



Ag Biz **Basics – eLearning Course for Young, Beginning, Small, or Veteran Farmers**

Frequently Asked Questions:

Who is this course designed for?

The program is designed for Young, Beginning, Small (YBS), and/or Veteran farmers and farm families with self-initiative and a passion for learning to enhance their business, family, and personal lives. The main course goal is to help participants in launching, growing, managing, and transitioning their current or future farms. The program is built upon the experience and expertise of Dr. David Kohl, an agricultural finance and management expert, along with other academic and industry leaders in agriculture.

How much will the program cost me?

- Each participant will pay \$100 at the start of the program. Please do not send the fee until you have been accepted into the program.
- Carolina Farm Credit will cover all other participant costs including program tuition, final meeting meals and accommodations, and speaker fees.
- Once participants have completed the online portion of the course and attended the final conference, Carolina Farm Credit will reimburse participants \$50.

When will the class start?

The course is mainly online and will be available for each participant to begin in early September, 2020. The group will participate in a kickoff webinar on September 21, 2020, to discuss the online system, review course expectations and instructions, and become familiar with fellow participants to facilitate online collaboration.

How is this class structured?

Farm Credit University training is considered “blended training.” It offers a combination of online and face-to-face training. This style of training is very flexible; it is not confined by geography, time of day, background, or experience of participants.

What will this course do for me and my operation?

This educational experience is self-paced and multifaceted, designed to be approximately three months in duration. The agricultural industry is dynamic in the production of food, fiber, fuel, products for life sciences, and life experiences with many opportunities and challenges. This program will position you to capitalize on these aspects for a more successful and fulfilling business, family, and personal life.

Do I have to have a computer to take the course?

Yes, a computer and internet access are necessary to participate in this opportunity. The entire class is presented in an online format. We recommend high speed internet access because much of the course involves videos.

How much time will I have to invest in this program?

The class is set up in a series of four online modules or short-courses, each taking one to two hours to complete. Each participant will work at their own pace and be given two weeks to complete each online module. The modules will involve lecture/PowerPoint slides, reading, online discussion groups, and problems or case studies. Periodic quizzes and module exams will allow you to personally assess your comprehension and understanding of the materials presented. Application exercises will allow you to link module concepts and ideas to challenges and opportunities in your own farm business.

What will the mentors do?

Each participant will be assigned a mentor who is a Carolina Farm Credit loan officer. The loan officers are very well versed in financial management of ag operations and are considered experts in farm finance for the commodities in their regions. The mentor will serve as a teacher, coach, and facilitator to you as you work through the course.

What time commitment is involved?

This program will take a moderate time commitment as well as self-motivation, which are all attributes necessary for a successful agricultural professional. The degree of success you achieve in this educational experience will be in your hands, as Carolina Farm Credit and other sponsors have made an investment in you.

Can my spouse or another business partner get involved with the course?

We encourage each participant to engage others that are actively involved in the management of the farm. This person could be a spouse or business partner. Your operation will be stronger by pulling them into the coursework. This will give you as a participant a chance to explore many beneficial ideas with the others involved in your farming operation.

What is the purpose of the final conference in Raleigh at the conclusion of the online course?

Following the completion of all four modules, each participant, spouse or business partner who completed the course, and mentors will attend a conference in Raleigh, NC. Dr. David Kohl, the developer of the online curriculum and a retired Ag Economics Professor from Virginia Tech, will be one of the main speakers during the meeting. The group will also discuss their business plans and other topics of interest. The first day will end with a group dinner to allow for networking among the course participants and the speakers. Additional agriculture leaders and educators will be the speakers for the remainder of the meeting. Carolina Farm Credit will cover the cost of one hotel room for one night, all meals, and speaker fees. Each participant is responsible for their own transportation.

Ag Biz Planner – eLearning Course for Young, Beginning, Small, or Veteran Farmers

Frequently Asked Questions:

Who is this course designed for?

The program is designed for Young, Beginning, Small (YBS), and/or Veteran farmers and farm families with self-initiative and a passion for learning to enhance their business, family, and personal lives. The Ag Biz Planner course is one of five eLearning programs offered by Farm Credit University, but is the only one designed specifically for ag producers. This educational experience offers a vast amount of knowledge that can be learned at your own pace. The program is built upon the experience and expertise of Dr. David Kohl, an agricultural finance and management expert, along with other academic and industry leaders in agriculture.

How much will the program cost me?

- Each participant will pay a \$250 fee at the start of the program. Please do not send the fee until you have been accepted into the program.
- Carolina Farm Credit will cover all other participant costs including program tuition, final meeting meals and accommodations, and speaker fees.
- Once participants have completed the online portion of the course and submitted their final business plans, Carolina Farm Credit will reimburse participants \$150.

When will the class start?

The course is mainly online and will be available for each participant to begin in early September, 2020. The group will participate in a kickoff webinar on September 21, 2020, to discuss the online system, review course expectations and instructions, and become familiar with fellow participants to facilitate online collaboration.

How is this class structured?

Farm Credit University training is considered “blended training.” It offers a combination of online and face-to-face training. This style of training is very flexible; it is not confined by geography, time of day, background, or experience of participants.

What will this course do for me and my operation?

This educational experience is self-paced and multifaceted, designed to be approximately six months in duration. The agricultural industry is dynamic in the production of food, fiber, fuel, products for life sciences, and life experiences with many opportunities and challenges. This program will position you to capitalize on these aspects for a more successful and fulfilling business, family, and personal life.

Do I have to have a computer to take the course?

Yes, a computer and internet access are necessary to participate in this opportunity. The entire class is presented in an online format. We recommend high speed internet access because much of the course involves videos.

How much time will I have to invest in this program?

The class is set up in a series of ten online modules or short-courses, each taking one to two hours to complete. Each participant will work at their own pace and be given two weeks to complete each online module. The modules will involve lecture/PowerPoint slides, reading, online discussion groups, and problems or case studies. Periodic quizzes and module exams will allow you to personally assess your comprehension and understanding of the materials presented. Application exercises will allow you to link module concepts and ideas to challenges and opportunities in your own farm business. The program will take you through the process of building a strategic business plan for your farm.

What will the mentors do?

Each participant will be assigned a mentor who is a Carolina Farm Credit loan officer. The loan officers are very well versed in financial management of ag operations and are considered experts in farm finance for the commodities in their regions. The mentor will serve as a teacher, coach, and facilitator to you as you work through the course and create your business plan.

This sounds like a big time commitment.

Yes, this program will take time and commitment as well as self-motivation, which are all attributes necessary for a successful agricultural professional. The degree of success you achieve in this educational experience will be in your hands, as Carolina Farm Credit and other sponsors have made an investment in you.

Can my spouse or another business partner get involved with the course?

We encourage each participant to engage others that are actively involved in the management of the farm. This person could be a spouse or business partner. Your operation will be stronger by pulling them into the coursework. This will give you as a participant a chance to explore many beneficial ideas with the others involved in your farming operation.

What is the purpose of the final conference in Raleigh at the conclusion of the online course?

Following the completion of all ten modules, each participant, spouse or business partner who completed the course, and mentors will attend a conference in Raleigh, NC. Dr. David Kohl, the developer of the online curriculum and a retired Ag Economics Professor from Virginia Tech, will be one of the main speakers during the meeting. The group will also discuss their business plans and other topics of interest. The first day will end with a group dinner to allow for networking among the course participants and the speakers. Additional agriculture leaders and educators will be the speakers for the remainder of the meeting. Carolina Farm Credit will cover the cost of one hotel room for one night, all meals, and speaker fees. Each participant is responsible for their own transportation.