



# **Strategic Planning for Farm Operations**

**Facilitated by Dr. David Kohl**

**Pre-Conference Dinner Session  
Sponsored by The Gil Parker Chair of Excellence  
5:30 p.m. Tuesday, August 6, 2013  
The University of Tennessee at Martin  
University Center**

**A Service of the Mid-South  
Agricultural Finance Conference  
[www.utm.edu/agconference](http://www.utm.edu/agconference)**

**5:30 p.m. Registration  
(UTM Boling University Center Room 206)**

**5:45 p.m. Welcome and Dinner**

**6:30 p.m. Strategic Planning for  
Farm Operations**

This informal nuts-and-bolts session with Dr. David Kohl will provide producers with important tools and benchmarks needed for the growth and transition of their farm operations. Specifically designed for farm operators who are seeking to expand, downsize, or transition to new management, this session will provide important financial benchmarks and the ten characteristics of successful operations. This interactive program will allow participants to work through a scorecard worksheet and case study to more closely analyze their business, sustain profits, and make improvements along the way. Space is limited so please register early by mail using the enclosed form. Please be sure to indicate all conference attendees who plan to attend the pre-session on the registration form.

**8:00 p.m. Session Concludes**

