



## 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

Our business advisors help participants develop a variety of plan models:

- **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.

### BUSINESS CLINICS

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.

**For more information, contact:**

**Betsy Miller**  
[Betsy.Miller@uvm.edu](mailto:Betsy.Miller@uvm.edu)  
802-447-7582 or  
800-287-1552 (toll free)

**UVM Extension**  
**Attn: Farm Viability**  
**327 US Route 302, Suite 1**  
**Berlin, VT 05641-2434**

*This program is funded by the UVM Extension and the Vermont Housing & Conservation Board.*



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

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, Vermont

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.