



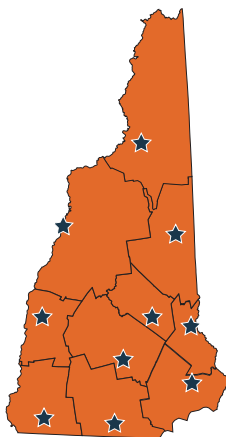
A program of



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Making life **better** in  
New Hampshire



## 2017 Financial Management Workshop:



How to Develop a Balance Sheet and Income Statement So That You Can Measure and Achieve Farm Success



### Dates:

March 8 and 22, 2017

### Level:

Beginner to Advanced

### Questions:

pamela.bruss@unh.edu or 603-938-2909

### Register:

pamela.bruss@unh.edu or 603-938-2909

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**Pre-registration:**

FREE

Bring your own lunch!

**Cost at door:**

FREE

Bring your own lunch!

**Two day workshop in Bradford, NH!**

Bradford Community Center  
134 E Main Street  
Bradford, NH 03221

Date: March 8 and 22, 2017  
Time: 10:00 am to 2:00 pm

To register email: [pamela.bruss@unh.edu](mailto:pamela.bruss@unh.edu) or call Pamela Bruss at 603.938.2909

**Pework - Day One:**

- Review farm record information for 2016
- Review balance sheet and income statement
- Review farm financial statements
- Review tools (excel etc) to prepare farm financial statements

**Day One:**

10:00 am	Introductions and course objectives
10:20 am	Sources of farm financial management data
10:45 am	Farm Balance Sheet
	How valuable is a balance sheet for your farm business?
	What should a farm balance sheet look like and why?
	Preparing, correcting, and improving your balance sheet to help you make effective business decisions
noon	Lunch break (bring your own)
12:30 pm	Farm Income Statement
	How valuable is an income statement for your farm business?
	What should a farm income statement look like and why?
	Preparing, correcting, and improving your income statement to help you make effective business decisions
1:30 pm	Understanding financial risk management and tools to manage those risks
2:00 pm	Adjourn

**Pework - Day Two:**

- Improve farm balance sheets and income statement for 2016
- Work/consult with instructors as needed
- Review financial benchmarks and managing risk
- Identify key questions you would like to address using your financial records

**Day Two:**

10:00 am	Review farm balance sheets and income sheets
10:30 am	Benchmark analysis
	Taking the first steps in assessing the farm's financial situation
	Standard analysis and additional measures
	Measures which make sense for your farm
11:30 am	Answering key questions about family support
	Can my farm support my family?
	Can I take on a child or employee as a parter?
noon	Lunch break (bring your own)
12:30 pm	Answering key questions about family support
	What am I earning for my labor and management responsibilities?
	Do current or can future farm sales justify the hired payroll expense?
1:00 pm	Answering key questions about debt
	Is my level of debt healthy? Should I consolidate loans or take on more debt
1:30 pm	Answering key questions about business size
	Can or should I expend operations or reduce enterprises?
	How do I manage business risks?
2:00 pm	Adjourn