

**One-on-one educational effort to assist farm/ranch families in achieving their business and personal goals, for large and small agriculture producers in central and southern Utah**

The purpose of farm management education is to help farm families achieve their farm business and family goals. This is done through improved management, organization and efficiency of their farm operations. To accomplish this purpose farm families, enroll in specific year-long farm business management courses. Each course has specific goals and objectives; courses are offered in sequence. Instruction occurs monthly at the farm with the farm family using the farm's financial and production information to teach farm management and decision making.



### Program Objectives:

- Focus instruction on financial and business management skills.
- Financial management, income and expense, and asset and liability bookkeeping
- Production data management and record keeping
- Financial statement preparation
- Generate detailed production and financial records for use in making timely and intelligent management decisions.
- Complete a full business analysis and benchmark your business against reliable industry averages.

### Typical Questions:

#### **What about confidentiality?**

All records and information are kept strictly confidential (one-on-one consultations)

#### **How often are instruction periods?**

Meeting with instructor is done individually (one-on-one) in your home or office once a month for 2-3 hours, or more as needed.

#### **What records are available for my use?**

Information from monthly print-outs are used throughout the year for: cash flow projections/analysis, income tax planning, management decisions and loan applications. You also participate in and receive a detailed yearend farm analysis. Training and opportunities to benchmark against regional, state and even national farm/ranch benchmarks provides targeted management in strategic planning/management and whole farm business systems thinking.

#### **What is the program length?**

The course is designed to be three years long, one class/year, with advanced instruction offered after the first three years.

#### **What is the cost to participate?**

The annual cost is \$204 (paid in 2 payments, fall and spring to Snow College) at the time a farm business management instructor works with you to get you reregistered you.