

# AG BIZ PLANNER

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

### 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 August of 2021 and will conclude in January of 2022. 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 2022.

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 owning or access to a computer 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.

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



# AG BIZ PLANNER APPLICATION

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Instructions for the 2021-2022 Ag Biz Planner application:

1. Complete the application and sign.
2. Application must be postmarked by July 9th, 2021
3. Return application by email (SScyphers@FCVirginias.com) or mail

to: Farm Credit of the Virginias  
 Attn: Sarah Scyphers  
 P.O. Box 977  
 Abingdon, VA 24210

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

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

Address \_\_\_\_\_

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

E-mail address \_\_\_\_\_

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

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

If your spouse, business partner or both will participate in this course with you, please check below:

Spouse

Business Partner

Both

Name of Business Partner/Spouse if not listed above \_\_\_\_\_

Veteran: Yes or No (Please check if it applies)

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

Formal Education of Spouse/ Business Partner \_\_\_\_\_

If you or your spouse 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? \_\_\_\_\_

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

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Business Structure:

\_\_\_\_\_ Sole Proprietorship

\_\_\_\_\_ Corporation

\_\_\_\_\_ Partnership

Are you the primary decision maker in the operation?

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

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Please check **ALL** categories that describe you and your operation:

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How did you hear about the Ag Biz Planner Program?

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What would you like to gain from this course?

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The Ag Biz Planner Program requires each participant to 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? (select one)

Yes                       No

The 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