Farm Viability Workshop for Beginning Farmers
Southeast

Presented by: Nathan Boone, Specialty Crop Farmer and Farm Business Consultant

November 7, 2017
Time: 9 am – 2 pm

Bartholomew County Fairgrounds
750 W. 200 S.
Columbus, Indiana
Family Arts Building

Farmer-to-farmer training and business tools to chart a path to profitability

Workshop Topics

- Develop / refine a vision, personal goals & objectives
- Understanding your farm strengths, weaknesses, opportunities & threats (SWOT analysis)
- Financial record-keeping systems (determine the best system for your operation)
- Monthly cash flow projections (understand liquidity)
- Profit & Loss / Income Statements (understand profitability)
- Balance sheets to understand farm assets and liabilities (understand solvency)
- Enterprise budgets (understand cost of production and income for specific crops)
- Enterprise analysis (isolate and analyze one enterprise or idea to assess performance)
- Cost of production and break-even analysis (discover your actual cost of production)
- Loan preparation (prepare your attitude and financial documents to apply for a loan)
- Business plan development
About the workshop presenter

Nathan will be speaking about his farming journey of the past 20 years as a specialty produce grower and farm consultant, sharing stories and offering powerful farm business tools for understanding and guiding your farming path. As an organic grower with experience in commercial vegetable, herb and flower production, Nathan will cover a wide range of issues that are facing Indiana's small farmers, from the personal dimensions of farming life to the business side of understanding where you stand.

“Taking the next step in your operation is an exploration that asks you to bring everything you’ve got to the table.”

Nathan grew up on a multi-generational family farm in Boone County. After graduating from DePauw University with a degree in Geology, Nathan migrated to California and became interested in organic produce, herb and flower production. After managing a number of farms, Nathan launched his own operation, First Light Farm, and within 5 years developed it into a dynamic 20 acre operation including a CSA, farm stand, pumpkin patch, restaurant sales, farmers markets and wholesale distribution to Whole Food Markets in the San Francisco Bay Area.

In 2015, Nathan sold First Light Farm and moved back to Indiana to take over the family farm. Boone Family Farms is 200 acres currently in transition to organic certification. In 2016, Nathan chose to produce green beans on 22 acres of transitional ground for a contract he negotiated with a processor. 2018 will be the first certified organic production. In the meantime, the farm will produce green beans on contract, hay and grain.

For more information and to register, visit the registration website or call 866-515-0023.

Lunch will be served.

This workshop is part of a series by Purdue Extension and the USDA Beginning Farmers and Ranchers Program. We invite anyone who is just starting to farm or interested in learning more about farming to attend.