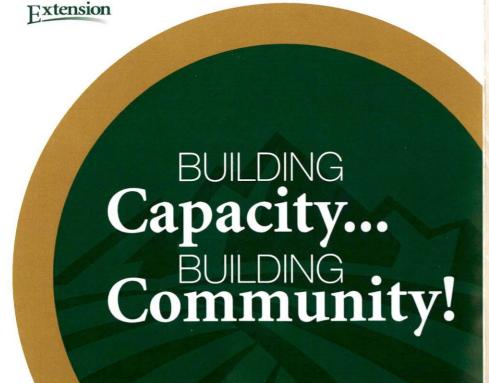




Colorado State University



Colorado Building Farmers

The Colorado Building Farmers program is a comprehensive program, coordinated through Colorado State University Extension, that teaches beginning farmers and ranchers how to start and maintain a new farm or ranch operation or expand and improve an existing one. Participants learn critical business planning and management skills, while gaining access to producer networks for agricultural inputs, financing, technical support, marketing insights, as well as land, water resources, and food safety issues. CBF is an important incubator for Colorado's local and regional food production and marketing systems. We offer the program in Boulder, Chaffee, Delta, Denver, La Plata, Larimer, Pueblo,

and San Miguel counties.

A Curriculum that Builds Success

The Colorado Building Farmers program combines classroom learning, networking opportunities, coaching, mentoring, internships, and technical assistance. It's a hands-on learning experience that will prepare you for success. There are three levels to our curriculum:

1. Principles of Business Planning and Management (Beginning farmers and ranchers with 0-2 years of experience)

This is a series of eight evening classes designed to help new farmers and ranchers explore farming and ranching as a business and provide intermediate and more experienced farmers and ranchers with tools and ideas to refine and enhance their business management, production and marketing skills.

Class sessions begin with a shared meal and peer-to-peer networking, followed by a presentation from one or more guest speakers, area experts including farmers, ranchers, agricultural professionals, and business professionals. Importantly, we will cover specialty subjects that reflect the business and enterprise interests of area participants. The three core subject areas we will cover in depth are:

- · Strategic Business Planning
- Marketing Planning
- · Financial Planning and Record Keeping

Participants will develop and present a business plan. Graduates receive a certificate of completion.

"Creating a business plan helped me learn what size and type of operation I could realistically run."

In addition to the classroom sessions, for graduates of the "Principles" course we offer internship opportunities to work on another farm or ranch and also, the ability to participate in a coaching group – which provides one-on-one training in a specific area.



The number of small farms
and ranches is growing
throughout Colorado
with many producers
selling their products
directly to consumers,

Many of these producers have limited agricultural business experience or may have training in general business topics only.

retail, and wholesale

customers.



Colorado State University Extension

9595 Nelson Rd., Box B Longmont, CO 80501

2. Advanced Classes

(Advanced beginner farmers and ranchers with 2+ years of experience)

(Proficient farmers and ranchers with 3 or more years of experience)

Participants who have completed Level 1, "Principles of Business Planning and Management" may enroll in advanced classes that will accelerate your planning and management skills. And, if you have your own farm or ranch we also offer mentorships that will pair you with experienced farmers and ranchers for one season.

Some examples of the topics we will cover:

- · Legal considerations for farm risk management
- Managing ag labor in complex enterprises

ual numbers and hearing real methods and stories was great. und all the other folks (just being at the farm I'm at) I would have ion of farming. Exposure and encouragement was key."

3. Developing Yourself as a Business Leader

As a capstone for motivated "Principles" graduates, we offer this advanced class for our most experienced program participants.

Success of today's farm and ranch businesses relies as much on managing "soft" assets – people and relationships – as hard assets. Effective adaptive leaders find the right combination of directing and mentoring to enable employees and stakeholders to reach order business goals. This class provides a foundational approach to adaptive leadership emphasizing personality-based communication and conflict management

We also offer mentorships, technical assistance and mini grants to class participants who own their own farm or ranch.

skills. Participants leave the course with a set of tools to apply to their own leadership dilemmas.

"The Building Farmers course was just what I needed to help me go from being a serious 'hobby' gardener to actually starting a business. The information presented and contacts I made have been invaluable."

Practical, Life-Long Benefits

Colorado Building Farmers is truly a "farmers teaching farmers, ranchers teaching ranchers" experi

- There are numerous benefits of the Colorado Building Farmers program including:
 - ${\boldsymbol{\cdot}}$ A low risk opportunity to see if agriculture is right for you
 - The ability to learn the ins-and-outs of farming and ranching before investing in your operations
 A deeper knowledge of what's needed to run a successful farming and ranching operation: business
 - planning and management, inputs, processing and handling, marketing outlets and much more...

 Real-world learning from farmers, ranchers, experts and specialists
 - Hands-on learning on a working farm or ranch. Coaching from experts.
 - Follow-up mentoring and technical assistance when needed
 - · Potential mini grants to assist you develop and market your products
 - · Valuable networking opportunities, contacts, and friendships

"Colorado Building Farmers is an excellent program that has given me the tools needed to have my own farm and run my own busines

Learn More About Us:

www.buildingfarmers.colostate.edu www.facebook.com/ColoBuildingFarmers

For more information about Colorado Building Farmers, please contact:

Adrian Card

Extension Agent

Colorado State University Extension, Boulder County adrian.card@colostate.edu 303-678-6383

from the Beginning Farmer and Rancher Development Program.

CSU Extension programs are available to all without discrimination.





Department of Agriculture National Institute of Food and Agriculture

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