

AGMG 1072: Small Farm Business Planning

2020 Summer Session

Coordinator & Instructor Contact Info

Course Instructor:

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Program Coordinator:

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Number of Contact/Study Hours: 48

Course Description:

This online course will address aspects of small farm business planning. Topics include small farm business models, laws and regulations, farm taxes, economic principles, financial planning, risk management, record keeping, budgeting, employee/employer responsibilities, communications, and human relation skills. Entrepreneurship will be emphasized in this course, and students are expected to complete an agricultural business plan.

This course is largely and independent study: students will be provided learning materials to review and apply to their business plans. At the end of the course students will present their business plans to one another.

Learning Outcomes:

- Identify laws and regulations pertinent to developing an agricultural business.
- Discuss financial planning and available federal and state resources for farm businesses.
- Prepare a basic business plan for a small scale farm enterprise.

Rationale:

Business planning is an important part of owning and managing any business. As agricultural entrepreneurs define and create themselves away from more “conventional” farming models, business planning has become more important than ever. ~ From *Building a Sustainable Business* by MISA

Required Materials:

Reading material will be provided in digital format on ACC Blackboard.

Evaluation:

Students will be expected to study independently, engage in online discussions, and present a rough draft of their farm business plan. Student performance on assignments and participation in the classroom will be assessed in determining whether credit will be awarded for the class.

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Course Schedule:

Tuesday

Thursday

Week 1	Syllabus, Business Structures, Introduction to Business Plan	Student Check-Ins
Week 2	Revenue Streams, Accounting, Record Keeping	Independent Study
Week 3	Excel, Cash Flow Sheets, P&L Sheets	Student Check-Ins
Week 4	Taxes	Independent Study
Week 5	Labor	Student Check-Ins
Week 6	Insurance/Regulations	Independent Study
Week 7	Student Workshops	Student Workshops
Week 8	Business Plan Presentations	Business Plan Presentations