



ONLINE | SELF-PACED | AVAILABLE YEAR-ROUND

## LAUNCH YOUR AGRICULTURAL OPERATION OR BUSINESS WITH CONFIDENCE

Designed for aspiring agri-entrepreneurs, young farmers, family members joining the operation, or those looking to enhance their business mindset, this fast-paced program blends the passion of farming and ranching with the financial fundamentals of business success.

You'll gain hands-on experience creating:

- Written business goals
- Projected cash flow statements
- Updated balance sheets
- Cash income statements

You'll also learn key financial ratios to evaluate performance and prepare for lender meetings—all while positioning your ag business for long-term success.

### The Program Features Four eLearning Modules:

#### Work Side-by-Side with Your Lender.

Planning, goal setting, and financial documentation

#### Do You Cash Flow?

Understanding the business side of production planning

#### What Are You Worth Financially?

Creating strong business and personal balance sheets

#### Did You Make a Profit?

Analyzing your income statement



**Dr. David Kohl**  
*Professor Emeritus*

Ag Finance & Small  
Business Management  
Virginia Tech



### What is AgBiz Basics?

- A **flexible** program for new, growing, or transitioning agricultural businesses.
- An **online** program that blends the passion of farming with essential financial skills for working with lenders.
- A **hands-on** experience focused on setting goals and organizing key financial documents, including cash flow statements and balance sheets.
- Developed by **Dr. Dave Kohl**, Virginia Tech Academic Hall of Famer, and reviewed by practitioners in the field.

### Course Includes:

- 4 mobile-friendly eLearning modules with multiple choice quizzes
- Workbook with financial spreadsheet templates

**Designed to be completed in approximately 2 hours.**

**Grow.Educate.Develop.Network.**

**Tuition rates may apply, contact us to learn more.**

For more information, or to register, please contact:

**KnowledgeCenter@FCVirginias.com**

or contact your loan officer.

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