

**FOR IMMEDIATE RELEASE**

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## **More than 110 Young and Beginning Farmers Enrolled in AgBiz Masters**

**MECHANICSBURG** – More than 110 young and beginning farmers from across Pennsylvania are enrolled in AgBiz Masters, a new educational learning series focused on building business and financial management skills. The program takes a blended learning approach where participants complete on-demand, eLearning modules and activities, coupled with face-to-face regional seminars.

AgBiz Masters participants, Greg and Jessica Painter of Mt. Pleasant, Pa., explained, “Education is important to us. AgBiz Masters offers us the ability to learn business management concepts at our convenience and also interact with other young and beginning farmers at regional meetings.”

The first AgBiz Masters regional meeting was held recently at seven locations across Pennsylvania and featured a webinar with Dr. David Kohl, professor emeritus at Virginia Tech. Dr. Kohl spoke with participants on his perspective of the global agricultural industry and shared his “Views from the Road.” The meeting also included discussion groups held at each location where participants conducted an analysis of their local region and then reported the results back to Dr. Kohl and the participants in the other six locations.

“The first AgBiz Masters meeting was a great learning opportunity. We enjoyed Dr. Kohl’s webinar presentation and his ability to link global trends with what is happening in our region in western Pennsylvania,” shared Greg and Jessica Painter.

AgBiz Masters is a two-year series where participants enroll in one year of the program at a time. In addition to participating in two in-person sessions, year one also includes five eLearning modules offered through Farm Credit University. Topics covered in the modules include:

- Megatrends of Agriculture
- Strategic Business Planning
- Preparing for Your Lender
- Constructing a Balance Sheet
- Constructing an Income Statement and Cash Flow Projection

Each of these modules is designed specifically for the unique needs of today’s young and beginning farmers and provides them with the tools to build a strategic business plan for their individual operations. The program is supported by a network of agricultural organizations including: Acuity Advisors and CPAs, AgChoice Farm Credit, Agricultural Veterinary Associates, Center for Dairy Excellence, Center for Farm Transitions, Dairy Farmers of America, Dairy One Cooperative, Inc., Dairylea Cooperative, Inc., Elanco Animal Health, Kutztown University SBDC, Lancaster Dairy Farm Automation, Inc., Lancaster DHIA, Land O’Lakes, Inc., Maryland & Virginia Milk Producers Cooperative, MSC Business Services, Pa.

Farm Bureau, PennAg Industries Association, Pennfield Dairy Profitability Team, Select Sire Power, Triple H Construction and Westfield Group.

AgBiz Masters will open enrollment for its winter 2010 class later this summer. To learn more about AgBiz Masters, please contact Raechel Sattazahn at 800-349-3568 ext. 6016 or [rsattazahn@agchoice.com](mailto:rsattazahn@agchoice.com).

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*AgBiz Masters participants attending the regional meeting in Chambersburg discuss the advantages and disadvantages of operating farm businesses in south central Pennsylvania.*