



MASTER YOUR CRAFT

AgBiz Masters is an FSA Certified interactive learning series designed specifically for young and beginning farmers. The two-year program takes a blended learning approach with on-demand, eLearning modules and activities, coupled with face-to-face regional workshops.

Meetings for Year 1 participants will be held virtually, and Year 2 will be a blend of in-person and virtual instruction.

Why should I participate?

Investing in yourself is one of the best investments you can make. You've already committed to the risky nature of our industry, and furthering your education will position you to be ready for anything the market throws at you. In addition to the business skills you'll gain, AgBiz Masters will help you:



Save time - Regular business degrees can take over two full years. Each AgBiz Masters class is only five months.



Save money - College tuition is on the rise and half the classes likely won't apply to you. AgBiz is only a fraction of the cost!



Make better decisions - Knowing how your operation plays a role in the industry will help you make the right business decisions at the right time.

TOPICS COVERED

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

How do I sign up?

High speed internet is necessary to view the online modules, but in certain situations, we will accommodate those that do not have access with a paper copy of the course materials.

Open enrollment runs from **November 1** through **December 23, 2022** and the registration form can be found at agbizmasters.com.

The registration fee is \$225, however when you successfully complete the course, we'll reimburse you the whole fee, making the course FREE! Registration covers a single operator as well as couples and/or business partners that want to take the class at the same time.

Once your registration is complete and paid for, you'll receive a username and code to access the online modules through Farm Credit University.

REGISTERING FOR AGBIZ MASTERS IS EASY!

Registration Deadline: December 23, 2022

- 1 Register online at **AgBizMasters.com** or complete the AgBiz Masters registration form below.
- 2 Submit your registration and mail your \$225 check payment. *That's it!*

Name: _____ Email: _____
Name 2: _____ Email: _____
Address: _____ City, State, Zip: _____
Please include the address where you receive packages.
County: _____ Phone: _____

Year in AgBiz Masters:

- Year One (virtual classes only)
 Year Two (must have already completed Year One)

Communication preference:

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

Check all that describe your agricultural operation:

- Crops - list: _____
 Dairy
 Forest Products (logging, sawmill, etc.)
 Livestock (beef, hogs, poultry, goats, sheep, horses, etc.)
 Specialty Crops (fruits, vegetables, maple syrup, hops, nursery plants, Christmas trees, vineyard etc.)
 Other: _____

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

Please check all categories that describe you:

- Young Farmer Farmers or ranchers who are age 35 or younger
 Beginning Farmer 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

Are you a Farm Credit customer?

- Yes No

Indicate if you:

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

Are you completing AgBiz Masters to fulfill Farm Service Agency borrower training requirements?

- Yes No

How did you learn about the program?

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 December 23 deadline. Please note that this fee covers up to two people per registration. Upon successful completion of the program you will be eligible for a full reimbursement from Farm Credit.

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

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

Johanna Rohrer Horizon Farm Credit

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learning@horizonfc.com