

# Beginning Farmer Service Organization Professional Development Training October 28-30, 2013

## Financial and Business Management: *Example Actions*

Based on what you have learned in the past 3 days,	
What changes will you make in your own services/program?	How will you monitor BF changes as a result of improved training/services?
By 11/2, I will add additional enterprise budgeting techniques to current Farm Beginnings class	Students will create more personal enterprise budgets that accurately represent their businesses
By 12/1/13, I will upload all relevant resources from this session to our farmer resource database and make a list of top resources to hand out to our business planning class participants	Number of downloads of resources and annual survey where we ask farmers what resources they used/were effective/improvements
By 12/10, I will have created/identified resources to help mentors teach apprentices about business planning during their apprenticeship	Mentor meeting in December followed by evaluations from both apprentices and mentors in summer/fall 2014
By 2014, I will include formal program for financial planning/assistance into annual plan of work	Track farmers attending programs in #1 and be intentional about follow up
By 3/1/14, I will introduce concept of marketing channels in either a marketing workshop or HM marketing class	Follow up survey of 10 farmers
By 5/5/13: In our whole farm planning series for 2013, we will emphasize the enterprise analysis tools so beginning women farmers know the importance of it and how it can impact their business	Continual check-in with attendees after the finance workshops in January to ensure their understanding of enterprise analysis
By 6/14, I will build my resources to include enterprise budgeting for all stages of Beginning Farmer development. Typically have not used enterprise	Provide full budget and enterprise budgets and track which are returned
By 8/14, I will improve our recordkeeping and data tracking templates	We will have regular check-ins, both informal and formal, to help participants with their business recordkeeping
By Dec 2013, I will educate at least 3 farmers how to use enterprise budgets	Review if by 12/31/13 I have selected those farmers
By end of March 2014, I will discuss and review enterprise budgeting with two farmers leaving program	In fall 2014, check in with "graduates" to see if they continue to use enterprise budgets for decision-making
By May 2014, I will connect with accountants and legal counsel to work with and advise incubator participants	Eventually evaluations of business counselling by incubator participants
By May 2014, I will have hosted one beginning farmer business planning basic workshop	Follow-up phone calls and farm visits and attendance sheets
By 11/1/13, I will use narrative/enterprise budget approach to better teach our beginning farmer course	Ask immigrant farmers if narrative example helped them start enterprise budgets more effectively, or at all