

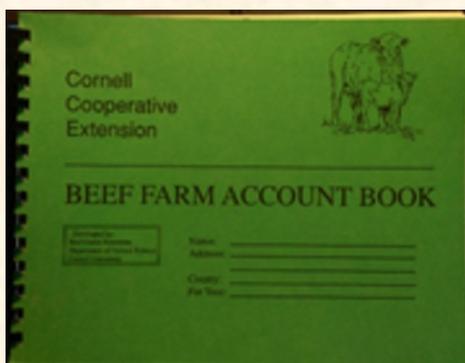
# Farm Business Evaluation & Branching into New Business Opportunities

**This two-part course will cover how to evaluate the profitability of your operation, effective bookkeeping for farms and how to evaluate the risk and profit potential of new or expanded enterprises to your farm.**



Joan S. Petzen (Farm Business Management Specialist for the Cornell Cooperative Extension Northwest NY Dairy, Livestock, and Field Crops Team) will guide participants through the following topics:

- How to read and utilize farm financial statements.
- How to use your knowledge to evaluate expanding your current operation.
- Diversifying into other farming opportunities.



For more information or to register, please call 315-536-5123 or visit us online at [https://reg.cce.cornell.edu/farmbusiness\\_257](https://reg.cce.cornell.edu/farmbusiness_257)

**Date:** November 9th and 16th

**Time:** 11:00 am– 2:30 pm

**Location:** Yates County Building,  
Conference Room 1037, 417 Liberty  
Street, Penn Yan NY

**Cost:** \$10 per person (includes lunch  
for both days)

Pre-registration by November 7th is **REQUIRED**, as space is limited!

**Cornell Cooperative Extension**

Northwest NY Dairy, Livestock and Field Crops Program

**Cornell Cooperative Extension** | **Yates County**

*Cornell Cooperative Extension is an equal opportunity, affirmative action educator and employer*