



Fall & Winter Class Schedule 2011&2012

Farm Business Management

August 2011

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



For who...	Class	What you'll learn...	Dates	Time	Locations	Cost	More information...
Aspiring & Start-up farmers Pre-start – 1 year operating a farm or ag-related business Re-Strategizing farmers Considering a new farm enterprise or diversification	Growing Places	Business ownership readiness assessment. Developing personal and business goal statements. Introduction to business and market planning. Introduction to resources and services for new farmers.	October <i>Springfield</i> 10/12, 10/19, 10/26 <i>Middlebury</i> 10/15, 10/22, 10/29 January <i>On-line</i> 1/9 –2/6.	9:30 - 3:30 pm	Springfield Middlebury On-line	\$100-135 Financial assistance is available.*	Participants 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. Guest speakers from local farms and service organizations.
Start-up farmers 1-3 years operating a farm or ag-related business. Re-strategizing farmers with 5 or more years operating a farm business and considering a new farm enterprise or diversification.	Building a Sustainable Business	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 considerable homework required. **</i>	Dec–Jan 12/6, 12/13, 12/20 , 1/ 3, 1/10, 1/17 (1/24 snow date)	1-4 pm	Berlin Brattleboro Middlebury St. Albans St. Johnsbury	\$150-175 Financial assistance is available. *	Based on a business planning guide developed by the Minnesota Institute for Sustainable Agriculture, this course assists alternative and traditional business owners with the creation of a holistic business plan rooted in personal, community, economic and environmental values. Guest speakers from local businesses, service providers and farms.
For more information: www.uvm.edu/newfarmer (click on “Classes”), newfarmer@uvm.edu, or 802-223-2389 x203.							

Farm business classes are sponsored by the University of Vermont Extension New Farmer Project and Women's Agricultural Network, with funding support from the USDA Beginning Farmer and Rancher Development Program and Risk Management Agency. 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.

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Re-strategizing farmers with 5 or more years operating a farm business.	Taking Stock	Planning & goal-setting; instituting policies & procedures; cash management & refining owner/manager roles.	March		On-line	\$100-135 Financial assistance is available.*	<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.
Women farmers With 2-10 years experience operating a farm business.	Whole Farm Planning for Beginning Women Farmers	Farm management & decision making skills; enterprise budgeting & financial planning; business & market planning; leadership & communication skills; introduction to soil & grazing management. ** <i>Participants receive a farm mentor for the duration of the class.</i>	January-June 1/10, 1/24, 2/7, 2/21, 3/13, 3/27, 4/3 (snow date), 4/17, 5/8, 5/29, 6/19.	9:30-4 pm	Shelburne	Free. Limited enrollment. Participants accepted through application process, due by 10/28/11 ***	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.
All Farmers interested in an introduction to farm financial management.	Introduction to Ag Financial Management	Comprehension of basic financial recordkeeping—balance sheet, income statement, cash flow, budgeting. <i>Participants can choose to participate in a clinic with one-to-one assistance at no additional charge.</i>	February 2/1, 2/8, 2/15	1-4 pm	Berlin	\$75-100 Financial assistance is available.*	This course provides start-up farmers with the 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.
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*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*.



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