

AGRICULTURAL BUSINESS

Clean Water Initiative Program

For Service Providers

November 2020



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UVM Extension Agricultural Business engages with farm, forest and maple enterprises using valuable planning and educational resources to promote a strong agricultural economy. Our experienced team delivers one-on-one, small group and online learning opportunities that enhance decision-making and viability. Our programs and research provide direction for key stakeholders to advance initiatives that improve business outcomes in a dynamic agricultural sector.

PURPOSE

The purpose of the program is to facilitate decision making by farmers to reduce nonpoint source nutrient loading from agricultural operations as well as improve economic and environmental viability on Vermont farms through education and outreach for increased awareness, technical assistance for conservation practice adoption and implementation, funding opportunities, and business planning.

BACKGROUND – CWIP 2018-2020

- CSFO Survey
- 1-on1 Planning Support
- Business plans, cash flow analyses, enterprise plans, general advice – grant applications
- Best Practices for Project Planning

RESULTS – CWIP 2018-2020

- CSFD Survey - 174 respondents - [Conservation and Farm Viability on Vermont Farms](#)
- Completed 1-on1 Planning Support for 57 farms (goal = 40 farms) - ~20,600 acres of farmland
- 70% made management decisions directly related to their water quality project
- Generated over \$3.9 million to further implement conservation practices
- Top Results of TA – Improved abilities to analyze situations and make decisions.



CWIP 2020-2022

- Continued business technical assistance in strategic planning, business analysis, conservation investment support (grants and loans), business succession, and partner referrals.
- Beyond dairy farms
- MFO and LFO surveys
- Workshops and webinars
- Online interactive intake and support



USEFUL LINKS

- Water Quality Business Analysis – Best Practices for Project Planning
 - https://www.uvm.edu/sites/default/files/Agriculture/agbusiness/FBFS033_WQ-Business-Analysis_Best-Practices.pdf
- Water Quality Business Analysis Inquiry Form
 - <https://www.uvm.edu/extension/agriculture/uvm-extension-water-quality-business-analysis-inquiry>
- Water Quality Business Assessment Tool
 - <https://www.uvm.edu/extension/agriculture/water-quality-business-assessment-tool>

QUESTIONS?

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