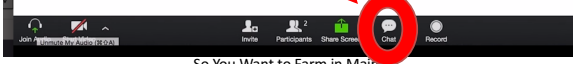


MAINE ZOOM viewers

- 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 garya@maine.edu
- Archive will be available to all.



So You Want to Farm in Maine
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MAINE So You Want to Farm in Maine?
Central Maine Training

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



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MAINE Next Four Weeks..

Date	Topic	Speaker/Manager
4/3/17	Business Plan, Goals, Enterprise Budgets, Land Potential	Rick Kersbergen, Gary Anderson, Caragh Fitzgerald, Donna Coffin
4/10/17	Business & Estate Planning, Recordkeeping, Using Balance Sheets and Cash Flow	Paul Dillon, Donna Coffin, Gary Anderson
4/17/17	Insurance, Financing, Permits & License Overview, Production Information, Taxes Overview	Insurance Agent, Banker, FSA Representative, Crop Insurance, Kathy Hopkins, Donna Coffin
4/24/17	Applied Marketing and Market Research, Overview of Financial Management	Jim McConnon, Donna Coffin

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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



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MAINE Optional Online Site from
University of Minnesota
agplan.umn.edu

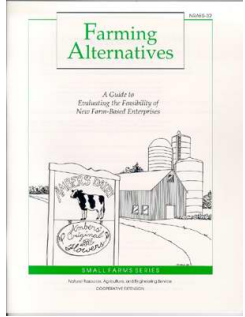
**Launched in 2007, AgPlan has been used
to create 45,000+ business plans!**

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 **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



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MAINE **Other Digital Resources**

Photo: Edwin Remsberg

**Our Course Supplemental Materials
Wordpress website**
<http://farinmaine.wordpress.com/>

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

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MAINE **Homework**

- Alternative Enterprise Research Reports from 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 page on wordpress site
- Send completed homework to donna.coffin@umaine.edu

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MAINE Alternative Enterprise Research Report
Sample report outline

- Name of Enterprise
- Source of Information
- Additional Resources Needed
 - Land
 - Equipment
 - Labor
 - Skill
- Income - Cost per Unit
- Potential Market – number of units

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MAINE FSA Borrower Training

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