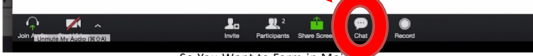


**MAINE** ZOOM viewers

- After Introductions
  - Mute your microphone
  - Turn off your camera
- Chat is available to send a text message
  - Please type your name and town so we know who is here.
- Problems?
  - Try a different browser – some have problems with Chrome
  - Other problems email [erin.roche@maine.edu](mailto:erin.roche@maine.edu)
- Archive will be available to all.



So You Want to Farm in Maine  
University of Maine Cooperative Extension

**MAINE** So You Want to Farm in Maine?  
*Bangor Training*

- Welcome to the four-part class.
- Sponsored by the University of Maine Cooperative Extension
  - Piscataquis
  - Penobscot



So You Want to Farm in Maine  
University of Maine Cooperative Extension

**MAINE** Next Four Weeks..

Date	Topic	Speaker/Manager
10/2/18	Business Plan, Goals, Enterprise Budgets, Land Potential	Donna Coffin, Erin Roche
10/9/18	Family Communications & Relationships, Business & Estate Planning, Recordkeeping, Permits & License Overview, Production Information, Taxes Overview	Leslie Forstadt, Paul Dillon, Larry Laplant, Kathy Hopkins
10/16/18	Insurance, Financing (commercial & FSA), Crop Insurance, NRCS programs, Using Balance Sheets and Cash Flow	Insurance Agent, Banker, FSA Representative, Crop Insurance, NRCS, Gary Andrews
10/23/18	Applied Marketing and Market Research, Overview of Financial Management	Jim McConnon, Steve Veazey

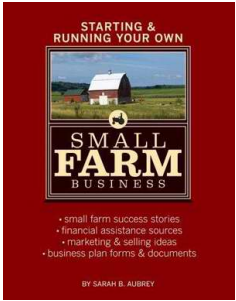
So You Want to Farm in Maine  
University of Maine Cooperative Extension

**MAINE** Starting and Running Your Own Small Farm Business – Course Text

By Sarah Beth Aubrey.

- The demand for fresh, local, sustainably produced small-farm products is growing. Aubrey, a seasoned farmer, covers business plans, market research, financing, regulations, asset protection, pricing, selling venues, and growing your business. Includes profiles of successful small farm businesses, as well as checklists and sample contracts and forms. 175 pages. 2007. Item #1035

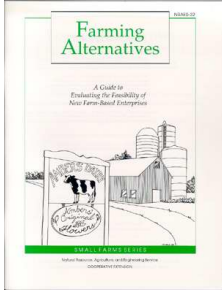
Publisher: Storey Publishing



So You Want to Farm in Maine  
University of Maine Cooperative Extension

**MAINE** Farming Alternatives Workbook  
*available at UMaine Extension online publications*

This 88-page classic helps rural and farm residents evaluate the feasibility of alternative enterprises. The case study and workbook format helps in evaluating personal and family considerations, resources, market potential, production feasibility, profitability, cash flow, and all factors combined. Also offers research sources for enterprise ideas. 1988. Item #1036 Publisher: NRAES \$12.00



So You Want to Farm in Maine  
University of Maine Cooperative Extension

**MAINE** Other Digital Resources

Photo: Edwin Remsberg

Our Course Supplemental Materials  
<https://extension.new.umaine.edu/penobscot/sywtfim/course-resources/>  
Password = farming

UMaine Extension New Farmer website  
<http://extension.umaine.edu/new-farmers/>  
Beginning Farmer Resource Network of Maine  
<http://umaine.edu/beginning-farmer-resource-network/>

So You Want to Farm in Maine  
University of Maine Cooperative Extension

**MAINE** Homework

- Enterprise Research Reports from up to 5 farmers at the start of the next three sessions.
- Let Donna know when you would like to do it.
- Session homework – See session homework information on course material site and the course email
- Send completed homework to [donna.coffin@maine.edu](mailto:donna.coffin@maine.edu)

So You Want to Farm in Maine  
University of Maine Cooperative Extension

**MAINE** Optional Online Site from University of Minnesota [agplan.umn.edu](http://agplan.umn.edu)

**Launched in 2007, AgPlan has been used to create 45,000+ business plans!**

AgPlan makes it easy for you.

- Develop your own Business Plan
- Learn what you need to include in your Plan with Tips & Resources
- View Sample Business Plans for ideas
- Share your Plan — print, download and work with your own Reviewers

**MAINE** Enterprise Research Report *Sample report outline*

- Name of Enterprise
- Source of Information
- Additional Resources You Would Need
  - Land
  - Equipment
  - Labor
  - Skill
- Income - Cost per Unit (pound, head, bale, etc.)
- Potential Market – number of units that could be sold

So You Want to Farm in Maine  
University of Maine Cooperative Extension

**MAINE** FSA Borrower Training

Score	Criteria Used to Determine Score	Agency Consideration
1	If the applicant: <ul style="list-style-type: none"> <li>• Attended sessions as agreed,</li> <li>• Satisfactorily completed all assignments, and</li> <li>• Demonstrated an understanding of the course material.</li> </ul>	Training requirement associated with course is complete.
2	If the applicant: <ul style="list-style-type: none"> <li>• Attended sessions as agreed, and</li> <li>• Attempted to complete all assignments, but</li> <li>• Does not demonstrate an understanding of the course material.</li> </ul>	Training requirement associated with course is complete. Additional Agency supervision may be necessary.
3	If the applicant: <ul style="list-style-type: none"> <li>• Attend sessions as agreed, or</li> <li>• Attempt to complete assignments, or</li> <li>• Otherwise make a good faith effort to complete the training.</li> </ul>	Training requirement associated with course is not complete. The borrower is ineligible for future direct loans until training is completed.