

**Risk Management and Financial Analysis Workshop for Nursery Growers:
A USDA-RMA Risk Management and Crop Insurance Education
Commodity Partnership Program**

Program Agenda

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| 8:00–8:30AM | Registration |
| 8:30-9:00AM | Open discussion on risks facing nursery firms; risk management skills assessment; financial strengths quiz |
| 9:00-10:15AM | General risk management principles and concepts (Dr. J. Haydu) <ul style="list-style-type: none">▪ Types of risks facing nursery & greenhouse firms▪ Methods for evaluating risk▪ Strategies for reducing risk’s harmful effects |
| 10:15-10:30AM | Break |
| 10:30-11:15AM | Business and financial management tools (Dr. A. Hodges) <ul style="list-style-type: none">▪ Financial risks facing firms (internal and external)▪ Financial management and financial benchmark analysis▪ Financial strategies for improving business performance |
| 11:15AM-12:15PM | Crop insurance (Dr. L. Crane) <ul style="list-style-type: none">▪ Current crop insurance programs for specialty crops▪ New insurance programs coming online for nursery crops▪ Benefits of risk management and determination of losses▪ Requirements for program participation. |
| 12:15-1:00PM | Lunch |
| 1:00-4:00PM
(Includes break) | Computer-based tools for horticulture business analysis (Dr.’s Hodges, Haydu) <ul style="list-style-type: none">▪ Overview of the internet-based system for financial analysis▪ Hands-on computer exercises using the on-line system▪ Data entry, data analysis, generating reports, interpreting results▪ Follow-up use of the computer-based system |
| 4:00-4:30PM | Risk management workshop wrap-up discussion |
| 4:30-4:45PM | Workshop evaluation and adjournment |