

Farm Business and Production Management

Program Number: 30-090-1

Less-Than-One-Year Diploma

Agriculture & Natural Resources Program Cluster

Center for Agriscience and Technologies

Program offered at Portage, Reedsburg and Western Dane campuses

For information call: (608) 246-6800 or
(800) 322-6282 Ext. 6800

About the Program

The objective of the Farm Business and Production Management Program is to meet the needs of persons who are becoming established in the business of farming. Instruction is planned over a six-year period, but individual enrollment is on an annual basis. Courses include group instruction and workshops at centers throughout the districts. On-farm instruction is pre-scheduled with the instructor.

FSA Borrowers

Individuals with FSA loans may satisfy their advanced training in crop production, livestock management, financial analysis and record keeping through enrollment in the Farm Business and Production Management program. FSA has contracted with the Wisconsin Technical College System to provide these classes.

Farmers with FSA loans with conditional education requirements should contact the nearest technical college for information and registration. The FSA will monitor farmers' progress via technical college reporting.

Unique Requirements for Admission

Enrollment for this program is open to any individual who is beyond high school age and is actively engaged in or about to enter farming. This includes farm owners, operators, renters, partners, managers and hired persons. Both men and women are encouraged to enroll. Many farm couples attend classes together. Enrollees should plan to attend regularly scheduled group instruction sessions and allow time for individual instruction on their farms.

Since training in this program is on a year-round basis, registration can take place at any time. It is advised, however, to enroll during the summer or early fall.

Note: This program does not qualify for federal veteran's benefits.

Curriculum

Courses	Credits
30-090-381 Operating the Farm Business.....	3
30-090-382 Soils Management	3
30-090-383 Crop Management	3
30-090-384 Livestock Nutrition	3
30-090-385 Livestock Management.....	3
30-090-386 Farm Records and Business Analysis	3
Total	18

Unique Requirements for Graduation

To graduate from this program, a student must successfully complete the six required courses, 18 credits.

Program Courses

30-090-381 Introduction to Horticulture 3 credits

Emphasizes the management skills and concepts necessary for students to continue farming with today's changing technology and farm business financing. Builds the foundation for other courses in this program. Special emphasis is given to establishing and recording farm business and family goals. Students organize and maintain farm business records, and interpret and analyze the records to assist in making sound farm business management decisions. Students evaluate goals and objectives upon completion of the course.

30-090-382 Soils Management 3 credits

Covers preparation and implementation of a land-use plan and helps students understand soil testing procedures and reports. Students receive instruction on understanding and implementing fertilizer recommendations and budgets. Covers application of farm manures, chemicals, soil conservation practices, and the management and safe use of farm machinery and equipment. Students learn to choose plants to create pleasing and professional interior displays. Includes diagnosing and solving plant problems, drawing plans and writing maintenance contracts. Labs provide hands-on experience.

30-090-383 Crop Management 3 credits

Crop management emphasizes analysis of the farming business and planning cropping practices and strategies to meet student needs. Specific topics relate to variety, selection, planning, pest control, harvesting, storing and marketing. In addition, the farm cropping program is related to the total farm enterprise on a short- and long-term basis.

30-090-384 Livestock Nutrition 3 credits

This course emphasizes the skills, techniques and concepts necessary for sound feeding management. It covers the determination of feed values; the economics of feed; nutritional terminology and requirements; feed consumption of livestock, breeding; understanding feed tag labels for protein, energy, minerals and vitamins; evaluation of base feed and feeding programs; and metabolic diseases of lactating livestock. Not part of nutrition, but also included in this course, is a discussion of how the farm family can deal with stress factors and identify its role in the community.

30-090-385 Livestock Management 3 credits

The livestock management course provides instruction on the various phases of selection, breeding, herd health, raising of replacement stock, and marketing livestock and livestock products. It includes the selection, operation and maintenance of milking, feeding, ventilation, manure handling, equipment and farm buildings.

30-90-386 Farm Records and Business Analysis 3 credits

Instruction emphasizes the practical use of a record system in farm management and financial analysis. It includes the establishment of farm business goals, selection and use of farm credit, farm business arrangements, farm estate planning and farm income taxes. Instruction is provided on the use of computers and/or computer records.

Recommended Elective:

30-090-387 Garden Center Operations 3 credits

Because of changing production technology and farm management decisions, established farmers need to receive up-to-date instruction and information on current practices for farm records and analysis, soils, crop management, and livestock nutrition and management. The specific objectives of this course are modified on a yearly basis to meet the needs of area farmers.

Career Potential:

- Family Farm Operator
- Family Farm Owner

With additional education and/or work experience, graduates may find employment as:

- Dairy Herdsman
- General Farm Manager
- Field Equipment Operator
- Livestock Production Specialist
- Crop Production Specialist

More detailed and updated information on this program may be available at: matcmadison.edu. The college reserves the right to make changes in the regulations and courses announced in this publication without notice.

Madison Area Technical College provides equal opportunity in education and employment.

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