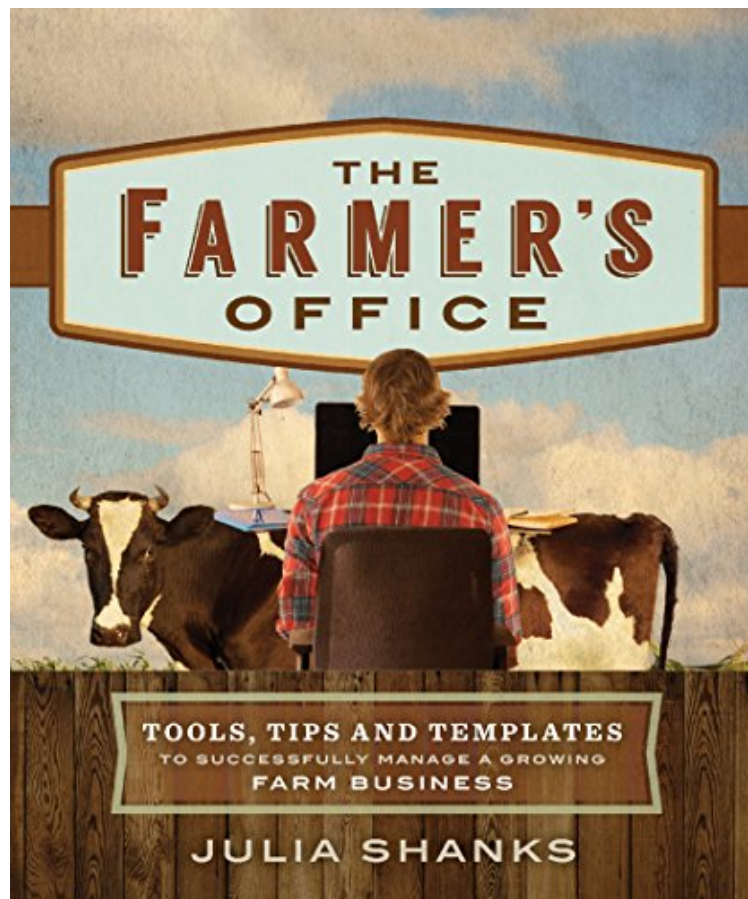


(Free and download) The Farmer's Office: Tools, Tips and Templates to Successfully Manage a Growing Farm Business

## The Farmer's Office: Tools, Tips and Templates to Successfully Manage a Growing Farm Business

*Julia Shanks*

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**Julia Shanks : The Farmer's Office: Tools, Tips and Templates to Successfully Manage a Growing Farm Business** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Farmer's Office: Tools, Tips and Templates to Successfully Manage a Growing Farm Business:

5 of 5 people found the following review helpful. A MUST HAVE resource for farmers and market gardeners!By Marilyn IsonThis is a MUST HAVE book for anyone beginning or already established in the Market Gardening or Farming industry. No one likes the "book work" that has to be done to run a successful business, but Julia Shanks explains and shows you the best way to streamline this part of your business so it isn't so daunting. I wish I had had this book when I was doing market farming. It would have been a great help for me. Keep in mind that if you purchase this book for your business the price is tax deductible for your Educational Materials. Do yourself a favor and invest in this book. You won't regret doing so.Marilyn Batzel IsonThe Farm-to-Table Lady6 of 7 people found the following review helpful. Finally! A revolutionary book to make farms financially sustainable!By James A. LopataWith her

book *The Farmer's Office*, Julia Shanks is transforming the American food system. It's all well and good to understand the problems with the mass corporate takeover of edibles. And it's important to know that local and sustainable sources for nourishment are the way to creating a better ecosystem for our bodies and our planet. It's terrific to have knowledge of the nuts and bolts of how to feed, fertilize, and grow such farms. But none of that matters if these entities can't pay the bills; if they go bankrupt and die. Enter Julia Shanks. Sustainability must also mean financially sustainable. Shanks gets into the down and dirty of spread sheets and numbers and figures that are critical to small and local farmers' success. And she does it in a readable, enjoyable way that is sure to win over even the most number-reluctant of earthy-crunchy do-gooders, who might prefer that capitalism disappear. The early part of the book gives solid, specific tips and techniques for using Quickbooks and other tools to get a farmer's books in order. But it's the second part of *The Farmer's Office* where Shanks really gives the golden eggs. Once the farmer's foundation is in order, Shanks demonstrates how good orderly accounting can help shape better decision-making and real farm and food leadership. In her chapters "Digging into the Numbers and Beyond" and "Growing Your Business," Shanks is able to take farm owners to the place they've been longing for: freedom to grow and enjoy the fruits of the freedom provided by a truly sustainable farm, including financial sustainability. This is the final piece of the food revolution we've all been waiting for — farmers and consumers alike. Thank you Julia!

1 of 1 people found the following review helpful. Buy this if you're wanting to have a farm

By T. Welborn  
One of the best books I've ever bought. Helped me a lot figure out what I needed to do to set up my farm.

Starting and running a farm makes one into both a farmer and an entrepreneur, and to be ecologically and financially sustainable, farmers must understand basic accounting and bookkeeping in order to manage their growing business. *The Farmer's Office* gives farmers the tools they need to think like an entrepreneur and thoughtfully manage their business for success.

I keep telling people, starting your own small farm is not easy; to make it work, you need -- perhaps more than anything else -- to learn strong business skills. This is the key element that *The Farmer's Office* brings to the table; in it Julia Shanks shares solid advice about how to make your farm work financially. A definite must-read for any serious small-scale grower.

--Jean-Martin Fortier, farmer and author, *The Market Gardener*  
Managing books and accounts is one of the weakest links I see with farmers today, and *The Farmer's Office* comes at a perfect time to help. There's so much talk about production and even marketing, but not enough on how to stay organized and manage the books. *The Farmer's Office* will be a great asset to farmers of all shapes and sizes.

--Curtis Stone, farmer and author, *The Urban Farmer*  
*The Farmer's Office* hits the mark in addressing the business needs of farmers everywhere. Julia Shanks shares her business experience and real world financial training in a meaningful and farmer friendly format. While a farmer's footprints may be the best manure, *The Farmer's Office* is a key asset to the farm's bottom line.

--Richard Wiswall, farmer and author, *The Organic Farmer's Business Handbook*  
This is the real story of starting and managing a farm, albeit the unsexy one that can lead to long term thrive-ability. Julia Shanks demystifies managing the business of farming one chapter at a time. This book is just what so many of today's new farmers need to face the challenges of agriculture and thrive!

--Sara Dent, co-founder coordinator, Young Agrarians  
I don't know anyone who got into farming because they liked business; but anyone who wants to keep farming needs basic business skills, including record keeping. [This book] will help everyone from beginners to experienced growers who need to understand the business of farming. A must-have for anyone running, or thinking of running a farm business.

--Andrew Mefferd, Editor, *Growing for Market*  
Julia Shanks works with food and agricultural entrepreneurs to achieve financial and operational sustainability. She has worked with a range of beginning and established farmers, providing technical assistance and business coaching that has allowed them to launch, stabilize and grow their ventures. A frequent lecturer on sustainable food systems and accounting, she sits on the advisory board of Future Chefs and is the regional leader of Slow Money Boston. In her tiny, urban garden in Cambridge, MA, Julia harvests vegetables seven months out of the year. Together with Brett Grohsgal, she is also coauthor of *The Farmers Market Cookbook*.