



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

