



FARM CREDIT

**Knowledge Center**

# Farm Credit Knowledge Center's

## Workshops & Programs

Updated March 2020

## Contents

Yearly Programs .....	2
Farm Management Institutes .....	2
Dairy Management Institute .....	2
Ag Biz Planner .....	3
Workshop Series.....	4
Grow Your Knowledge to Grow Your Farm Workshop Series.....	4
“Knee Deep” Grazing and Pasture Management Workshop Series.....	5
On Demand Workshops .....	6
Dairy Risk Management .....	6
Beef Risk Management.....	6
Livestock Risk Protection (LRP).....	6
Water Systems and Fencing 101.....	7
One-Page Business Plan.....	7
Advocacy Workshop.....	7
Youth Programs.....	8
Ag In The City .....	8
Youth Curriculum .....	9
Planning to Succeed: Business and Financial Planning Curriculum for High School Students.....	9
On Your Own .....	10
Ag Biz Basics .....	10
QuickBooks for Farmers.....	10

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## Yearly Programs

### **Farm Management Institutes**

Farm Management Institutes (FMIs – formerly known as the Young Farmer Institutes) are day-long workshops focused on providing insights, materials and techniques to help all type of producers enhance their growth and success in agriculture while providing invaluable networking opportunities. Topics include:

- Global and domestic economics
- News and trends impacting the agricultural industry
- Financial and business management tips and tricks
- Business planning
- Transition and estate planning
- Communication and advocacy for agriculture.

**Target Audience:** Young and potential young farmers, parents, FFA students and current farmers who want to continue or expand their operations.

**Minimum number of attendees required:** A minimum of 50 committed participants are required.

**Maximum number of attendees:** Maximum of 75 participants.

**Availability:** These one day, 7 hour workshops include a free meal and are offered in several locations each spring throughout the Farm Credit of the Virginias footprint. Please visit the Farm Credit Knowledge Center website ([www.farmcreditknowledgecenter.com](http://www.farmcreditknowledgecenter.com)) for specific dates when available.

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### **Dairy Management Institute**

The Dairy Management Institute (DMI) is a benchmarking program designed to help dairymen assess the strengths and weaknesses of their dairy operation.

- Data output provides producers with individualized analysis of their business that can be used to identify weak links, make management decisions, seek financing, develop future plans for the business and more.
- Participants can submit a financial statement and DHIA herd code for a more complete analysis of their dairy operation.
- Respected speakers will discuss financial and herd management issues.
- Producer panels will share their keys to success.
- Group discussion will allow for valuable networking.

**Target Audience:** New and established dairy producers.

**Minimum number of attendees required:** No minimum requirement.

**Maximum number of attendees:** No maximum.

**Availability:** This one day, 7 hour workshop includes a free meal and is offered in several locations in the spring. Please visit the Farm Credit Knowledge Center website ([www.farmcreditknowledgecenter.com](http://www.farmcreditknowledgecenter.com)) for specific dates when available.

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## **Ag Biz Planner**

The Ag Biz Planner Program is designed to help beginning or established farmers or agribusiness owners to get their business off the ground or enhance the success of an existing operation. Participants work through online modules which discuss agriculture, market trends, and management skills, with the end product of the program being a working business plan.

We strongly recommend attending a Farm Management Institute before applying for this program.

**Target Audience:** New and established farmers and agribusiness owners.

**Minimum number of attendees required:** No minimum requirement.

**Maximum number of attendees:** Maximum of 15 participants per year.

**Availability:** Ag Biz Planner is a five month course that is offered annually beginning early fall. Potential participants must submit an application to be considered for the program, applications are available beginning in May and are due by July. Contact your local Farm Credit office or Sarah Scyphers (sscyphers@fcvirginias.com) for more information and an application.

## Workshop Series

### Grow Your Knowledge to Grow Your Farm Workshop Series

This four part workshop series is designed to provide new and potential landowners with an overview of some of the many different options that are available for their land. Participants will have an opportunity to hear from and network with different industry professionals and other landowners. Topics may include:

- Forestry
- Fruits and Vegetable Production
- Beekeeping
- Organics, permaculture and hops
- Livestock
- Fencing requirements
- Forages, Crops and Pasture
- Diversified operations
- Land leasing
- Conservation easements
- And presentations from Natural Resources Conservation Service, Farm Service Agency, Soil and Water Conservation District, Virginia Cooperative Extension and Farm Credit of the Virginias.

**Target Audience:** Those who have recently inherited or purchased land and are interested in learning about different options available.

**Minimum number of attendees required:** A minimum of 10 committed participants is required.

**Maximum number of attendees:** Maximum of 30 participants.

**Cost:** Participants will pay \$20 a person for workshop materials and food.

**Availability:** Based on demand. This is a four part series, which is generally offered once a week for 4 consecutive weeks. Each evening is approximately 3 hours and includes a light dinner.

**Lead Time:** a minimum of 8 weeks will be required for all logistics. This may be longer depending on other obligations. Please contact the Knowledge Center to discuss possible dates.

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## **“Knee Deep” Grazing and Pasture Management Workshop Series**

**\*\*Offered in conjunction with Virginia Cooperative Extension and the Chesapeake Bay Foundation\*\***

This three part workshop series is designed for both beginning and experienced producers. Each evening will cover different topics of grazing and pasture management. The final workshop will offer the opportunity to sit down with instructors to begin developing a custom grazing plan for individuals' operations. Topics include:

- Grazing management
- Matching forage quality and animal needs
- Pasture renovation and improvement
- Fencing and watering options
- Creating a forage budget
- Designing a rotational grazing system
- Strategies to extend the grazing system

**Target Audience:** new and experienced producers who are interested in maximizing their pastures and reducing the number of days where hay is fed.

**Minimum number of attendees required:** A minimum of 10 committed participants is required.

**Maximum number of attendees:** Maximum of 30 participants.

**Cost:** Participants will pay \$20 a person for workshop materials and food.

**Availability:** Based on demand. This is a three part series, which is generally offered once a week for 3 consecutive weeks. Each evening is approximately 3 hours and includes a light dinner.

**Lead Time:** a minimum of 8 weeks will be required for all logistics. This may be longer depending on other obligations. Please contact the Knowledge Center to discuss possible dates.

## On Demand Workshops

### Dairy Risk Management

The Dairy Risk Management workshops offer an opportunity for dairy producers to learn about different options available to help mitigate risks for dairy operations including price protection strategies as well as other options.

**Target Audience:** Dairy producers.

**Minimum number of attendees required:** A minimum of 20 committed participants is required.

**Maximum number of attendees:** Maximum depends on location capacity.

**Availability:** Based on demand. This is a three hour workshop which usually includes a light meal.

**Lead Time:** a minimum of 8 weeks will be required for all logistics. This may be longer depending on other obligations. Please contact the Knowledge Center to discuss possible dates.

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### Beef Risk Management

The Beef Risk Management workshops are three hour workshops where industry experts discuss different risk management strategies including forward contracting, livestock risk protection, crop insurance and more.

**Target Audience:** Beef producers.

**Minimum number of attendees required:** A minimum of 20 committed participants is required.

**Maximum number of attendees:** Maximum depends on location capacity.

**Availability:** Based on demand. This is a three hour workshop which usually includes a light meal.

**Lead Time:** a minimum of 8 weeks will be required for all logistics. This may be longer depending on other obligations. Please contact the Knowledge Center to discuss possible dates.

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### Livestock Risk Protection (LRP)

The Livestock Risk Protection (LRP) workshops highlight how the LRP program works, how to apply and who to contact to obtain coverage. Participants will walk through real life scenarios using LRP.

**Target Audience:** Beef producers.

**Minimum number of attendees required:** A minimum of 20 committed participants is required.

**Maximum number of attendees:** Maximum depends on location capacity.

**Availability:** Based on demand. This is a three hour workshop which usually includes a light meal.

**Lead Time:** a minimum of 8 weeks will be required for all logistics. This may be longer depending on other obligations. Please contact the Knowledge Center to discuss possible dates.

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## **Water Systems and Fencing 101**

This workshop is designed to provide an overview of the different water systems and fencing options that are available as well as cost share programs that may be available to help producers. It includes presentations by various industry professionals, and provides an opportunity to network with other producers.

**Target Audience:** All producers.

**Minimum number of attendees required:** A minimum of 20 committed participants is required.

**Maximum number of attendees:** Maximum depends on location capacity.

**Availability:** Based on demand. This is a three hour workshop which usually includes a light meal.

**Lead Time:** a minimum of 8 weeks will be required for all logistics. This may be longer depending on other obligations. Please contact the Knowledge Center to discuss possible dates.

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## **One-Page Business Plan**

The One-Page Business Plan workshops help both new and established farmers develop a business plan and strategy for their farm or business. Participants will leave the workshop with a basic business plan that can be developed and expanded to meet their business needs.

**Target Audience:** New and established farmers or agribusinesses.

**Minimum number of attendees required:** A minimum of 15 committed participants is required.

**Maximum number of attendees:** Maximum of 30 participants per workshop.

**Availability:** Based on demand. This workshop can be adjusted to fit a specific length of time, but generally requires at least 2 hours.

**Lead Time:** a minimum of 8 weeks will be required for all logistics. This may be longer depending on other obligations. Please contact the Knowledge Center to discuss possible dates.

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## **Advocacy Workshop**

Agriculture advocacy is incredibly important, especially as consumers become more interested in how their food is produced. This workshop walks through different ways to advocate, platforms, and how to have a conversation.

**Target Audience:** All producers and anyone who is involved in agriculture.

**Minimum number of attendees required:** A minimum of 15 committed participants is required.

**Maximum number of attendees:** Maximum depends on location capacity.

**Availability:** Based on demand. This workshop can be adjusted to fit a specific length of time, but generally requires at least 1.5 hours.

**Lead Time:** a minimum of 8 weeks will be required for all logistics. This may be longer depending on other obligations. Please contact the Knowledge Center to discuss possible dates.

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## Youth Programs

### Ag In The City

Ag In The City is a hands on program geared towards elementary and middle school aged children to provide exposure to different aspects of agriculture. This event is best suited to outdoors, with easy access to water. Children will visit multiple stations (10-15 depending on time and availability) to learn about agriculture. Stations may include: dairy cattle, beef cattle, sheep, goats, pigs, chickens, 4-H, crops, worm composting, Natural Resources Conservation Service, Soil and Water Conservation District, agricultural equipment (usually a tractor), gardening (Master Gardeners) and more.

**Target Audience:** Elementary and middle school children.

**Minimum number of attendees required:** This activity is designed for larger groups of children – suggested minimum of 50.

**Maximum number of attendees:** Maximum number will depend on location, time, and ability to provide a sufficient number of chaperones/volunteers/teachers/adults to be responsible for the children.

**Availability:** Based on demand. This workshop can be adjusted to fit a specific length of time, but generally requires at least 2 hours. The Knowledge Center has also put together a resource to help individuals plan their own Ag In the City event – that resource can be found on the Knowledge Center website, on the Events tab, under Programs.

**Lead Time:** a minimum of 8 weeks will be required for all logistics. This may be longer depending on other obligations. Please contact the Knowledge Center to discuss possible dates.

## Youth Curriculum

### **Planning to Succeed: Business and Financial Planning Curriculum for High School Students**

This curriculum has been designed for teachers to take and use in their classrooms to enhance their students' knowledge of business and financial planning. It includes 10 modules with lecture notes, examples, PowerPoint presentations, homework and in-class exercises with keys, and take home readings. Teachers are welcome to incorporate some or all of the modules into the current lesson plans.

**Target Audience:** High school students.

**Minimum number of attendees required:** This activity is designed to be used in a high school class setting.

**Maximum number of attendees:** This activity is designed to be used in a high school class setting.

**Availability:** Available in electronic and hard copy format. The curriculum includes 10 modules that can be used at the teacher's discretion.

**Lead Time:** There is no lead time for a teacher who wants to take the curriculum and incorporate it into their existing lesson plans. Farm Credit employees may be available to assist with some lessons on a case by case basis, contact Sarah Scyphers ([sscyphers@fcvirginias.com](mailto:sscyphers@fcvirginias.com)) for more details about this option.

## On Your Own

### **Ag Biz Basics**

The Ag Biz Basics Online Program is designed to help beginning farmers or agribusiness owners enhance their basic financial knowledge and business plan development skills. Similar to the AgBiz Planner program, this offering consists of only four online modules. Topics include understanding the lender-borrower relationship, developing a family budget, and creating a working cash flow statement, balance sheet and income statement. This high level program will provide a broad and basic understanding of the essentials for running a successful agricultural business.

**Target Audience:** All agriculture producers.

**Availability:** The program includes a total of 4 online modules which are available on demand online. Contact Sarah Scyphers (sscyphers@fcvirginias.com) for more information on how to register for this course. There will be a fee to participate.

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### **QuickBooks for Farmers**

The QuickBooks for Farmers online training is an exciting new way for farmers to have a greater understanding of the QuickBooks record keeping software. This program consists of six modules aimed at walking a farmer through each step of the program. Modules will cover a QuickBooks overview, setting up your company and accounts, setting up customers and vendors, day to day operations, payroll and reporting. Participants will need to have purchased the desktop version of QuickBooks for their computer.

**Target Audience:** Any agriculture producer interested in learning more about using QuickBooks for their agricultural business.

**Availability:** The program includes a total of six online modules, which are available on demand online. Contact the Farm Credit Knowledge Center for more information on how to register for this course. There will be a fee to participate.



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