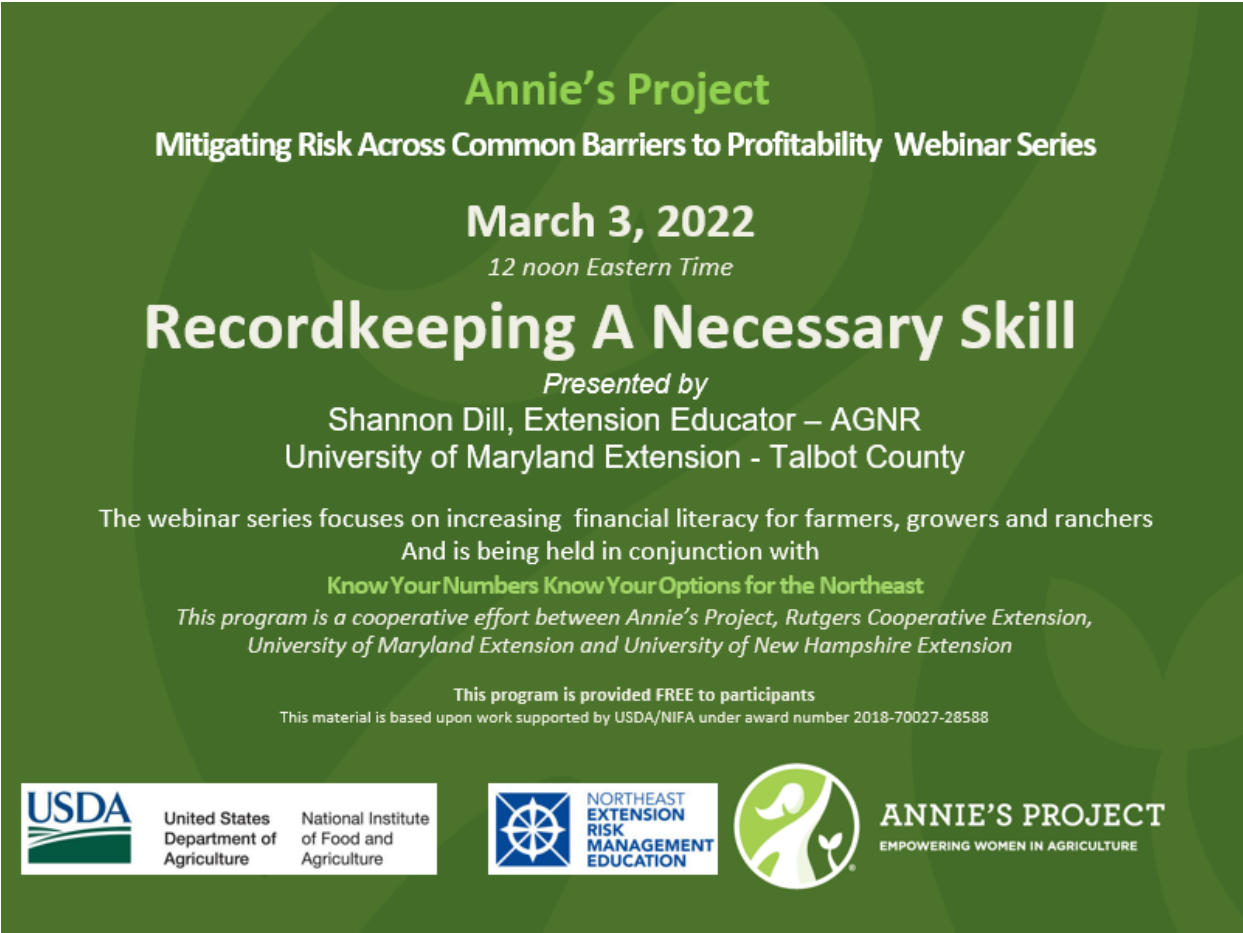


Mitigating Risk Across Common Barriers to Profitability Webinar Series

Join us for these FREE sessions that are part of Annie's Project Mitigating Risk Across Common Barriers to Profitability webinar series

This material is based upon work supported by USDA/NIFA under award number 2018-70027-28588



Annie's Project
Mitigating Risk Across Common Barriers to Profitability Webinar Series





March 3, 2022
12 noon Eastern Time

Recordkeeping A Necessary Skill

Presented by
Shannon Dill, Extension Educator – AGNR
University of Maryland Extension - Talbot County

The webinar series focuses on increasing financial literacy for farmers, growers and ranchers
And is being held in conjunction with
Know Your Numbers Know Your Options for the Northeast
*This program is a cooperative effort between Annie's Project, Rutgers Cooperative Extension,
University of Maryland Extension and University of New Hampshire Extension*

This program is provided FREE to participants
This material is based upon work supported by USDA/NIFA under award number 2018-70027-28588

 United States Department of Agriculture
 National Institute of Food and Agriculture
 NORTHEAST EXTENSION RISK MANAGEMENT EDUCATION
 ANNIE'S PROJECT
EMPOWERING WOMEN IN AGRICULTURE

March 3, 2022 - 12:00 PM Eastern Time (US and Canada)

Recordkeeping A Necessary Skill

Register for FREE at:

https://zoom.us/webinar/register/WN_yynPmUrPThG8SL59ue8vrA

Recordkeeping is a necessary skill for all business owners. Farm records include everything from financial to production. This session will provide some ideas on recordkeeping practices as well as organizing records for farm enterprises.

Presented by Shannon Dill, Extension Educator – AGNR University of Maryland Extension - Talbot County

Annie's Project

Mitigating Risk Across Common Barriers to Profitability Webinar Series

March 10, 2022

12 noon Eastern Time

Enterprises – Who Are Your Winners & Losers? Introduction to the Rutgers Cost Accounting Spreadsheet

Presented by

Dr. Robin Brumfield, Specialist in Farm Management, Rutgers University, New Jersey

The webinar series focuses on increasing financial literacy for farmers, growers and ranchers
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Enterprises - Who Are Your Winners & Losers? Introduction to the Rutgers Cost Accounting Spreadsheet

Register for FREE at:

https://zoom.us/webinar/register/WN_dBzWeWKQS2OKvgUXoNMdGA

This webinar will explain how to use a user-friendly software to develop enterprise budgets. It uses Microsoft Excel and is distributed by Rutgers University to develop an enterprise budget showing costs and returns for each crop that you produce. The spreadsheet uses information that you already have on hand from your accountant: income statement (or Schedule F) and balance sheet. The spreadsheet then generates costs and profitability of each crop. Thus, you know which crops are winners and losers; thus, giving you information to make decisions on pricing, reducing unprofitable production costs, and increasing sales of profitable crops.

The program also calculates the percentages of each overhead cost, 17 key financial ratios, and a cash flow statement to allow you to plan for your monthly cash flows.

In addition to analyzing your actual costs, you can use the spreadsheet as a planning tool to analyze the impact of increased costs and prices as well as changes in marketing mixes, or other changes you are considering in your business. The spreadsheet can also be used enter pro forma data for a future farm business.

Presented by Dr. Robin Brumfield, Specialist in Farm Management, Rutgers University, New Jersey

Annie's Project

Mitigating Risk Across Common Barriers to Profitability Webinar Series

March 17, 2022

12 noon Eastern Time

Pricing for Profit

Presented by

Dr. Kenesha Reynolds, Agriculture Business Management Specialist,
University of New Hampshire Extension

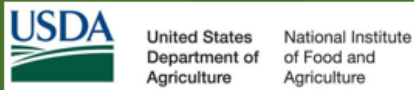
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EMPOWERING WOMEN IN AGRICULTURE

March 17, 2022 12:00 PM Eastern Time (US and Canada)
Pricing for Profit

Register for FREE at:

https://zoom.us/webinar/register/WN_PykC2bt5QxiaX7-z65jzXA

Understanding how to price your products is critical to your farm's bottom line. Contrary to common practice, your pricing strategy should take into consideration multiple factors. This webinar will introduce you to the three big "C's" to consider when determining prices for your products.

Presented by Kenesha Reynolds, Agriculture Business Management Specialist, University of New Hampshire Extension

Annie's Project

Mitigating Risk Across Common Barriers to Profitability Webinar Series

March 24, 2022

12 noon Eastern Time

Taking A Deeper Dive Benchmarking and Financial Analysis

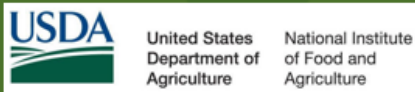
The webinar series focuses on increasing financial literacy for farmers, growers and ranchers
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ANNIE'S PROJECT
EMPOWERING WOMEN IN AGRICULTURE

Mar 24, 2022 12:00 PM Eastern Time (US and Canada)

Taking A Deeper Dive - Benchmarking and Financial Analysis

Register for FREE at:

https://zoom.us/webinar/register/WN_MmNx8J6cTA-vULUjwl1m8A

You have your numbers from your records and financial statements but what do they mean? In this session we will take a "Deeper Dive" into the numbers and discover how you can take data from your farm and turn it into meaningful information for farm business decision making through benchmarking and financial analysis.