



NEW AGRIBUSINESS RESOURCE FOR TEACHERS

Inspire the Future of Agriculture, with a program that teaches the fundamentals of:

- ▶ Business management
- ▶ Growing a business
- ▶ Financial records
- ▶ Transitioning to the next generation of management

Before your class begins the Ag Biz Basics modules, we will set up a classroom visit from an experienced AgChoice loan officer. This classroom session will serve as an introduction to the Ag Biz Basics course and provide students the opportunity to ask questions to an active member of the financial agri-business field.

What is Ag Biz Basics?

Do you have students who are aspiring agri-entrepreneurs, have an interest in farm management or plan to take over the family farm one day? If so, Ag Biz Basics is for your classroom. This program balances the passion of farming and ranching with the economic and financial side of running a business.

Ag Biz Basics is a fast-paced online program that will prepare students to work with a lender and give them insight on how to position an agricultural business for success. In a nutshell, this hands-on program is a supplemental classroom tool to help introduce your agriculture students to the financial knowledge needed to operate a successful farm. They will learn about financial statements, including a projected cash flow statement, balance sheet and a cash income statement. The included learning materials will help them think about their farming goals through the introduction of financial business documentation.

Launch. Manage. Grow. Transition.

Ag Biz Basics features four eLearning modules:



Module 1: Side by Side with Your Lender

Planning, Goal Setting & Financial Documentation



Module 2: Do You Cash Flow?

The Business Side of Production Planning



Module 3: What are You Worth Financially?

Business & Personal Balance Sheets



Module 4: Did You Make a Profit?

Income Statement



To illustrate the applications, Ag Biz Basics highlights a case study involving entrepreneurs operating a start-up agribusiness who are applying for a loan. In addition, the workbook with application exercises will be instrumental in developing a basic understanding of financial statements and goal setting. The program is designed to enhance critical thinking, strategic planning and contingency planning skills and attention to detail.

Education Version Includes:

- 4 eLearning modules to watch in a group classroom setting
- Text version of content, along with multiple choice test questions
- Workbook with financial spreadsheet templates

Time Commitment:

- Content can be completed in approximately 2 hours total.
- Additional time spent on workbook applications, including goal setting and financial statement construction, will vary.

High Speed Internet access is strongly recommended.



Developed by Dr. Dave Kohl, Virginia Tech Academic Hall of Famer, and reviewed by practitioners in the field.