference, held at the Virginia Beach Conference Center from September 20-22, 2016. Hosted by Virginia State University's College of Agriculture, Virginia Cooperative Extension, and the United States Department of Agriculture [USDA] with support from Virginia Tech, this year's conference, "Creating and Sustaining Small Farmers and Ranchers" was a success. As a result of their involvement, C3R plans to expand its federal contracting opportunities to include the USDA, in partnership with academic institutions, and small farmers and ranchers. C3R envisions providing management education opportunities in the way of workforce training, job development, and neighborhood revitalization; developing skills and knowledge that enable small farmers and ranchers to make more informed decisions using emerging risk management tools in their operations; establishing marketing opportunities for small farmers and ranchers to succeed in a competitive marketplace well providing value-added production in an emerging food trend to help grow the local economy.

At first glance, it is difficult to understand the reasoning for C3R's sponsorship of a conference on small farmers and ranchers. However, in addition to addressing the more traditional aspects of farming, this year, the conference focused on traditional business strategies such as business opportunities, risk management, and marketing techniques so that small farmers and ranchers could not only survive but thrive in this challenging economy. It is in this context that a need for a partnership between small farmers and ranchers and small businesses was realized. As the small farmers and ranchers recognized they lacked standard business acumen and thus needed the acquired knowledge and skills of successful small businesses. Attending the conference this year was exciting as it brimmed with possibilities for C3R to build new business frontiers. We look forward to the conferences ahead as one strategy to forge new partnerships in the future with small farmers and ranchers.



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