

Farm Business and Production Management Program

Program Number: 30-090-1

Less-Than-One-Year Diploma

Agriculture & Natural Resources Program Cluster

Center for Agriscience and Technologies

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 educational needs of farmers. Most program participants are well-established producers and dairymen. But this program is also available to those that do not own farms and or who are becoming established in the business of farming. Individualized on-farm instruction is the most valuable part of the program. It is provided on a scheduled basis on your farm.

Individualized Instruction is offered on your farm and Group Learning Experiences such as Field Trips and Class Sessions are held in dozens of locations, some of which are probably near your farming operation.

Who should enroll?

The ideal student is a beginning or experienced farmer who wants to advance his/her abilities in areas that are new to the operation he manages. Curriculum is constantly updated to establish confidence in production techniques that did not exist only a few years ago. (I.e., GPS, Genomics, GMOs, Nutrient Planning, SNAP+, QuickBooks, etc) and also in other areas that producers need to learn to stay competitive (ie Commodity Marketing, Estate Planning, etc.).

The program offers individuals a wide variety of opportunities, both in the delivery of the program and the curriculum offered. Valued instruction is offered in all facets of production agriculture and individualized learning experiences are designed to help meet the established goals of the farmer.

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. Instruction is mostly done in the cognitive and affective domains in a relaxed and informal, yet informative setting.

Note: The State of Wisconsin will pay for half the tuition costs if criteria are met. Other financial aid and grants are also available.

Curriculum

The courses listed below outline the requirements for graduation for students entering this program in the 2011-2012 academic year. Requirements for graduation may vary depending on the semester in which a student is admitted to their program.

Current/continuing students should consult their degree progress report available through their myMadisonCollege account for specific graduation requirements.

Program requirements are subject to change.

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 Operating the Farm Business 3 credits

This important curriculum area helps develop competencies in business principles, goal setting (very important), organizing farm business records, establishing fundamental business management expertise, and proficiently marketing commodities. It emphasizes the management skills and concepts necessary for farmers to continue as technologies change. The farm business skills learned builds a foundation that allows farms to succeed, prosper, and transfer to the next generation.

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 as well as application of farm manures, chemicals, soil conservation practices, and the management and safe use of farm machinery and equipment. Inclusive are areas such as Nutrient Management Planning, SNAP-Plus, agronomic crop growth, and soil analysis.

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, the use of GMOs, crop rotation planning, pest control, storage facilities, tillage systems, variable rate technology, GPS and auto-steer. Commodity Marketing, Managed Grazing, and computer records for cropping systems are optional emphasis areas.

30-090-384 Livestock Nutrition 3 credits

This course emphasizes the skills, techniques and concepts necessary for sound feeding management. The determination of feed values, the economics of feed, nutritional terminology and requirements, feed consumption of livestock, and metabolic disease prevention is emphasized. The student will understand feed tag labels and evaluate basic feeding programs. Nutrition concepts are taught using the latest software for balancing rations. Numerous tools that help feed animals efficiently and economically are introduced.

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 includes the practical use of a record system in farm management and financial analysis. It accentuates the need for business goals, estate planning, the use of farm credit, farm business arrangements, income taxes and insurance. Instruction is provided on the use of computers and/or computer records. The importance of a sound risk management program is emphasized including commodity marketing with options and futures. The advanced student will be introduced to WIACT, a sophisticated analysis tool.

Recommended Elective:

30-090-387 Farm Management Update 1-3 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. The advanced student will be introduced to FINPACK, a sophisticated analysis tool and data base that benchmarks your farming enterprises.

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

Rev. 10/10