



Farm Credits of North Carolina
Young, Beginning, Small and Minority Farmer
eLearning Course - Ag Biz Planner
Funding provided by North Carolina Tobacco Trust Fund Commission Grant

Ag Biz Planner Program Goals:

- Assist young, beginning, small and minority farmers in becoming more successful business people through knowledge of the marketplace, financial and business management topics.
- Teach each farmer valuable skills that will enable them to develop a useful, meaningful strategic business plan for their own business.
- Facilitate a close relationship with their assigned association employee through a mentor-based approach to learning.
- Provide a value-added service to customers by helping them understand the lending process.
- Take advantage of the convenience of technology by provide online training curriculum to use from their home or place or business to improve their individual skills to help them become more responsible financial managers.
- The face-to-face meeting for graduates of this curriculum will allow for healthy discussion and leadership to further equip these individuals to operate successful farm operations.

Ag Biz Planner Outline:

The Young, Beginning, Small and Minority Farmer eLearning Curriculum will include ten online modules consisting of interactive exercises, an objective test and application exercises. The training modules will be available on-demand anytime through any high speed internet connection – either at a farmer’s home, place of business or from a local Farm Credit office. Association employees will act as mentors, guiding farmers through the training and providing feedback on completed application exercises. A face-to-face leadership institute will be held upon completion for all graduates to allow them to network and apply what they learned in a group setting.

Curriculum topics will include

- Megatrends Facing the Industry
- Strategic Business Planning
- Preparing for Your Lender
- Constructing Financial Statements: The Balance Sheet
- Constructing Financial Statements: The Income Statement and Cash Flow
- How Lending Decisions Are Made
- Farm Business Management Factors

- Growth and Transition Management
- Personal Financial Management
- Communications, Ethics and Professionalism

PARTICIPANTS:

Ag Biz Planner participants will be young or beginning, small, or minority farmers. Participants will either be the primary decision maker or have major influence in decisions involving the farming operation. Participants will farm and reside in North Carolina. Priority will be given to those from tobacco dependent communities and tobacco and former tobacco farm families.

Tuition for AgBiz Planner is \$500 and will be covered by the NC Tobacco Trust Fund Grant. Upon acceptance into the program, each participant will be asked to pay a \$100. deposit which will be refunded upon completion of the 10 online modules and presentation of their business plan. If the course is not completed within 9 months, the deposit will be forfeited.

Reimbursement – Upon successful completion of the program, each participant can apply for up to \$600 as reimbursement for course related expenses. These expenses may include computer purchase or printer, upgrades, high speed installation and monthly service fees while enrolled in the course. Mileage for attending the final meeting or meetings with a mentor may also be submitted.

YBSM definitions:

Young Farmers are defined as those farmers, ranchers, producers or harvesters of aquatic products who are age 35 or younger as of the date the loan is originally made.

Beginning Farmers are defined as those farmers, ranchers, producers or harvesters of aquatic products who have 10 years or less farming or ranching experience as of the date the loan is originally made.

Small Farmers are defined as those farmers, ranchers, producers or harvesters of aquatic products who normally generate less than \$250,000 in annual gross sales of agricultural or aquatic products at the date the loan is originally made.

Minority Farmers are defined as American Indian or Alaskan Native, Asian, Black or African American, Native Hawaiian or other Pacific Islander, a person whose ethnicity is Hispanic or Latino, regardless of race, and women.

Please call Linda Strickland 800-951-3276 or email agbizplanner@agfirst.com with questions about the program.



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Please follow the instructions below to apply for the Young, Beginning, Small and Minority Farmer eLearning Course.

Instructions:

1. Complete the application completely and sign.
2. **Applicants must include one letter of recommendation from someone other than a family member. Make sure you include the sealed letter with your application package. See instructions for obtaining a recommendation letter below.**
3. Application deadline: Must be postmarked by September 1, 2010.
4. Return application to:

AgCarolina Financial
Attn: YBSM Farmer eLearning Application
P.O. Box 14789
Raleigh, NC 27620

Application for Farm Credit University eLearning Ag Biz Planner Program

Applicant Name _____ Age _____

Spouse Name _____ Age _____

Address _____

E-mail address _____

Phone _____ County _____

Emergency Contact: Name _____ Phone _____

If your spouse or business partner will participate in this course with you, please check below:

Spouse

Business Partner Name of Business Partner _____

Please provide the names and ages of your children:

Children # _____ Ages _____

Names _____

Formal Education of Applicant _____

Formal Education of Spouse _____

If you or your spouse work off the farm, please provide information about the position (company name, title, etc): _____

Are you a current Farm Credit customer? Yes No

If yes, how many years? _____

Describe operation - (commodities, size, years involved, family members involved, etc.)

Business Structure:

_____ Sole Proprietorship _____ Corporation _____ Partnership

List the farm and community organizations you are involved in

Please check **ALL** categories that describe you and your operation:

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Are you or your family currently involved in tobacco production? Yes No
If yes, please provide additional information:

Were you or your family previously involved in tobacco production? Yes No
If yes, please provide additional information:

Were you or your family impacted by the tobacco buyout? Yes No
If yes, please provide additional information:

What do you hope to gain from this course?

Signature of Applicant

Date



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- Applicants for Ag Biz Planner must include one letter of recommendation. Please provide the following information to the person that will be responsible for writing your letter of recommendation to give them a brief overview of this course.
- The letter of recommendation should address the personal qualities, accomplishments and experiences that make this applicant a qualified candidate for this program. Include how you see this applicant benefiting from this course.

The letter of recommendation must be postmarked by September 1, 2010. Please place your signed letter in an envelope, seal, place the applicant's name on the front and return to the applicant to include with their application package

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