

AgBiz Masters

A Learning Series for Young & Beginning Farmers



Manage your business for the future. Participate in AgBiz Masters and acquire skills to help you make smart business decisions!

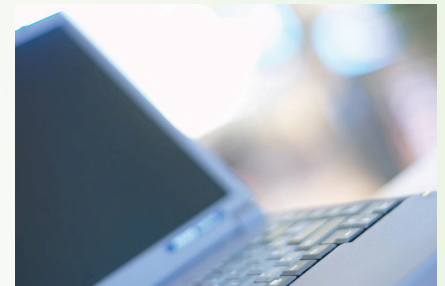
What is AgBiz Masters?

AgBiz Masters is an interactive, educational learning series designed specifically for young and beginning farmers interested in honing their 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 that are led by leading industry experts. Couples and business partners are encouraged to enroll in the program together to gain the most value from the program.

What does AgBiz Masters entail?

AgBiz Masters is a two-year series where you enroll in one year of the program at a time. Year one includes five eLearning modules offered through Farm Credit University that cover the following topics:

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



The interactive on-line modules take approximately one hour each to complete. In addition to the modules, you will participate in on-line discussion forums and exams, as well as complete individual assignments. Additionally, you will attend two in-person learning sessions held regionally throughout Pennsylvania during the first year of the program. These one-day sessions are designed to supplement the on-line learning material and allow discussions and feedback among participants and facilitators. Web casts and webinars will also be used to further enhance the learning experience.

Why should you participate in AgBiz Masters?

AgBiz Masters is a new approach to meeting the unique needs of today's young and beginning farmers. Modules were created specifically for young and beginning farmers, addressing issues in the agricultural industry as related to business management topics. Since all of the modules are available on-line, you can access the materials via the web at your convenience. Regional seminars offer additional learning opportunities from peers in the program as well as industry representatives. Participants who successfully complete both years of the course will receive a certificate of completion.

If you're looking for a hands-on educational program that tackles the questions and challenges you have about managing your agricultural business, AgBiz Masters is your answer. The time spent in the program and information learned will provide an invaluable return on your investment, securing a stronger future for your business.



More details



When does AgBiz Masters begin?

The registration deadline for the Spring 2010 AgBiz Masters class is February 18, 2010. After submitting your registration form and \$60 payment, you will receive a username and code to access on-line modules available through Farm Credit University.

Also, an introductory conference call will be held with all participants to provide an overview for the program and timeline for the five-module series and accompanying regional meetings.

How much does AgBiz Masters cost each year?

Thanks to the generous support of program partners and a grant received from the Pa. state government, this program only costs \$60 when enrolling for the first year of the program. This is more than \$340 off of the original cost and a tremendous value for you and your business. Enroll today!

Couples and/or business partners may participate in the program together for the same price, \$60, since they will access the same on-line material.



What if you don't have high speed internet at your home or business?

Internet access and in particular, high speed internet access, is necessary to view the on-line modules. However, young and beginning farmers without this capability at their homes or businesses shouldn't be discouraged to participate because of this reason. Many local libraries offer free internet access. Furthermore, several of the program supporters have offered to allow participants to use computers with high speed internet access at local offices.

Please contact Raechel Sattazahn at 800-349-3568 ext. 6016 or rsattazahn@agchoice.com if you are interested in the program but do not have access to high speed internet.

Registration details:

Submit your registration by February 18, 2010 to enroll in our Spring 2010 AgBiz Masters class! Simply follow the two easy steps below.

1. Complete the AgBiz Masters registration form
2. Submit your registration and \$60 check (made payable to AgChoice Farm Credit) to:
Raechel K. Sattazahn
900 Bent Creek Blvd
Mechanicsburg, PA 17050
717-796-9830 (fax)
rsattazahn@agchoice.com

To learn more about this program or to request a registration form, please contact Raechel Sattazahn at 800-349-3568 ext. 6016 or rsattazahn@agchoice.com.

AgBiz Masters program supporters:

- ▶ Acuity Advisors and CPAs
- ▶ AgChoice Farm Credit
- ▶ 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
- ▶ Westfield Group