



## UVM EXTENSION FARM VIABILITY

Our Farm Viability program provides farm owners with business education resources, skills development, and one-on-one planning services.



**ONE-ON-ONE BUSINESS PLANNING** \* where business advisors help participants develop a variety of plan models, including:

- ✓ **Full Business Plan:** Develop a comprehensive business plan that covers all aspects of the business for 1-3 years. Includes short- and long-term goals, marketing plans, management plans, risk analysis and financial statements.
- ✓ **Cash Flow Plan:** Develop budgets and update the financial statements needed to make key decisions or apply for financing.
- ✓ **Enterprise Analysis Plan:** Single-out and analyze one enterprise within your business or test the feasibility of a new idea.
- ✓ **Transition Plan:** Develop a plan to phase out of one ag product and begin or expand production of another. Could include enterprise analysis, goal setting, cash flow analysis, etc.
- ✓ **Transfer Plan:** Planning focused on the unique relational, tax and legal considerations of transferring ownership and management of the farm.

\*Farms must meet VHCB eligibility to participate, including: a) participant is a Vermont resident, b) has 3 years of experience working and managing farm operations and c) the farm business generated at least \$15,000 of gross sales in the previous year.

**PRE-VIABILITY ONE-ON-ONE BUSINESS PLANNING** for individuals not meeting the experience and income requirements outlined above, services are still available, including:

- Budget assistance and preparation
- Business entity guidance
- Help navigating legal, technical and regulatory requirements
- Goal setting and financial planning

**BUSINESS CLINICS** are short, one-on-one meetings planned for a specific purpose such as a check- up to review progress with a business plan, a brief cash flow analysis or budget review, preparation for a loan application, or a job-level cost analysis. Find out more & register here: <https://www.uvm.edu/extension/agriculture/agbizcoaching>

**For more information, contact:**

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**UVM Extension helps individuals and communities put research-based knowledge to work.**

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