



AgBiz Masters

A Learning Series for Young & Beginning Farmers

300 Winding Creek Boulevard
Mechanicsburg, PA 17050
AgBizMasters.com

USE THESE AGBIZ MASTERS BUCKS TOWARDS YOUR REGISTRATION FEE FOR THE 2018-2019 PROGRAM YEAR!

The registration deadline is **October 31, 2018**. 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!



A Learning Series for Young & Beginning Farmers

AgBizMasters.com

MANAGE YOUR BUSINESS FOR THE FUTURE



Are you a young or beginning farmer? Are you interested in honing your business and financial management skills? IF SO, AGBIZ MASTERS IS FOR YOU!

AgBiz Masters
A Learning Series for Young & Beginning Farmers

AgBiz Masters

A Learning Series for Young & Beginning Farmers

MANAGE YOUR BUSINESS FOR THE FUTURE

1,200
YOUNG & BEGINNING
FARMERS REACHED

9
YEARS

25+
PARTNER
ORGANIZATIONS

Next Class



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

MODULES: YEAR 1

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

MODULES: YEAR 2

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

Takeaways

- ▶ Record Keeping
- ▶ Balance Sheet
- ▶ Understanding a Lender
- ▶ Financial Management
- ▶ Growing the Farm

- ▶ Networking
- ▶ Connections
- ▶ Business Plan
- ▶ Transitions



PLUS! ▶ FSA Certified ▶ Earn 8 SmartStart Credits

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 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 at the completion of each program year.

REGISTRATION FOR AGBIZ MASTERS IS EASY!

- | | | |
|---|--|---|
| 1. Complete the AgBiz Masters registration form or register online at AgBizMasters.com. | 2. Submit your registration and \$225 payment (made payable to AgChoice Farm Credit) by October 31, 2018 to: | AgBiz Masters
300 Winding Creek Blvd.
Mechanicsburg, PA 17050
717.796.9830 (fax)
kwilson@agchoice.com |
|---|--|---|

SMARTSTART:

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! Learn more about SmartStart at agchoice.com/farms/smartstart or contact Kayla Wilson.



TO LEARN MORE:

To learn more about this program or to request a registration form, please contact Kayla Wilson at 800.349.3568 or kwilson@agchoice.com.



AgBizMasters.com



Enroll in AgBiz Masters to develop the skills to take your business to the next level! Registration deadline is October 31, 2018.

- ▶ 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:
- Crops - list: _____ Livestock (beef, hogs, poultry, goats, sheep, horses, etc.)
 Dairy Specialty Crops (fruits, vegetables, maple syrup, hops, nursery plants, Christmas trees, vineyard etc.)
 Forest Products (logging, sawmill, etc.) 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 www.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: Kayla Wilson
 AgChoice Farm Credit
 300 Winding Creek Blvd.
 Mechanicsburg, PA 17050
 800.349.3568 ext. 6027
 717.796.9830 (fax)
kwilson@agchoice.com

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

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 the PayPal link listed on the registration form. 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 800.349.3568 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? _____