

**Small Farm Business Training**

**General Agenda**

**Session One:**

***-*** *Lessons from Small Farm Success*

***-*** *Considerations Before Starting*

***-*** *Market Feasibility*

**Session Two:**

***-*** *Financial Feasibility*

***-*** *Financial Record-Keeping*

***-*** *Legal Structure and Compliance*

**Session Three:**

***-*** *The Business Plan*

***-*** *Developing Financial Projections*

***-*** *The Farmer’s Perspective*

**Session Four:**

***-*** *Selling Your Product*

***-*** *Licensing, Regulations, Certifications*

***-*** *Risk Management*

***-*** *Financial Resources*

