**Resource list**

**Farm Management & Farm Finances**

**Kay, Ronald, William Edwards, Patricia Duffy. 2015. Farm Management 8th Edition. ISBN-13: 978-0073400945 or ISBN-10: 0073400947**

If you can find a copy of this standard farm management textbook, it is an excellent and comprehensive resource. Earlier editions would be cheaper and excellent resource. This college book has been used for farm management courses for years.

**Padgham, Jody, Paul Dietmann, Craig Chase and Chris Blanchard. 2012. Fearless Farm Finances: Farm Financial Management Demystified. The 2nd edition was published in 2015. https://mosesorganic.org/fearless-farm-finances/**

This is an excellent beginner’s resource guide produced by the Midwest Organic & Sustainable Education Service and funded by the USDA Beginning Farmer and Rancher Development Program. The 2nd Edition contains new detailed information and worksheet templates for those using paper-based systems, a new chapter on farm transition, an updated chapter on farm business structures, new from-the-farmer profiles and updated resources.

**Wiswall, Richard. 2009. The Organic Farmer's Business Handbook: A Complete Guide to Managing Finances, Crops, and Staff - and Making a Profit. http://richardwiswall.com/the-organic-farmer-s-business-handbook/**

In this comprehensive business kit, Wiswall covers step-by-step procedures to make your crop production more efficient; advice on managing employees, farm operations, and office systems; novel marketing strategies; and what to do with your profits: business spending, investing, and planning for retirement. A companion CD offers valuable business tools, including easy-to-use spreadsheets for projecting cash flow, a payroll calculator, comprehensive crop budgets for forty different crops, and tax planners.

Business Management Topics - Financial Management\*

[Balance Sheet Template](http://www.mainesbdc.org/wp-content/uploads/2015/08/sample-balance-sheet.xls) — An Excel spreadsheet from the Maine Small Business Development Center. http://www.mainesbdc.org/wp-content/uploads/2015/08/sample-balance-sheet.xls

[Cash Flow Template](http://www.mainesbdc.org/wp-content/uploads/2015/08/sample-cash-flow-2015.xlsx) — An Excel spreadsheet from the Maine Small Business Development Center.  
http://www.mainesbdc.org/wp-content/uploads/2015/08/sample-cash-flow-2015.xlsx

[Developing an Income Statement](http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-1789/AGEC-753web2010.pdf) — A fact sheet from Oklahoma State University Extension.  
http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-1789/AGEC-753web2010.pdf

[Long-Term Loan Repayment Methods](http://www.ext.colostate.edu/pubs/farmmgt/03757.html) — A four-page fact sheet on long-term loan repayment from Colorado State University Cooperative Extension.   
http://www.ext.colostate.edu/pubs/farmmgt/03757.html

[Managing a New Business: A Beginner’s Guide to Financial Concepts and Tools](http://ir.library.oregonstate.edu/xmlui/handle/1957/14122) — A 16-page fact sheet on successful small business management from Oregon State University.  
http://ir.library.oregonstate.edu/xmlui/handle/1957/14122

[Preparing Financial Statements](https://www.sba.gov/starting-business/business-financials/preparing-financial-statements) — A fact sheet from the U.S. Small Business Administration.  
https://www.sba.gov/starting-business/business-financials/preparing-financial-statements

[Profit and Loss Template](http://www.mainesbdc.org/wp-content/uploads/2015/08/sample-pl-statement.xls) — An Excel spreadsheet from the Maine Small Business Development Center. http://www.mainesbdc.org/wp-content/uploads/2015/08/sample-pl-statement.xls

[Setting Up Your Own Business: Financing Your Business](http://extensionpublications.unl.edu/assets/html/g2007/build/g2007.htm) — A three-page fact sheet on financing your business from the University of Nebraska – Lincoln Extension.   
http://extensionpublications.unl.edu/assets/html/g2007/build/g2007.htm

[Setting Up Your Own Business: Monitoring the Health and Growth of Your Business](http://extensionpublications.unl.edu/assets/html/g2009/build/g2009.htm) — A six-page fact sheet on using financial statements to measure the health and growth of your business from the University of Nebraska – Lincoln Extension.  
http://extensionpublications.unl.edu/assets/html/g2009/build/g2009.htm

 \*Source: University of Maine Cooperative Extension: Small Business Education. You may prefer to go to their website and click on all these links directly! https://extension.umaine.edu/business/online-small-business-library/small-business-management-topics/financial-management/

## Business Management Topics - Record Keeping\*

[Financial Statements](https://extension.umaine.edu/publications/3003e/) — A fact sheet describing the balance sheet, income statement, and the cash flow statement from UMaine Extension.

[Home-Based Business – Keeping Records](http://extension.missouri.edu/publications/DisplayPub.aspx?P=MP630) — A four-page fact sheet on record keeping for home-based businesses from the University of Missouri.

[Ratio Analysis](https://extension.umaine.edu/publications/3002e/) — A fact sheet on using ratios to analyze your business performance from UMaine Extension.

[Recordkeeping](https://www.irs.gov/businesses/small-businesses-self-employed/recordkeeping) — A fact sheet from the U.S. Internal Revenue Service.

[Record Keeping for a Small Business](https://www.sba.gov/sites/default/files/files/RECORD_KEEPING.pptx) — A Powerpoint Presentation on basic recordkeeping from the U.S. Small Business Administration.

[Record Keeping for Profit](https://extension.umaine.edu/publications/3010e/) — A six-page fact sheet on record keeping for your home-based business from UMaine Extension.

[Records](https://extension.umaine.edu/publications/3004e/) — A fact sheet on tips for successful record keeping from UMaine Extension.

[Setting Up Your Own Business: Records and Bookkeeping](http://extensionpubs.unl.edu/publication/9000016367310/setting-up-your-own-business/) — A six-page fact sheet on records and bookkeeping for your small business from the University of Nebraska-Lincoln Extension.

[The Projected Cash Flow Statement](https://www.extension.purdue.edu/extmedia/ec/ec-616.html) — A fifteen-page fact sheet on developing a projected cash flow statement from Purdue University Cooperative Extension.

 \*Source: University of Maine Cooperative Extension: Small Business Education   
https://extension.umaine.edu/business/online-small-business-library/small-business-management-topics/record-keeping/

## Useful online resources:

[Penn State Extension’s Financial and Economic Terms](http://extension.psu.edu/business/farm/management/financial-management/topics/financial-and-economic-terms)  
http://extension.psu.edu/business/farm/management/financial-management/topics/financial-and-economic-terms

[Penn State Extension’s Calculating the “Sweet 16” Farm Financial Measures](http://extension.psu.edu/business/farm/management/financial-management/topics/calculating-the-sweet-16-farm-financial-measures)  
http://extension.psu.edu/business/farm/management/financial-management/topics/calculating-the-sweet-16-farm-financial-measures

Cornell University Northeast Beginning Farmers Project:  
<http://www.nebeginningfarmers.org/>

USDA’s New Farmers site  
<https://newfarmers.usda.gov/>

The Carrot Project  
<http://www.thecarrotproject.org/farmer_resources/business_and_financial_planning>  
*This project works to support sustainable local farms and includes some excellent financial resources available for free.* *I recommend Basic Accounting for Farmers and Getting Started with QuickBooks.*

Julia Shanks Food Consulting  
http://www.juliashanks.com/tools-for-entrepreneurs/  
*This site has free webinars and other tools for farmers and food business professionals.*

Community Involved in Sustainable Agriculture (CISA) Financial Management 101: Financial Statements:  
<http://www.buylocalfood.org/financial-management-101-financial-statements/>

New Entry Sustainable Farming Project from Tufts University  
<http://nesfp.nutrition.tufts.edu/farmer-training/farm-business-planning/farm-financial-management-and-financing-resources>

*This website also includes an excellent set of resource guides and case studies on financial management.*