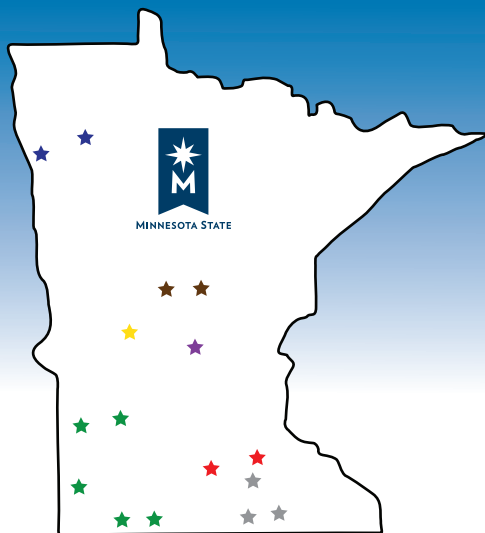


## What can I expect when I am part of the program?

Individualized instruction and analysis are the focus of the program. As your farm business changes so will the instruction. Whether you are a new borrower or want to compare your farms performance to others in the are or state, you will be engaged in a curriculum that challenges you at your own pace. Individual confidentiality is strictly maintained at all times.

The annual farm financial analysis is the basis for the farmer to make production and management decisions about their operations.



**ALEXANDRIA**  
TECHNICAL & COMMUNITY COLLEGE



**CLC** CENTRAL  
LAKES COLLEGE



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Community College



**South Central College**



**ST. CLOUD**  
TECHNICAL & COMMUNITY  
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# FARM BUSINESS MANAGEMENT

Facilitated by the Minnesota State  
Centers of Agricultural Excellence



**MINNESOTA STATE**  
Agriculture Centers of Excellence

**FARM BUSINESS MANAGEMENT**

*"Serving farmers since 1951"*





Farm Business Management Education is designed to work with existing farmers, farm managers, or people interested in farming. We are here to provide instruction in financial and business management.

The objective is to help farmers achieve their goals through the application of proven farm business management methods. The individual instruction provided by the instructors is key to the success and development of farm records.

MN Rural Mental Health Specialists:

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320-266-2390  
tedmatthews317@gmail.com

Monica McConkey  
218-280-7785  
monicamariekm@yahoo.com

### ***Why should you enroll?***

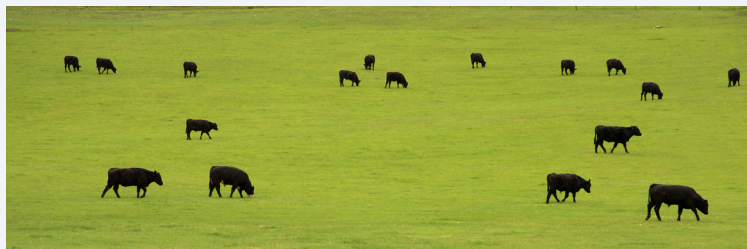
Learn to develop and improve crop and livestock marketing plans. Your instructor can compare your operation's production and financial health with those of similar farms, and monitor that data on an annual basis. You will learn to plan for major changes in your operation such as ownership changes, new enterprises and expansion. You will learn to evaluate the profitability of your operation.

### ***Individual on the Farm Instruction***

Farm Business Instructors work with farm families by coming to their farm to deliver the coursework to find ways to meet their needs on a one on one basis. The instructor tailors the material to best meet the farm needs.

### ***How do I enroll?***

Go to AgCentric.org to find a full list of instructors across the state. Enrollment allows you full access to the program's benefits and resources and will lead you to certificate completion over time.



### **Instructional Topics Include:**

- Business and personal goal setting
- Farm accounting in either a book or computerized format
- Year end closeout and analysis
- Individual enterprise analysis
- Cash flow development
- Loan Application Guidance
- Tax planning decisions
- Farm estate and transfer planning
- Crop Management Systems
- Marketing discussion and the design of an annual marketing plan