

Payment method - to pay by card, go to go.osu.edu/jeffersonextensionpayment and complete the form with the name of the program (open and complete in a new tab or window). Checks can be mailed to the Jefferson County Extension office at 500 Market St, Suite 512, Steubenville, OH 43952. Make checks out to OSU Extension.

Cost: \$25/person/session, which includes program materials and a meal; \$100/person to attend all 4 sessions.



**If you are seeking your Beginning Farmer Certification, there will be additional assignments to turn in for review. Cost to receive certification is \$300, which is eligible for a tax credit under HB 95. For Students Completing Requirements for HB 95, the following assignments need to be completed and turned in to instructor team for review:*

- *Mission Statement*
- *Goal sheet or SWOT Analysis*
- *Balance Sheet*
- *Enterprise budget/cost of production projection for primary farm enterprise.*
- *Farm tax exercise (schedule F)*
- *Farm and family balance sheet, cash flow statement and family living expenses.*
- *Farm business plan*

QUESTIONS?

Erika Lyon
Jefferson, Harrison Counties
740-461-6136
lyon.194@osu.edu

Dan Lima
Belmont County
740-695-1455
lima.19@osu.edu

Clif Little
Guernsey County
740-489-5300
little.16@osu.edu



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CFAES

SMALL FARM FINANCIAL COLLEGE

& Beginning Farmer Certification



THE OHIO STATE UNIVERSITY
EXTENSION



This college is designed to help landowners examine potential ways to increase profits on their small acreage properties. The program is open to all new or aspiring farmers, new rural landowners, small farmers, and farm families looking for new ideas.

During this college, participants will be challenged to develop realistic expectations for their new farm business. They will receive information on getting started, identifying the strengths and weaknesses of their property, and developing a farm business plan. Information on farm finances, insurance, liability, labor and marketing will be covered during the college.



Session Breakdown

Tuesdays 6-8:30PM

Session I: Getting Started on Your New Farm Business

January 16 @ The Pike 40, Belmont, OH

- Developing real-life expectations for your farm
- Assessing your property and resources
- Developing a mission and goals for your farm
- Developing a farm business plan
- Farm business structures

Session II: You Can't Measure What You Don't Track. Recordkeeping, Budgets and Taxes

January 23 @ Black Sheep Vineyard, Adena, OH

- Recordkeeping for farm business
- Using enterprise budgets to project farm income
- Developing cost of production projections
- Introduction to farm taxes

Session III: Money, Money, Money! Managing Your Small Farm's Finances

January 30 @ Christopher's Farm Goods, Cadiz, OH

- Developing a farm and family balance sheet
- Cash flow statements
- Other financial statements- income statements and cash flow
- Managing family & farm income and expenses

Session IV: The Legal Side of Farm Financial Management

February 6 @ Deerassic Park, Cambridge, OH

- Legal instruments for farm financing
- Loan options for small farms
- Farm leases and contracts
- Overview of risks on the farm
- Liability insurance

Registration Form

You can also register online at go.osu.edu/2024eohsmallfarm

Space: Limited to first 30 registrants per location
 Registration Deadline: Friday, January 12
 Send forms with checks to OSU Extension, 500 Market St., Suite 512, Steubenville, OH 43952. Visit go.osu.edu/jeffersonextensionpayment to pay with a credit card.

NAME: _____

EMAIL: _____

PHONE: _____

COUNTY & STATE: _____

What sessions do you plan to attend?

- Getting started on a farm business
- Recordkeeping, budgets and taxes
- Managing small farm finances
- Legal side of farm finance

Do you require accommodations? State below:

In the event of an inclement in weather, participants will be contacted prior to the session affected. Sessions disrupted by weather will be held via Zoom webinar on the same date and time as originally scheduled.