



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:

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

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