

WHAT CAN I EXPECT WHEN I AM PART OF THE PROGRAM?

Individualized instruction and analysis are the focus of the program. As your farm business changes, so will the instruction. Whether you are new to farming or are a well-established farmer and want to compare your farm's performance to others in the area or state, you will be engaged in a curriculum that challenges you at your own pace. Individual confidentiality is strictly maintained at all times.

The annual farm financial analysis is the basis for the farmer to make production and management decisions about their operations.



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MINNESOTA STATE
Farm Business Management



FBM

EST 1953

**FARM BUSINESS
MANAGEMENT**



MINNESOTA STATE
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SERVING FARMERS SINCE 1953
Facilitated by the Minnesota State Agricultural Centers of Excellence



Farm Business Management (FBM) education is designed to work with existing farmers, farm managers, or people interested in farming. We provide instruction in financial and business management.

The objective is to help farmers achieve their goals through the application of proven farm business management methods. The individual instruction provided by instructors is key to the success and development of farm records.

FBM students have access to free and confidential rural mental health support.

MN Rural Mental Health Specialists

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Why should you enroll?

You will learn to develop and improve crop and livestock marketing plans. Instructors can compare the production and financial health of your operation with those of similar farms and monitor that data on an annual basis. You will learn to plan for major changes in your operation such as ownership changes, new enterprises and expansion. You will also learn to evaluate the profitability of your operation.

Individual on-the-farm instruction

FBM instructors deliver the coursework at your farm and it is tailored to meet your farm needs.

How do I enroll?

Go to AgCentric.org to find a full list of instructors across the state. Enrollment allows you full access to the program's benefits and resources and will lead you to certificate completion over time.



Instructional Topics Include:

- Business and personal goal setting
- Farm accounting in either a book or computerized format
- Year-end closeout and analysis
- Individual enterprise analysis
- Cash flow development
- Loan application guidance
- Tax planning decisions
- Farm estate and transfer planning
- Crop management systems
- Marketing discussion and the design of an annual marketing plan



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