



# Agricultural Business Programs

*Asking Questions - Getting Answers for Vermont Farms and Forests*

## **Farm Viability**

30 farms per year, In-Depth Planning Assistance, Management Education

## **Water Quality Business**

20 farms per year, Planning Conservation Investments, Alternative Practices, Transitions

## **Maple Business**

Statewide Financial Research, Outreach Seminars, Launching a National Maple Economics Program

## **Forest Business**

Business Coaching and Classes, Timber and Forest Product Development



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## Educational Outcomes

- 100% of farm business planning participants increase management skills in strategic planning, financial analysis/accounting, marketing, planning investments and finding resources to support the business

## Business Best Practices

- Participants prepare accurate annual financial statements and complete cost of production analysis
- Aging farm owners develop transfer plans. External specialists provide technical assistance on family mediation, estate planning, and new owner feasibility plans

## Economic Outcomes

- 50% of participants use plans to apply for loans...90% of those loan applications are approved
- Improving net income, retaining jobs in rural communities, and new job creation
- Preserving owner equity with informed business closures

## Key Partners and External Funding

- Vermont Housing and Conservation Board (VHCB) and Farm Viability Service Provider Network
- Vermont Agency of Agriculture, Food and Markets (Clean Water Investment Fund, Specialty Crop Grant)
- Vermont Sustainable Jobs Fund and Farm to Plate Network (Farm Viability Indicators Task Force)
- Working Lands Enterprise Board (WLEB)
- Vermont Department of Forest and Parks
- Vermont Maple Sugarmakers Association