



Ag Biz Planner

Young, Beginning, Small & Minority Farmer/Rancher eLearning Course

Put some zip into 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. Dave 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**.

- On-Demand
- 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, peer business owner, or advisor



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



Ten eLearning Modules:

- Megatrends of Agriculture
- Strategic Business Planning
- Preparing for Your Lender
- Constructing a Balance Sheet
- Constructing an Income Statement & Cash Flow Projection
- Understanding Lending Decisions
- Farm Business Management Factors & Benchmarks
- Growth & Transition Management
- Personal Financial Management
- Communications, Ethics & Leadership

Time Commitment: 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.

Tuition: \$500 per farmer or farm couple*

Includes: 10 online Flash eLearning modules
Module quizzes
Business application exercises
Discussion forum
Business plan preparation resources
Mentoring resources

***Tuition assistance may be available.**

Contact Information:

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