

Ag Business Boot Camp

Summer 2026

Syllabus information may be subject to change. The most up-to-date syllabus is located within the course in Google Classroom. Significant changes will be communicated to the class.

Course and Instructor Information

Course Title: Ag Business Boot Camp

Class / Discussion Format: **Lectures:** in-person lectures Monday 9am-11am, virtual lectures Monday 9am-11am

Tours: two classes will be dedicated to a tour.

Instructor: Taylor La Ravia

Email: taylor@localfirstaz.com

Ask Questions: Please email your questions to the instructor. We will respond to questions and email within 24 hrs, M-F

Office Hours: By appointment.

Required Course Materials

The software/technical requirements for this course include:

- Access to a laptop and Wifi
- Closed toed shoes + sun protection for tours
- Signed [photo release form](#)

Course Philosophy and Description

The overarching goal of this course is to help you, the business owner, understand the basic components of owning and operating your agricultural business so you can be successful and contribute to the local economy.

Course Description: The Arizona Ag Business Boot Camp is designed to help small and beginning farmers in Arizona build the skills, confidence, and tools to succeed in the business of farming. This 8-week hybrid program occurs twice a year: rotating between Southern, Northern, and Central Arizona. Participants will leave the class with a completed business plan and basic financial literacy.

Course Learning Objectives

At the completion of the course, students will be able to:

LO1. Identify and compare common business structures (e.g., Sole Proprietorship, LLC, Corporation), understand their basic tax implications, and outline essential compliance steps for farm or agricultural businesses, including obtaining an EIN and TPT license.

Ag Business Boot Camp Summer 2026

LO2. Conduct a SWOT analysis, draft a one-page business plan, and begin populating a business plan template tailored to their farm or agricultural venture, setting the foundation for a complete business plan by the course's conclusion.

LO3. Evaluate strategies for scaling production while maintaining product quality, identify key components of effective supply chain logistics and distribution, and develop a basic risk management and business continuity plan tailored to their agricultural or farm business.

LO4. Identify key principles of food safety relevant to agricultural operations and evaluate various certification pathways—including Organic, Certified Naturally Grown, and other sustainable labels—to determine which align best with their business goals and values.

Course Requirements

Description of Assignment:

Business Plan & Presentation: There is one assignment for this course - the business plan and presentation. You will be introduced to the business plan in week one. Throughout the rest of the course, you will be expected to work on your business plan to present to your peers during the final class.

Attendance:

By registering for this course, you responded “yes” to the following: *Are you and/or another representative available to attend all sessions of the program?* We expect you to attend all sessions, both online and in-person. We understand that emergencies come up, so if you cannot make a session, please let the instructor know as soon as possible.

Evaluation of the Course

Participants will be provided an opportunity to evaluate this course using the HubSpot Form survey that will be distributed at the end of the course.

Course Outline and Schedule

- Week 1 (In-person) - July 13
 - Welcome & Orientation
 - Ag Business Fundamentals Pt 1
 - Location: The Garden Kitchen
 - Address: **2205 S 4th Ave, Tucson, AZ 85713**

- Week 2 (Online) - July 20
 - Ag Business Fundamentals Pt 2
 - Zoom

- Week 3 (Online) - July 27
 - Marketing & Certifications
 - Zoom

Ag Business Boot Camp Summer 2026

- Week 4 (In-person) - August 3
 - Tour: Value-added Products & Market Channels
 - Pivot Produce
 - Address: **3255 E 36th St, Tucson, AZ 85713**

- Week 5 (Online) - August 10
 - Ag Lending, Risk Management, and Lender Readiness
 - Zoom

- Week 6 (In-person) - August 17
 - Tour: Agritourism
 - Rhumb Line Vineyard & Lavender Farm
 - Address: **6210 S Rhumb Line Wy, Willcox, AZ 85643**

- Week 7 (Online) - August 24
 - Food Safety & Cottage Food Law
 - Zoom

- Week 8 (In-person) - August 31
 - Breakfast
 - Business Plan Presentations
 - Graduation
 - Location: The Garden Kitchen
 - Address: **2205 S 4th Ave, Tucson, AZ 85713**