**So You Want to Farm in Maine? Southern Maine Training**

Homework – (\*\* Required Homework for Completion of FSA Borrower Training Credit)

All required homework is due prior to final meeting with instructors.

October 9 – November 6 2018

UMaine Regional Learning Center

Falmouth, ME

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| Homework | Due Date: | Questions, comments and thoughts |
| **\*\*Research enterprise to report on – What’s the demand, regulations, infrastructure needed?** | Date Selected (Choose presentation date in 1st class) |  |
| **\*\*Develop one farm enterprise budget – give topic** | Class #4 |  |
| **\*\*Start business plan – AgPlan, paper or computer – what method are you going to use?** | Class #4 |  |
| **\*\*Write mission statement for your farm** | Class #4 |  |
| **\*\*Read Sarah Aubrey’s Starting & Running your Own Small Farm Business** | Class # 1 Ch. 1-3;  #2 Ch. 4-6  #3 Ch. 7-10 |  |
| **\*\*Print off soils map and capabilities from Web Soil Survey** | Class #2 |  |
| **\*\*Determine which permits & licenses your farm needs** | Class #4 |  |

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| Homework | Due Date: | Your Response |
| **\*\*Set up record system for financial and production records. What system will you use? Paper, computer, phone app, combination?** | Class #4 |  |
| **\*\*Develop a customer survey** | Class #4 |  |
| **Develop market plan** |  |  |
| **Find benchmarks for your enterprise. Calculate Farm Finance Scores.** |  |  |
| **Complete a balance sheet and cash flow for your farm.**  **From “Your Business Plan” Bulletin #3005** |  |  |
| **Complete an Income Statement for your farm.**  **From “Your Business Plan” Bulletin #3005**  **Or other form** |  |  |
| **Select one source of funding and review their criteria for funding** |  |  |
| **Assemble tax forms you will need for your farm and list here** |  |  |