Dear Producer:

The Tennessee Master Farm Manager is a new educational Extension program that will satisfy TAEP requirements for maximum cost-share for Application A. The course will focus on solid business principals and efficiently utilizing resources on the farm. You are invited to participate in an exciting, in-depth program being offered to local producers and agri-business personnel by UT Extension. The Master Farm Manager Program will be offered from 9:00 a.m.-5:00 p.m., December 9th and 10th, at the West Tennessee Research and Education Center in Jackson. You must attend both days to receive certification.

Sessions that will be taught by UT Specialist along with respected industry professionals are-

- Marketing your Crop/Herd
- Economic Crop Outlook
- Choice of Business Entity: What Business Structure is Best for My Operation
- Understanding and Creating Financial Statements
- The Cost of Borrowing
- Equipment Purchase Decision Process
- Current Agriculture Trade Issues
- Recordkeeping Helps You Manage the Farm
- Tax Planning What the Producer Needs To Know
- Does Your Lease Agreement Protect You?
- Farm and Management Transition Planning

This a multi-county program and will be attended by your fellow producers in neighboring counties. The cost of the class will be $125.00.

The class is planned to meet in-person following all CDC guidelines. Seating capacity will be limited to 35 participants. This will allow for there to be plenty of social distancing. If the class has to be canceled or postponed, refunds will be issued, class will be offered virtually, or other accommodations will be made. Deadline to register is December 3rd, 2021.

For more information or questions, please contact one of the extension agents below.

Thank you,

Lindsay Stephenson
UT Haywood County Extension
100 S. Wilson Ave, P.O. Box 192
Brownsville, TN 38012
(731) 772-2861
LSS@utk.edu

Daniel Wiggins
UT Crockett County Extension
13 South Johnson St.
Alamo, TN 38001
(731)696-2412
Dwiggin2@utk.edu

Jake Mallard
UT Madison County Extension
309 North Parkway
Jackson, TN 38305
(731)668-8543
DMallard@utk.edu

Programs in agriculture and natural resources, 4-H youth development, family and consumer sciences, and resource development. University of Tennessee Institute of Agriculture, U.S. Department of Agriculture and county governments cooperating. UT Extension provides equal opportunities in programs and employment.

Real. Life. Solutions.
Haywood, Madison, & Crockett Counties

Master Farm Manager Registration

Please send registration form and $125.00 fee by Friday, December 3rd, to the address below
*checks should be made to UT Extension

Lindsay Stephenson
UT Haywood County Extension Office
P.O. Box 192, Brownsville, TN 38012
(731) 772-2861, office (731)225-6636, cell
LSS@utk.edu

Name: ___________________________________________

Street Address: __________________________________

Mailing Address: __________________________________

City:_______________________ State:______________________

Zip:_______________________ County: ______________________

Email Address: _________________________________

Telephone #: ________________________________
Thursday, December 9th, 9:00 a.m. –5:00 p.m. ...............................Livestock Marketing and Outlook**
Andrew Griffith, PhD
Associate Professor, UTIA Agriculture and Resource Economics

Current Agricultural Trade Issues
Andrew Muhammad, PhD
UT Professor and Blasingame Chair of Excellence, UTIA Agriculture and Resource Economics

Recordkeeping Helps you Manage the Farm
Tori Marshall
Farm Management Area Specialist, UT Extension

Cost of Borrowing and Equipment Purchase Decisions
Aaron Smith, PhD
Associate Professor, UTIA Agriculture and Resource Economics

Crop Outlook & Marketing**
Aaron Smith, PhD
Associate Professor, UTIA Agriculture and Resource Economics

Friday, December 10th, 9:00 a.m. –5:00 p.m. .........................Understanding & Creating Financial Statements
Tori Marshall
Farm Management Area Specialist, UT Extension

Does my Lease Agreement Protect Me?
Veiling the Farm: A look at entity formations in Tennessee
Michael Mansfield
Attorney

Farm and Management Transition Planning
Kevin Ferguson
Farm Management Area Specialist, UT Extension

** producers are only expected to attend one of the marketing sessions, but may attend both.
If you are not going to attend the livestock session, please come at 10:00.**

For more information please contact one of the county agents below:

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