Dear Producer:

The Tennessee Master Farm Manager is a new educational Extension program satisfying TAEP requirements for maximum cost-share for Application A, B and C. The course focuses on solid business principals and efficiently utilizing resources on the farm. You are invited to participate in this exciting, in-depth program offered to local producers and agri-business personnel by UT Extension.

The Master Farm Manager Program will be offered on January 13th and 14th, at the Tennessee Tractor, LLC in Martin, TN. To receive certification, you must attend both days to receive certification.

Sessions taught by UT Specialist along with respected industry professionals are:

- Outlook and marketing for your crop/herd
- Technology and farming now
- Understanding and creating financial statements
- Recordkeeping on the Farm
- Tax planning and what the producer needs to know
- What are resources available to me and my operation?
- Farm and management transition planning
- Hands on financial analysis case study

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

The class will be conducted in-person and following all CDC guidelines. If the class has to be canceled or postponed, refunds will be issued, a virtual option will be offered, or other accommodations will be made. Deadline to register is January 7th, 2022.

Register on-line at https://tiny.utk.edu/NWMasterFarmManager or send in the below mail-in registration. All checks must be mailed to the below address. For more information or questions regarding the program or certification, please contact one of the extension agents or specialists below.

Thank you,

Will Gregory
UT/TSU Weakley County Extension
135 S. Poplar St., Suite B
Dresden, TN 38225
(731) 364-3164
Wiltgreg@utk.edu

Tori Marshall
Farm Management Area Specialist
1252 S. Manufacturers Row
Trenton, TN 38382
(615) 374-1283
tmarsh21@utk.edu

Bob Shumake
UT/TSU Obion County Extension
302 South 3rd Street
Union City, TN 38261
(731) 885-3742
rshumak2@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.

Dyer, Gibson, Lake, Obion & Weakley Counties
Master Farm Manager
January 13th & 14th
Tennessee Tractor LLC, 8258 Hwy 45 South, Martin, TN 38237
Cost: $125.00

Scan for Online Registration
Master Farm Manager Registration
Please send registration form and $125.00 fee by Friday, January 7th to the address below
*checks should be made to UT Extension

Corey Lawrence
UT/TSU Gibson County Extension Office
1252 Manufacturers Row, Trenton, TN 38382
(731) 855-7656, office
corlawr@utk.edu

Name: ____________________________________________
Street Address: ____________________________________________
Mailing Address: ____________________________________________
City:______________________ State:__________________________
Zip:______________________ County: ______________________
Email Address: ____________________________________________
Telephone #: ____________________________________________
Thursday, January 13th, 9:00 a.m. – 5:00 p.m. ...........................................Livestock Marketing and Outlook*
Andrew Griffith, PhD
Associate Professor, Department of Agricultural and Resource Economics
Understanding and Creating Financial Statements
Danny Morris
Lecturer, Agricultural Economics, UT Martin
Farm and Management Transition Planning
Kevin Ferguson
Farm Management Area Specialist, UT Extension
What are the resources available to me and my farm?
Speakers TBD

Crop Marketing and Outlook*
Aaron Smith, PhD
Associate Professor, Department of Agricultural and Resource Economics

Friday, January 14th, 9:00 a.m. – 12:00 p.m. ...........................................Technology and Farming Now
Tori Marshall
Farm Management Area Specialist, UT Extension
Taxes and Recording Keeping on the Farm
Alan Galloway
Farm Management Area Specialist, UT Extension
Financial Analysis Case Study
Tori Marshall
Farm Management Area Specialist, UT Extension

**Producers must only attend one marketing session to receive certification, but may attend both. If you do not wish to attend the livestock session, please arrive at 10:00 am.**

For more information please contact one of the county agents or specialists below.

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