



**Opportunity for current and prospective elderberry growers in MN and MO!**  
*FREE enrollment in Farm Business Management programs in 2022 and 2023!*

With support of a USDA Specialty Crop Research Initiative (SCRI), **the University of Minnesota Forever Green Initiative and the University of Missouri are offering elderberry growers in Minnesota and Missouri FREE enrollment in one of several local Farm Business Management (FBM) programs.**

**What does participation in a Farm Business Management Program (FBM) look like?**

You would work with FBM educators 1-on-1 at your operation or through virtual sessions to develop an accurate and complete financial understanding of *your entire farm enterprise*. You would see FBM educators 5-7 times throughout the year to develop a full financial picture of your operation.

**What are the benefits to participating in an FBM program?**

- Training to improve your record keeping and understand the financial and profitability analysis
- Confidential benchmarking reports comparing your farm to other member farms.
- Annually updated balance sheets, income statements, enterprise profitability statements
- Long-term planning for expansion, purchases, adding/removing enterprises, succession planning
- Access to FBM educational events, newsletters, educators, fellow participants

**Is there a cost?**

With support from USDA, University partners will cover the full cost of this program for participating elderberry producers, which typically costs \$1000-2,000 per farm depending on the local FBM program and farm size.

**Why are UMN and U of MO offering this opportunity?**

Enrolling elderberry producers in several areas will help this USDA SCRI project develop a better understanding of elderberry production costs, revenue, and profitability across different regions and in different operations, as rigorous publicly-available data in this area is limited. FBM participant data will be made anonymous and used to produce publicly-available tools to support elderberry growers and support the overall success of elderberry in the Midwestern US.

**How do I learn more?**

Contact staff at the UMN Forever Green Initiative for more information:

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