

“Management Mondays” Webinar Series

With UVM Extension Farm Management Specialist, Mark Cannella

Farm managers can attend these short webinars to learn concepts to improve business management.

Go to the UVM Extension Calendar, click on “Extension Events” to find the web link and session details.

<http://www.uvm.edu/extension/?Page=calendar.php>

Break Even Analysis: Mark Cannella

Monday November 18th 12:30 – 1:00 pm

Learn the basics of setting a break even price or deciding on a break even quantity of production.

Class Tracking in Quick Books: Enterprise Analysis: Mark Cannella and Lori Shaw (CYA Solutions)

*SPECIAL 1 HR SESSION : Thursday November 21st 12:30 – 1:30pm

See how the “class tracking” function can be set up in your Quick Books accounting system to isolate income and expenses for your multiple enterprises. Learn how to enter data and produce reports at the enterprise level.

Farm Records and Information Management: what, why, how: Mark Cannella

Monday November 25th 12:30 – 1:00 pm

This will be an overview of what managers need to consider when setting up their various systems. We will look at various commercial programs that are available for financial, production or marketing records.

Survey Basics for Customer Feedback: Mark Cannella

Monday December 2nd 12:30 – 1:00 pm

This session will get you thinking about the type of questions to ask potential customers and existing customers. We will take a quick look at online survey programs that can be used.

Farm Rental Rates: setting them and paying them: Mark Cannella

Monday December 9th 12:30 – 1:00 pm

Learn about the different ways to set rental rates for your own property or to evaluate the rates that are offered to you as a tenant. We can't get into the details of each negotiation but we can at least learn about the basic methods that can be used when setting rates or paying them.

Introduction to Enterprise Analysis : Mark Cannella

Monday December 16th 12:30 – 1:00 pm

Take a look at how to isolate your income and expenses records to analyze the different enterprises you operate. Learn how to determine which enterprises are making or losing money.

If you require accommodations to participate in this program, please let Mark Cannella know at least 4 days in advance of the scheduled event. Call 1-866-860-1382 or email Mark.Cannella@uvm.edu