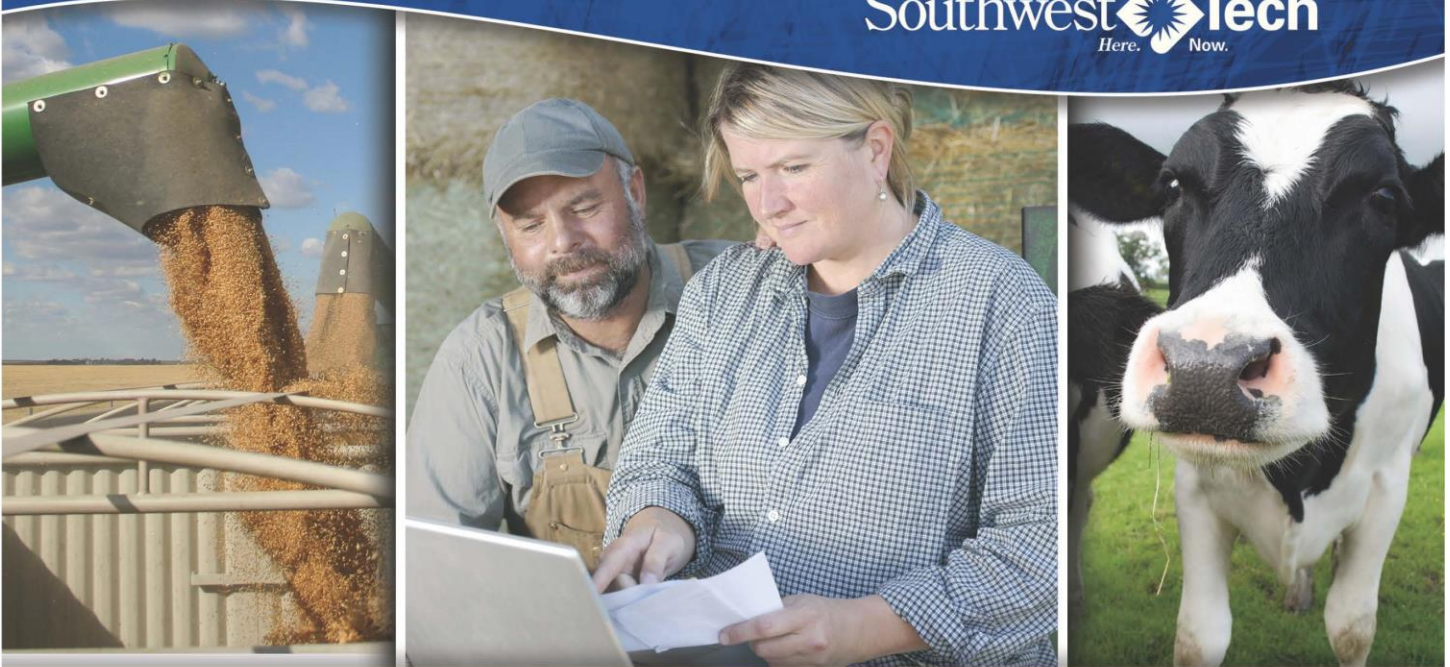


Farm Business and Production Management

Southwest  Tech
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Helping Farm Families Reach Their Goals

This program gives current farm owners/operators opportunities to develop and fine tune their skills with production agriculture. Knowledge presented and skills demonstrated are provided through classroom settings, workshops and seminars, speakers of expertise, farm and business tours, and individual on-farm instruction.

Adult Farm Management Course Offerings

- Livestock Management
- Financial Management
- Crop Management
- Beginning Farm Management
- QuickBooks for Farm Producers
- Nutrient Management Planning
- Farm Succession
- Agriculture Commodity Marketing

Individual instruction is available in the areas of:

- Financial Analysis
- Business Planning
- Loan Application Planning
- Feasibility Study/Cash Flow
- Farm Succession Planning
- Crop Management Analysis
- Livestock Management Analysis
- Nutrient Management Planning Update
- Computer Software Training
- Market Plan Development



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FARM BUSINESS & PRODUCTION MANAGEMENT

UPCOMING COURSES

Beginning Farm Management

Enroll in this course if you are pursuing a career in production agriculture, recently purchased farm land, or looking to enter into an existing farm business. Coursework will be delivered through classroom settings, online enhancement, tours, speakers of expertise, and individual on-farm training.

The following topics will be covered:

- Business Planning
- Risk management
- Recordkeeping & financial statements
- Lending opportunities
- Production Management
- Agricultural Technologies
- Mentorship and Networking opportunities

Classes to begin in September 2018.

Nutrient Management Planning

Learn how to **write your own 590 Plan**. Topics include:

- SNAP-Plus software instruction
 - Inputting soil sample analysis
 - Estimation of manure fertilizer credits
 - Manage crop rotation and yield goals
- Classes begin October 25, 2018 and continue for 8 weeks: 11:00 am – 2:00 pm
- *Location – County Building-Prairie du Chien*

Work sessions to **update your 590 Plan** begin December 6, 2018

- *Location – County Building-Prairie du Chien*

Advanced Farm Management

All classes include customized on-farm training which enables instructors to work on your farm business goals.

Courses will include:

- **Crop Management – Managing Inputs**
(begins October/November 2018)
- **Financial Management – Recordkeeping**
with focus on completing on-farm financial analysis (begins January 2019)
- **Livestock Management – Feed Management**
(begins March 2019)

Multiple locations in southwest Wisconsin:

Dodgeville, Kickapoo, Lancaster, Richland Center, and Seneca

Financial Assistance Opportunities

Financial assistance may be available for courses pending grant and scholarship funding.

- ✓ *30% tuition reduction* for Beginning Farm Management and Advanced Farm Management upon meeting financial qualifications.
- ✓ Scholarships *available for beginning farmers and first-time enrollees* in Farm Business & Production Management courses.
- ✓ *Tuition reimbursement* for Nutrient Management Planning upon completion of writing a 590 plan.

For registration information, call Jody Millin, 608.822.2720 (tdd: 608.822.2072) or email jmillin@swtc.edu
For course information, contact an instructor.