



*Photo Credit: Mark Isselhardt*

## 2021 MAPLE BUSINESS SHORT COURSES

[Register Now Online!](#)

UVM offers two online short courses for current and prospective maple syrup producers this fall. Each course includes four classes (1.5 hours each), once per week, in addition to teaching assignments linked to business planning tools that get participants making decisions about how to advance their business objectives. Registration is now open! Classes are offered at no cost to attendees with support from USDA Agricultural Marketing Service grant funding.

**Maple Business Planning:** This four-session course guides participants through key aspects of preparing a business plan. Each session covers concepts in strategic planning, analyzing risks, marketing and planning improvements. Students prepare sections of their own plan over the four-week timeframe of the course. Instructor: Mark Cannella (Extension Associate Professor). [Register Here for Maple Business Planning.](#) Course Dates: 7:00 - 8:30 EST pm EST on Tuesdays: 10/26, 11/2, 11/9 and 11/16.

**Maple Financial Planning:** This four-session course guides participants through the basics of financial statements and financial planning concepts. Topics included cash flow, balance sheets, sales forecasting and calculating cost-of-production. The goal of this course is to identify important numbers and where to find them, to make powerful decisions for your business. Instructor: Mark Cannella (Extension Associate Professor). [Register Here for Maple Financial Planning.](#) Course Dates: 7:00 - 8:30 EST pm EST on Thursdays: 10/28, 11/4, 11/11 and 11/18.

To request a disability-related accommodation to participate in this program, please contact Christi Sherlock at [christi.sherlock@uvm.edu](mailto:christi.sherlock@uvm.edu) or 802-476-2003 by October 8, 2021, so we may assist you.

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