



*If you're a young, beginning or small ag producer,
don't miss Farm Credit University's*

Ag Biz Planner

Whether your ag business is a beginning venture or an ongoing entity seeking enhanced performance, this high-tech, online program's interactive format will energize your business and guide you to the next level.

Developed by Dr. Dave Kohl, agricultural finance and business management expert, Ag Biz Planner takes you on a journey to building a strategic business plan for your own business.

- **On-Demand**
- **Self-paced**
- **Designed specifically for farm & ranch businesses**
- **Based on Dr. Kohl's decades of experience teaching face-to-face farmer/rancher seminars**
- **Content reviewed by ag lending & leading academic professionals**
- **Mentor-based approach to learning: get feedback from a lender, peer business owner, or advisor**

Time Commitment: Designed to be completed over a 5-6 month period. Online module content should take about 2 hours per module, but additional time spent on business planning applications may vary.

High-speed Internet access is strongly recommended.

Tuition: \$500 per farmer or farm couple. Southwest Georgia Farm Credit will assist with 50% of tuition for the first 10 member enrollees in the program.

- Module quizzes
- Business application exercises
- Discussion forum
- Business plan preparation resources
- Mentoring resources



Dr. Dave Kohl

Professor Emeritus, Ag Finance & Small Business Management, Virginia Tech.

10 online Flash eLearning Modules:

- Megatrends of Agriculture
- Strategic Business Planning
- Preparing for Your Lender
- Constructing a Balance Sheet
- Constructing an Income Statement & Cash Flow Projection
- Understanding Lending Decisions
- Farm Business Management Factors & Benchmarks
- Growth & Transition Management
- Personal Financial Management
- Communications, Ethics & Leadership

For more information and to enroll, call Frances Edmunds at 229.493.0140.

SWGAFarmCredit.com

