

Howard County Economic Development Authority
6751 Columbia Gateway Drive, Suite 500
Columbia, Maryland 21046

NxLevel Agricultural Entrepreneurial Training Program

"Tilling the Soil of Opportunity...."

Sponsored by:

Carroll Community College
Howard County Economic Development Authority
Maryland Cooperative Extension
USDA Risk Management Program

Course Information

- * Targeted training to better prepare new or existing agricultural entrepreneurs for their business venture.
- * Comprehensive textbook, workbook, and resource guide.
- * Opportunity to learn from certified NxLevel instructors.
- * Guest speakers who currently operate successful businesses.
- * One-on-one business counseling and support.
- * Practical, hands-on, common-sense approach for developing a business plan.
- * Combining education, counseling, and networking to reach the next level of success.

nxlevel.org

"Helping entrepreneurs reach the next level of success..."

NxLevelL Agricultural Entrepreneur Training Program

"Tilling the Soil of Opportunity.....!"

What is This Course?

This 4-week course is for the agricultural entrepreneur who is thinking about starting an agricultural based venture, needing to expand a current business, or considering an opportunity to diversify. The course is designed to enhance entrepreneurial skills and assist in the development of a comprehensive business plan. The NxLevel Agricultural Entrepreneurial Training Program was developed by the Western Entrepreneurial Network at the University of Colorado at Denver and the University of Nebraska's EDGE Training program under a grant from the U.S. Dept. of Agriculture's Sustainable Agriculture Research and Education Program.

Who Will Take This Course?

Those individuals who are searching for innovative ideas and enhanced marketing opportunities in the area of agriculture. Attendees will gain business planning knowledge, learn about important contacts that include other agricultural professionals, and essential business resources. There will be plenty of networking opportunities and one-on-one consultation time.

Program Schedule

All Classes are 2:30 PM - 8:30 PM
Dinner is included in the registration fee.

Monday, January 24- Topics

Taking Stock of Your Resources
Basic Equipment Required: Planning & Research
The Legal Terrain

Monday, January 31- Topics

Manage from the Ground Up
Plant it, Grow it, Market it
Reap the Benefits

Monday, February 7- Topics

Get Your Budgets in Line
Analyze These:
Cash Flow & Financial Statements

Monday, February 14- Topics

Cultivate Your Money Resources
Harvest Your Future

Monday, February 21 (Snow Date)

Who are the Instructors?

Dale Johnson, Farm Management Specialist, Maryland Cooperative Extension; Ginger Myers, Agricultural Marketing Specialist, Howard County Economic Development Authority; Bryan Butler, Caragh Fitzgerald & David Martin, Maryland Cooperative Extension Educators; plus educators and professionals from the community will be teaching this exciting course.

Registration Form

NxLevelL Agricultural Entrepreneur Training Program

"Tilling the Soil of Opportunity....."

January 24 - February 14, 2005

All classes meet at the Carroll Community College, Westminster, Maryland

2:30 PM- 8:30 PM - Dinner will be provided.

Complete this form, detach, and mail with payment by January 10, 2005. Make checks payable to HCEDA—Nx Level-Ag. The cost for the 4-week, 24 hour course is \$175 per person or \$300 for two from the same business enterprise. For additional information, contact Ginger Myers at 410-313-6500 or gmyers@hceda.org.

Seating is limited!

Mail registration form and payment to:

Howard County Economic Development Authority
6751 Columbia Gateway Drive, Suite 500
Columbia, Maryland 21046

Class Registration:

Name- _____
Second applicant from same enterprise- _____

Address- _____

Phone- _____

Email- _____

Amount enclosed- _____