**Financial and Business Management: *Example Actions***

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| **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 |