



# Class Schedule: Fall, 2012—Winter, 2013

## *Farm Business Management*

September 2012

University of Vermont Extension **CENTER** for **SUSTAINABLE AGRICULTURE**

Class	Description	Time	Dates	Locations	Cost	Audience	Outcomes
<b>Growing Places</b>	Growing Places is designed to help individuals develop a comprehensive goal statement which will help in the business planning process, explore and evaluate opportunities and resources and become familiar with state and federal agriculture programs.	5:30-8:30 pm	<b>October 9, 16, 23, 30, 2012</b> In-person  <b>January, 2013</b> Online	Berlin Brattleboro Morrisville	\$100-135  Financial assistance is available.*	<b>Aspiring &amp; Start-up</b> Pre-start – 1 year operating a farm or ag-related business.  <b>Re-Strategizing farmers</b> Considering a new farm enterprise or diversification	Business ownership readiness assessment. Developing personal and business goal statements. Introduction to business and market planning. Introduction to resources and services for new farmers.
<b>Taking Stock</b>	<i>Taking Stock</i> addresses issues that tend to arise in businesses that have been up and running for awhile and could benefit from a progress check.	10 am – 3 pm	<b>March 13, 20 &amp; 27, 2013</b>	On farms in Chittenden County	\$100-135 Financial assistance is available.*	<b>Re-strategizing farmers</b> with 5 or more years operating a farm business.	Planning & goal-setting; instituting policies & procedures; cash management and refining owner/manager roles.
<b>Building a Sustainable Business</b>	This course will assist today's alternative and traditional business owners alike with the creation of a holistic business plan rooted firmly in personal, community, economic and environmental values. Guest speakers from local businesses, service providers and farms.	1-4 pm	<b>December 5, 12, 19, 2012, January 9, 16, 23, 2013</b>	Berlin Middlebury Morrisville White River	\$150-175  Financial assistance is available.*	<b>Start-up farmers</b> 1-3 years operating a farm or ag-related business.  <b>Re-strategizing farmers</b> considering a new farm enterprise or diversification.	Comprehension of business planning process and outline of, or completed, business plan, for farm business.**  <i>Note: Participants will be asked to select one chapter of their business plan to focus on, and there will be required homework.</i>

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# Upcoming Classes: Winter 2013

Class	Description	Time	Dates	Locations	Cost	Audience	Outcomes
<b>Whole Farm Planning for Beginning Women Farmers</b>	A farm management curriculum developed by Holistic Management International with a focus on holistic goal driven planning and decision making for farm business production, infrastructure, finances, and marketing. Includes on-farm tours and farmer mentoring.	9:30 am - 4 pm	Jan. 8, Jan. 22, Feb. 5, Feb. 19, March 12, March 26, April 9, April 23, May 7, May 21	Berlin	Sliding Scale- \$150-500. Limited enrollment. Financial assistance available. Applications due by 11/1/2012 ***	<b>Women farmers</b> With 2-10 years experience operating a farm business.	Farm management & decision making skills; enterprise budgeting & financial planning; business & market planning; leadership & communication skills; introduction to soil & grazing management. ** Participants receive a farm mentor for the duration of the class.
<b>Introduction to Ag Financial Management</b>	This course provides start-up farmers with the basic knowledge they need to understand and complete a balance sheet, income statement and cash flow statement. Participants will learn the basics of budgeting and skills to anticipate the financial needs of their farm operations.	1-4 pm	<b>February 6, 13, 20, 2013</b>	Berlin Middlebury St Johnsbury	\$75-100  Financial assistance is available.*	<b>All Farmers</b> interested in an introduction to farm financial management.	Comprehension of basic financial recordkeeping— balance sheet, income statement, cash flow, budgeting.

\*A 25% discount on registration fees is available to participants who attend class together from the same farm or who attended ***Growing Places*** in the past.

\*\* Note: This class requires a significant investment of time. We recommend that participants not enroll in any other classes while taking this class.

\*\*\* Preference given to graduates of *Growing Places* and *Building a Sustainable Business*.

**For more information: [www.uvm.edu/newfarmer](http://www.uvm.edu/newfarmer), [newfarmer@uvm.edu](mailto:newfarmer@uvm.edu), or 802-223-2389 x203.**

The UVM Extension New Farmer Project is funded by a USDA Beginning Farmer & Rancher Development Program Grant awarded to the VT New Farmer Network. The Network consists of organizations that serve VT's beginning farmers.

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