



AgBiz Masters
A Learning Series for Young & Beginning Farmers

300 Winding Creek Boulevard
Mechanicsburg, PA 17050
AgBizMasters.com

\$25 AGBIZ MASTERS
BUCKS

**APPLY THESE
AGBIZ
MASTERS
BUCKS
TOWARDS YOUR
REGISTRATION
FEE FOR THE
2019-2020
PROGRAM YEAR!**

The registration deadline is October 31, 2019. Details on how to redeem the bucks are included on the back.

You can only use \$25 worth of AgBiz Masters bucks toward your registration.

If you have additional AgBiz Masters bucks, share them with friends or family members who could also benefit from the program!

Learn more at WWW.AGBIZMASTERS.COM

MANAGE YOUR BUSINESS FOR THE FUTURE

Learn more at AGBIZMASTERS.COM

IF SO, AGBIZ MASTERS IS FOR YOU!

Are you a young or beginning farmer?
Are you interested in honing your business and financial management skills?

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MANAGE YOUR BUSINESS FOR THE FUTURE.

NEXT CLASS



NOVEMBER 2019 - MARCH 2020

On-demand, self-paced online or text modules.

YEAR 1

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

YEAR 2

- Understanding Lending Decisions
- Farm Business Management Factors & Benchmarks
- Growth & Transition Management
- Personal Financial Management
- Communications, Ethics, & Leadership

PROGRAM TAKEAWAYS

- Networking
- Record keeping
- Balance Sheet
- Understanding a Lender
- Connections
- Business Plan
- Financial Management
- Transitions
- Growing the Farm

PLUS:
FSA Certified

10 YEARS =



1,325
PARTICIPANTS
REACHED



25+
PARTNER
ORGANIZATIONS

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WHAT'S INVOLVED IN AGBIZ MASTERS?

AgBiz Masters is an educational learning series that runs November through March, covering a variety of business and financial management topics for young and beginning farmers. The program's blended learning approach includes on-demand, eLearning modules and activities, and face-to-face regional workshops.

Online modules take about one to two hours to complete and include online discussion forums, exams and assignments to relate the topics to your personal farming situation. Materials are accessed via the web at your convenience. Text modules and exams are available for participants without internet access.

A regional kick-off meeting and two face-to-face workshops are held to supplement the online learning and allow discussions and feedback among participants and industry facilitators. Workshops are held in 13-15 locations across Pennsylvania, Maryland and other states.

REGISTRATION DETAILS



Register today for AgBiz Masters to help secure a strong future for your farm operation! The registration fee for one year of AgBiz Masters is \$225 and must be received prior to the October 31 registration deadline.

Please note that your \$225 fee covers one or two people per registration per year. You may be eligible for additional scholarship reimbursements to help cover the registration cost.

REGISTRATION FOR AGBIZ MASTERS IS EASY!

- | | | |
|--|---|--|
| <p>1 Complete the AgBiz Masters registration form or register online at AgBizMasters.com.</p> | <p>2 Submit your registration and \$225 payment (made payable to AgChoice Farm Credit) by October 31, 2019 to:</p> | <p>AgBiz Masters
300 Winding Creek Blvd.
Mechanicsburg, PA 17050
717.796.9830 (fax)
kwilson@agchoice.com</p> |
|--|---|--|

SMART START



Participation in AgBiz Masters earns you up to eight (8) SmartStart credits each year from AgChoice Farm Credit and may qualify you for a reduced interest rate on a new AgChoice loan!



To learn more about this program or to request a registration form, please contact Kayla Wilson at 717.796.9372 ext. 6027 or kwilson@agchoice.com.



AgBizMasters.com



Enroll in AgBiz Masters to develop the skills to take your business to the next level! The registration deadline is October 31, 2019.



Name: _____ Email: _____

Name 2: _____ Email: _____

Address: _____ City: _____ State: _____ Zip: _____

County: _____ Phone: _____

Year in AgBiz Masters: Year One Year Two (must have already completed Year One)

Communication preference: Email Mail

The standard program includes online modules. If you do not have internet access, check here for text modules:

Check all that describe your agricultural operation:

- | | |
|---|--|
| <input type="checkbox"/> Crops - list: _____ | <input type="checkbox"/> Livestock (beef, hogs, poultry, goats, sheep, horses, etc.) |
| <input type="checkbox"/> Dairy | <input type="checkbox"/> Specialty Crops (fruits, vegetables, maple syrup, hops, nursery plants, Christmas trees, vineyard etc.) |
| <input type="checkbox"/> Forest Products (logging, sawmill, etc.) | <input type="checkbox"/> Other: _____ |

List additional details (commodities, size, years involved, family members involved, etc.):

Please check all categories below that describe you:

- Young Farmer - defined as farmers or ranchers who are age 35 or younger
- Beginning Farmer - defined as farmers or ranchers who have 10 years or less farming or ranching experience
- Not Farming - do not own or operate a farm but interested in farming in the future

Indicate if you:

- Have (or plan to be part of) an existing farming operation
 - Have (or plan to start) a new farming operation
- Describe: _____

Are you completing AgBiz Masters to fulfill Farm Service Agency borrower training requirements? Yes No

What do you hope to gain from AgBiz Masters (goals, aspirations, expected outcomes)?

Registration fee: The registration fee for one year of the program is \$225 and must be received prior to the October 31 deadline. Please note that this fee covers one or two people per registration. Visit AgBizMasters.com to see if you are eligible for any AgBiz Masters scholarships. All scholarships will be paid following successful completion of the program in Spring 2019.

If you have been recruited by a specific organization, please list the organization name below. Some sponsoring organizations may offer scholarship reimbursements upon successful completion of the program.

Sponsor Organization: _____

Please submit this registration form and your \$225 payment to:

Please make your check payable to "AgChoice Farm Credit."

Kayla Wilson | AgChoice Farm Credit

300 Winding Creek Blvd. | Mechanicsburg, PA 17050
800.349.3568 ext. 6027 | 717.796.9830 (fax)
kwilson@agchoice.com

TO REDEEM THESE AGBIZ MASTERS BUCKS, FOLLOW THE STEPS BELOW.

1. Register for AgBiz Masters by enrolling online at AgBizMasters.com or complete a hard copy of the registration form.
2. If you submit your registration through AgBizMasters.com, below are options on how you may pay the registration fee.
 - a. Pay through Event Brite via the website. Select the option for the \$200 registration fee with \$25 in AgBiz Masters bucks (the normal registration fee is \$225). Then, mail your \$25 AgBiz Masters bucks to the address listed below.
 - b. Mail a check for \$200 (made payable to AgChoice Farm Credit) and your \$25 AgBiz Masters bucks to the address listed below.
3. If you complete a hard copy of the registration form, mail a check for \$200 (made payable to AgChoice Farm Credit) and your \$25 AgBiz Masters bucks to the address listed below:

Kayla Wilson
AgChoice Farm Credit
300 Winding Creek Blvd
Mechanicsburg, PA 17050

If you have any questions about the AgBiz Masters program or redeeming AgBiz Masters bucks, please contact Kayla Wilson at 717.796.9372 ext. 6027 or email kwilson@agchoice.com

INFORMATION ON THE PERSON REDEEMING THESE AGBIZ MASTERS BUCKS:

Participant name(s): _____

Street address: _____

City: _____

State: _____ Zip code: _____

Email: _____

Phone number: _____

Where did you get the bucks? _____