

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 are 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 major influence in decisions involving the farming or agribusiness operation. Participants may be, but are not limited to, one of the following: brother and/or sister, husband and/or wife, business partners, family members or individual.

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 May or August of 2022 and will conclude approximately six months from 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 2023.

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 call Sarah Scyphers at (276)628-5191 Ext. 1525 or email SScyphers@FCVirginias.com with questions about the program.

Please choose your preferred start date: May 2022 August 2022

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?

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 2022-2023 Ag Biz Planner application:

1. Complete and sign the application.
2. Application must be postmarked by April 29th for May start or July 8th for August start.
3. Return application by email (SScyphers@FCVirginias.com.com) or mail to:
Farm Credit of the Virginias
Attn: Sarah Scyphers
P.O. Box 977
Abingdon, VA 24210