



Cornell University
Cooperative Extension
Ontario County

Small Farm CFO: How to Be a Good Chief Financial Officer

Five discussion sessions to bring financial control and direction to your family farm

Fourth Tuesdays, January - May 2010 in Canandaigua, NY

Beyond your crops or your animals, there will always be your farm books and accounts. If you are acting as the Chief Financial Officer at your farm, you are responsible for the financial health of your farm and ensuring that you methodically reduce financial risks.



Small Farm CFO brings the mindset of an effective Chief Financial Officer to your farm. It is all about getting on the path to solid financial control of your farm:

- Paying better attention to farm finances
- Controlling money through deliberate actions, good attitudes, and healthy habits
- Developing effective records and bookkeeping systems
- Avoiding financial complexities that you don't understand
- Debt reduction and elimination from farm and family life
- Long-term equity development, planning, and wealth building

These sessions are part discussion, part presentation, and a lot of motivation. We will share our knowledge, our confusion, and our ideas openly in order to help ourselves and others learn.

Each session will take place on the fourth Tuesdays of the month, from January through May 2010 at 7:00 PM. You are strongly encouraged to attend all sessions to get the most out of it. These sessions are directed to small farm owners - family farms with only one or two owner-operators, part-time or full-time, growing all kinds of farm products.

Class fee: \$25 for all five sessions.

Small Farm CFO participation will be limited to create a close-knit learning environment.

Location: Cornell Cooperative Extension of Ontario County, 480 North Main Street, Canandaigua, NY

January 26, 2010 - Small Farm CFO skills and attitudes, measuring the financial health of your small farm, prioritizing topics.

February 23, 2010 - Paying attention by keeping track - records, and your small farm budget.

March 23, 2010 - Reckoning the financial position and direction of your small farm; debt load and repayment; figuring out whether or not there is a farm income crisis.

April 27, 2010 - Tracking cash flow, maintaining cash reserves, and sources of cash to bridge shortfalls.

May 25, 2010 - Review and reinforce production season financial habits and attitudes.

--- **Approved for Farm Service Agency borrower training credits** ---

**Register by calling Cornell Cooperative Extension of Ontario County
at 585-394-3977 x 427 or email nea8@cornell.edu**