

# FARM BUSINESS & PRODUCTION MANAGEMENT



**Program Code 30-090-1**  
**Expected Program Costs: \$2,800**  
**Median Annual Salary: \$30,000**

## OVERVIEW

Designed for those already operating a farm, this program focuses on ways to maximize your profits. Learn management techniques to identify your farm's strengths and weaknesses; how to effectively analyze farm records to uncover hidden opportunities for operation improvements; how to take maximum advantage of farm credit and income tax structures; proven marketing techniques for crops and livestock; and legal procedures for farm acquisition and transfer. Instruction takes place on the farm as well as in the classroom during the fall and winter months. Topics covered include livestock feeding, (emphasis on dairy cattle) breeding and management; crop production of alfalfa, soybeans, corn and small grains, including fertilizers and soil conservation. Individualized attention provides for discussion of specific problems. This program involves a six-year period for completion.

Today's successful farmer must keep up with changes and improvements in the farming industry to remain competitive. The Farm Business & Production Management program includes classroom and on-the-farm instruction as well as group tours to give the producer-student a comprehensive, affordable education in production agriculture.

Courses in the program are offered at MSTC's outreach centers, including Adams-Friendship, Almond, Amherst, Auburndale, Chili, Junction City and Vesper.

## PROGRAM OUTCOMES

As a Farm Business & Production Management graduate, you will be able to:

- Develop a land and nutrient use plan
- Develop a crop management plan
- Identify economic principles and family/business goals
- Identify and plan for emerging farm and agricultural issues and practices
- Implement appropriate farm safety practices
- Develop a farm marketing plan
- Balance rations for farm livestock
- Develop a livestock breeding health and management plan
- Prepare and analyze farm business records

## CAREER OPTIONS

Agricultural Manager  
Dairy Equipment Service Technician  
Farming  
Farm Hand  
Farm Manager  
Feed Sales  
Grain Operations  
Mill Production Operator  
Plant Manager

*Careers generally available to students who complete all program requirements.*

## ADMISSIONS PROCEDURES

To apply to the Farm Business & Production Management program, please submit the following document to the MSTC Admissions Office:

- Complete an MSTC application form and return it with the \$30 non-refundable application fee.

The program will deal with materials requiring average to high reading skills.

Students should be able to operate a calculator and understand basic math skills which deal with percentage, addition, subtraction, multiplication and division. Students will be asked to draft budgets and calculate costs and returns on different farming enterprises.

## FUNCTIONAL ABILITIES

A list of specific physical, emotional and mental tasks needed to function in Farm Business & Production Management is available in the Student Affairs Office. It is the student's responsibility to notify the disability services coordinator in the Student Affairs Office to receive assistance.

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**Mid-State Technical College**  
**Admissions**  
**500 32nd Street North**  
**Wisconsin Rapids, WI 54494**

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**PROGRAM COURSE DESCRIPTION**

**30090381 // 3 credits**

**Operating the Farm Business**

Emphasizes the management skills and concepts necessary for the first year student to continue farming in today's changing technology and farm business financing. It builds the foundation for the other courses. Special emphasis is given to establishing and recording farm business and family goals. The student will organize and maintain the farm business records, interpret and analyze the records to assist in making sound farm management decisions. All competencies will be assessed using the student's farm or with simulations established by the instructor.

**30090382 // 3 credits**

**Soils Management**

Instruction is provided on how to prepare and implement a land use plan, take and understand soil testing procedures and reports. Students will receive instruction to implement fertilizer recommendation and establish budgets. Included is instruction on the application of farm manure, chemicals, soil conservation practices, and the management and safe use of farm machinery and equipment.

**30090383 // 3 credits**

**Crop Management**

Instruction is provided on all phases of crop production, management and economics. Specific topics relate to variety, selection, planning, pest control, harvesting, storage, safety, and marketing. Crop management emphasizes the analysis of the farm business and planning of cropping practices and strategies.

**30090384 // 3 credits**

**Livestock Nutrition**

Emphasizes the skills, techniques and concepts necessary for sound feeding management; determining feed values; economics of feed; nutritional terminology and requirements; feed consumption of livestock, understanding feed tag labels, and feed analysis reports for protein, energy, minerals and vitamins.

**30090385 // 3 credits**

**Livestock Management**

Instruction is provided 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, feed, ventilation, manure handling, equipment and farm buildings. In addition, the livestock program is related to the total farm enterprise in a business analysis.

**30090386 // 3 credits**

**Farm Records & Business Analysis**

Emphasizes the practical use of a farm record system in managing the farm through farm and financial analysis. 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 and financial analysis of the farm business and finance strategy to meet the students' needs.

**30090387 // 1 credit**

**Farm Business & Production Management Update**

Available to students who have completed the course offerings in the Farm Training program. Topics include crop production, dairy management and financial management issues.

**CURRICULUM**

Term		(19 credits)
30090381	Operating the Farm Business	3
30090382	Soils Management	3
30090383	Crop Management	3
30090384	Livestock Nutrition	3
30090385	Livestock Management	3
30090386	Farm Records & Business Analysis	3
30090387	Farm Business & Production Management Update	1

Please Note:

- The Farm Business & Production Management program has August and January start dates. We advise you to meet with an academic advisor or counselor to successfully plan your academic schedule.
- This curriculum sequence is only for student planning. Actual student schedules will vary depending on course availability.
- Degree completion time may vary based on student scheduling and course availability.