



Class Schedule: Fall 2014 & Winter 2015

Farm Business Management

Class	Description	Time	Where & When	Cost	Audience	Outcomes
Growing Places	Participants develop a comprehensive goal statement to guide the business planning process, explore and evaluate opportunities and resources, and become familiar with state and federal agriculture programs.	5:30-8:30 pm	Berlin, VT: October 2, 9, 16 & 23, 2014 Online: January 2015	\$110-150 Financial assistance is available.	Aspiring & Start-up Pre-start – 1 year operating a farm or ag-related business. Re-Strategizing farmers 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.
Building a Sustainable Business	Participants learn to evaluate business concepts, assess their readiness to move forward, and develop an early-stage business plan.	12:30-2 pm	Berlin, VT December 3, & 17, Jan. 7 & 21 (snow date Jan. 28), or via webinar.	\$110-\$150 Financial assistance is available.	Start-up farmers 1-3 years operating a farm or ag business, and Re-strategizing farmers.	Comprehension of business planning process and outline of, or completed, business plan, for farm business.
Whole Farm Planning for Beginning Women Farmers	A holistic farm management curriculum focusing on goal-driven planning and decision-making for production, finances, infrastructure, and marketing. Includes on-farm tours and farmer mentoring.	9:30 am – 4 pm	Berlin, VT Jan. 6 & 20, Feb. 3 & 17, Mar. 10 & 24; Apr. 7 & 21, May 5 & 19, 2015. (<i>Snow date: Feb. 24 if needed.</i>)	Sliding Scale-\$150-500. Financial assistance available.	Women farmers With 2-10 years experience operating a farm business. By application. Deadline: Nov. 13, 2014.	Participants gain knowledge and skills in: production, marketing and business planning; enterprise budgeting; leadership & communication; soil & grazing management.
Intro to Ag Financial Management	This course helps participants develop the skills to understand and complete a balance sheet, income statement and cash flow statement.	1-4 pm	Berlin & Rutland, VT February 4, 11, 18, 2015	\$110-\$150 Financial assistance is available.	All Farmers interested in an introduction to farm financial management.	Comprehension of basic financial recordkeeping and budgeting and skills to anticipate the financial needs of their farm operations.

For more information: www.uvm.edu/newfarmer, newfarmer@uvm.edu, or 802-223-2389 x203

Farm business classes are sponsored by the University of Vermont Extension New Farmer Project, with funding from the USDA Risk Management Agency, the Vermont Agency of Agriculture and Vermont Working Lands Enterprise Board.



University of Vermont Extension and U.S. Department of Agriculture, cooperating, offer education and employment to everyone without regard to race, color, national origin, gender, religion, age, disability, political beliefs, sexual orientation, and marital or familial status. Issued in furtherance of Cooperative Extension work, Acts of May 8 and June 30, 1914, in cooperation with the United States Department of Agriculture, University of Vermont Extension, Burlington, VT.