



THE UNIVERSITY OF VERMONT

EXTENSION | AGRICULTURAL BUSINESS



AGRICULTURAL BUSINESS PROGRAMS

FARM VIABILITY • *Betsy Miller*

Providing farm owners with business education resources and skills development, as well as one-on-one planning services using the following models:

- **Full Business Plan:** Develop a comprehensive business plan that covers all aspects of the business for 1-3 years.
- **Cash Flow Plan:** Develop budgets and update the financial statements needed to make strategic 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 consideration of transferring ownership and management of the farm to other people or parties.

WATER QUALITY BUSINESS ANALYSIS • *Tony Kitsos*

Business educators work with farm owners to assess and plan financially for meeting water quality goals. Analysis will include:

- Strategic planning for your farm.
- Integration of conservation and business planning.
- Support for your projects and coordination with related agencies.

NORTHEAST DIRECT VEGETABLE BENCHMARK • *Mark Cannella*

Business educators work with farms throughout the region to assist with financial analysis and develop regional benchmark metrics. Participation includes a full financial analysis report.

FOREST BUSINESS • *Chris Lindgren*

Providing businesses in Vermont's forest product sector with management resources, skills development, and one-on-one planning services including:

- Full business plans
- Job-level cost analysis
- Equipment investment analysis
- Marketing

Services are available for loggers, foresters, processors, mills, wood workers, wood manufacturers, timber framers and other wood products businesses.

MAPLE BUSINESS BENCHMARK & PLANNING • Mark Cannella

Syrup and sap producers meet with program advisors to compile an annual cost-of-production analysis (available for 15,000 to 30,000-tap enterprises).

VTMAPLEBIZ.org • Mark Cannella

These online tools can be used by managers to analyze production yields, develop budgets and prepare a business plan.

AGRICULTURAL BUSINESS CLINICS

These 1½-hour scheduled meetings are offered seasonally at Extension offices around the state. Use the time to:

- Assess progress on a business plan
- Conduct a brief cash flow analysis or budget review
- Prepare for a loan application
- Run a job-level cost analysis.

Contact a member of our staff for more information or to request an application:				
Staff Member	Program Area	Email	Extension Office	Phone (Toll Free in VT)
Mark Cannella (Director)	Maple Business	Mark.Cannella@uvm.edu	Berlin	1-866-860-1382
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Chris Lindgren	Forest Business	Christopher.Lindgren@uvm.edu	Rutland	1-800-281-6977
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Visit blog.uvm.edu/farmvia to sign up for blog and newsletter updates.

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.

Funding sources for these programs includes grants from the Vermont Housing and Conservation Board; the Vermont Agency of Agriculture, Food and Markets; the United States Department of Agriculture Risk Management Agency, Agricultural Marketing Service, and National Institute of Food and Agriculture; and UVM Extension.

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