



An E-Learning Course Designed for Young, Beginning, Small & Minority Farmers and Ranchers

Put some zip in your ag business! Whether it is a beginning venture or an ongoing entity seeking enhanced performance, this high-tech, online program's interactive format will energize your business and guide you to the next level. Developed by Dr. David Kohl, agricultural finance and business management expert, *Ag Biz Planner* takes you on a journey to building a *strategic business plan for your own business*. Benefits include:

- Self-paced
- Designed specifically for farm & ranch businesses based on Dr. Kohl's decades of experience teaching face-to-face farmer/rancher seminars
- Content reviewed by ag lending & leading academic professionals
- Mentor-based approach to learning: Get feedback from a lender and program mentor

Ten eLearning Modules:

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| 1. Megatrends of Agriculture | 6. Understanding Lending Decisions |
| 2. Strategic Business Planning | 7. Farm Business Management Factors & Benchmarks |
| 3. Preparing for Your Lender | 8. Growth & Transition Management |
| 4. Constructing a Balance Sheet | 9. Personal Financial Management |
| 5. Constructing an Income Statement & Cash Flow Projection | 10. Communications, Ethics, & Leadership |



Dr. David Kohl
Professor Emeritus
Ag Finance & Small
Business Management
Virginia Tech

Tuition: \$500 per farmer or farm business

This Includes:

- 10 online eLearning modules
- Module quizzes
- Business application exercises
- Discussion forum
- Business plan preparation resources
- Mentoring resources

Time Commitment:

This course is designed to be completed over a 5-6 month period. Online module content should take about 2 hours per module, but additional time spent on business planning applications may vary.

High-speed Internet access is strongly recommended.

For more information, or to register, please contact:

Sarah Scyphers at 276-628-5191 x 1525 or email SScyphers@FCVirginias.com