



May 2023

Thank you for your interest in the Ag Biz Planner Program.

For your information, we have enclosed:

1. Application to participate in the Ag Biz Planner Program and an Application Information Sheet
2. The Ag Biz Planner eLearning Curriculum Outline
3. Frequently Asked Questions

If you are interested in joining the next cohort please complete the enclosed application and mail or email it to the address provided. Applications must be postmarked by June 29th for a July 18th, 2023 start date.

Once we make our final selections for participants for the program we will notify applicants and proceed with the remainder of the agreements and payment of tuition.

We will have a virtual kick-off meeting and an in-person midpoint workshop to be held in a central location, and individual farm visits. All participants attend the Final Conference in January that will be held in Raleigh, NC.

If you have any questions, please email the Knowledge Center at [KnowledgeCenter@FCVirginias.com](mailto:KnowledgeCenter@FCVirginias.com).

Sincerely,

The Farm Credit Knowledge Center Team  
Farm Credit of the Virginias

## Ag Biz Planner Program Goals:

- Assist young, beginning, small and minority farmers in becoming more successful business people through knowledge of the marketplace, financial and business management topics.
- Teach valuable skills that will enable them to develop a useful, meaningful strategic business plan for their own business and help them become more responsible financial managers.
- Facilitate a close relationship through a mentor-based approach to learning.
- Provide a value-added service to customers by helping them better understand the lending process.

## Participants:

Ag Biz Planner participants are encouraged to attend a Farm Management Institute which is held in the Spring of each year, have access to high-speed internet, and live/farm in the Farm Credit of the Virginias service area. Participants will either be the primary decision maker or have a major influence in decisions involving the farming or agribusiness operation.

Tuition: Tuition for Ag Biz Planner is \$500.

Upon acceptance into the program, each participant will be asked to pay the tuition cost of \$500. This course will begin in July 2023 and will conclude approximately six months from the start. The mentors involved with the program have two “checkpoints” set up for the program, which are mentioned throughout the application. Upon successful completion of the program and all deadline requirements, \$250.00 may be reimbursed in early 2024.

If a participant is in need of a computer in order to complete the program, please let us know on the application. We do not want the lack of owning or access to a computer to hinder or defer your enrollment in the program.

YBSM definitions (Applicants can meet one or more of the definitions posted below, but is NOT limited to the following descriptions.)

Young Farmers are defined as those farmers, ranchers, producers or harvesters of aquatic products who are age 35 or younger.

Beginning Farmers are defined as those farmers, ranchers, producers or harvesters of aquatic products who have 10 years or less farming or ranching experience.

Small Farmers are defined as those farmers, ranchers, producers or harvesters of aquatic products who normally generate less than \$250,000 in annual gross sales of agricultural or aquatic products.

Minority Farmers are defined as American Indian or Alaskan Native, Asian, Black or African American, Native Hawaiian or other Pacific Islander, a person whose ethnicity is Hispanic or Latino regardless of race, and women.

Veteran Farmers are defined as those farmers who have served in the armed forces of the United States or reserves thereof.

Please email [KnowledgeCenter@FCVirginias.com](mailto:KnowledgeCenter@FCVirginias.com) with questions about the program.

Applicant Name \_\_\_\_\_

Name of Co-Applicant \_\_\_\_\_

Co-Applicant is my  Business Partner  Spouse  Both

Will the co-applicant be participating in the course with you?  Yes  No

Farm Name \_\_\_\_\_

Address \_\_\_\_\_ County \_\_\_\_\_

Farm or Business Address (if different from above) \_\_\_\_\_

Email Address \_\_\_\_\_

Home/Business Phone \_\_\_\_\_ Cell Phone \_\_\_\_\_

Emergency Contact Name \_\_\_\_\_ Phone \_\_\_\_\_

Formal Education of Applicant \_\_\_\_\_

Formal Education of Co-Applicant \_\_\_\_\_

If you or the co-applicant works off the farm, please provide information about the position (company name, title, etc.)

\_\_\_\_\_

\_\_\_\_\_

Are you a current Farm Credit customer?  Yes  No If yes, how many years? \_\_\_\_\_

If so, who is your loan officer? \_\_\_\_\_

Describe your operation - (commodities, size, years involved, family members involved, etc.)

\_\_\_\_\_

\_\_\_\_\_

Business Structure  Sole Proprietorship  Corporation  Partnership

Who is the primary decision-maker in the operation?

\_\_\_\_\_

List the agriculture and community organizations you are involved in (local, state and national)

\_\_\_\_\_

\_\_\_\_\_

Please check ALL categories that describe you and your operation. Only one qualifies you for the program (refer to the definitions on the application information sheet).

Young Farmer  Beginning Farmer  Small Farmer  Minority Farmer  Veteran Farmer

What would you like to gain from this course?

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The Ag Biz Planner Program requires each participant be willing to devote approximately 2 hours per module as well as time to develop and finalize a working business plan. Are you willing to devote the necessary time to the program?

Yes  No

This program requires access to a computer and access to high speed internet. Does this requirement pose a concern?

Yes  No

If yes, how? \_\_\_\_\_

Signature of Applicant \_\_\_\_\_ Date \_\_\_\_\_

Signature of Co-Applicant \_\_\_\_\_ Date \_\_\_\_\_

**Instructions for the 2023-2024 Ag Biz Planner application:**

1. Complete and sign the application.
2. Applications must be postmarked by
3. Return application by email (KnowledgeCenter@FCVirginias.com) or mail to:  
Farm Credit of the Virginias  
Attn: Knowledge Center  
P.O. Box 977  
Abingdon, VA 24210