FARM FINANCIAL MANAGEMENT

Business Management Education for Farmers

**BECAUSE** strong financial skills can’t take the risk out of farming, but increased financial management knowledge can boost profits in good times and minimize financial damage in down markets.

**UNIVERSITY RESPONSE** Extension agricultural business management programs provide research-based information that helps growers increase production and manage risk. Extension educates producers about financial management, marketing and crop insurance, estate planning, farm transfers, and farmland and machinery acquisition.

**RESULTS** Agricultural business management resources from Extension reach Minnesota farm families and agricultural businesses in many different ways:

- Nearly 200 locations in Minnesota use Extension-developed software, which helps farmers and lenders make better credit decisions and develop effective management strategies.

- Extension’s Farmer-Lender Mediation Program provides an opportunity for farmers and their creditors to work out solutions for managing agricultural debt.

- Minnesota producers have improved their marketing skills through Extension financial management workshops.

- Extension faculty in the Center for Farm Financial Management track financial performance for Minnesota, the sixth-largest agricultural producer in the U.S.

**DISCOVER MORE** [www.extension.umn.edu/AgBusiness](http://www.extension.umn.edu/AgBusiness)

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