



COLUMBIA
LAND CONSERVANCY
PO BOX 299 | 49 MAIN STREET
CHATHAM, NEW YORK 12037
518 392 5252 www.clctrust.org

Resources for Preparation of Farm Business Plans

Cornell Cooperative Extension

Educators at Cornell Cooperative Extension of Columbia County are able to assist entrepreneurs interested in preparing a business plan for agricultural enterprises. The educators offer one on one consultation with individuals interested in business plan development. There is no cost for this to the individual. To get started, contact Steve Hadcock. Steve can assist you in starting the process of developing a business plan.

Contact: Steve Hadcock. 518-828-3346, seh11@cornell.edu

Farm Credit East

General Business Plans: Farm Credit East's consulting group can take you through any kind of business plan need. Their consultants will help you address virtually any ag business challenge, tackle key business problems and answer tough questions on your road to achieving important objectives. First they work with you to analyze your business. Then they will help you set appropriate business goals and outline steps on how to achieve them. Your focus can be on any area of the business, such as overcoming "roadblocks" that may be holding back your bottom line; planning generational or ownership changes; determining if an expansion or new enterprise is attainable and then setting a strategy to pursue it. Our consultants work one on one, with families or other enterprises. This is a fee based service, contact for more information. Discounts available.

Contact: FarmCreditEast.com for your local contact.

Generation NeXt: Generation NeXt is a "management boot camp" for the next generation in a succession plan. The three-session class set in a small group setting that allows participants to build on their network of ag entrepreneurs. Over the three days, sessions cover various topics, including: Leadership, Management Styles, Situational Management, Understanding Your Financials, Source Documents, Cash and Accrual Accounting, 5 Keys to Profitability, Budgeting, Benchmarking, Marketing, Risk Management, Succession Planning, and Capital Investment Planning. The program is run at various branch locations throughout Farm Credit East's territory. \$750 for course and materials, discounts available.

Contact: Bill Martin. 1-800-362-4404, Bill.Martin@FarmCreditEast.com, www.FarmCreditEast.com

FarmNet

NY FarmNet Business Planning assistance can provide cost free resources for producers to assist them in developing a written business plan for their operation. They can assist in identifying resources available to the producer, provide some assistance in market planning and development, and aid in compiling projected financial statements. FarmNet will not write the plan itself, but act as a facilitator to compile resources and options available for each producer to consider as they move forward in the planning process. FarmNet does not have monetary assistance available. Grant resources may be available locally, but the state and federal levels have become much more challenging to secure grants

from. NY FarmNet would be very interested in working with producers as they work towards developing a business plan as a step in goal setting for the operation.

Contact information: 1.800.547.FARM (3276), email rap29@cornell.edu, www.nyfarmnet.org

Hudson Valley Agribusiness Development Corporation (HVADC)

HVADC offers a unique program called the “Incubator Without Walls Program” to bring traditional economic development services to the agribusiness industry. The program offers comprehensive business assistance including: evaluation of needs; access to a collection of experts including accountants, marketing specialists, industry specialists, financiers and others as needed; client networking; coaching and mentoring; and grant writing and referrals. Applications are available at www.hvadc.org/what-we-do/out-incubator-without-walls or by contacting staff directly. Services provided by HVADC typically range from \$2,500 to \$3,000. Applicants are responsible for 25% of the cost, with HVADC covering the remaining.

Contact information: 518.828.4718, www.hvadc.org