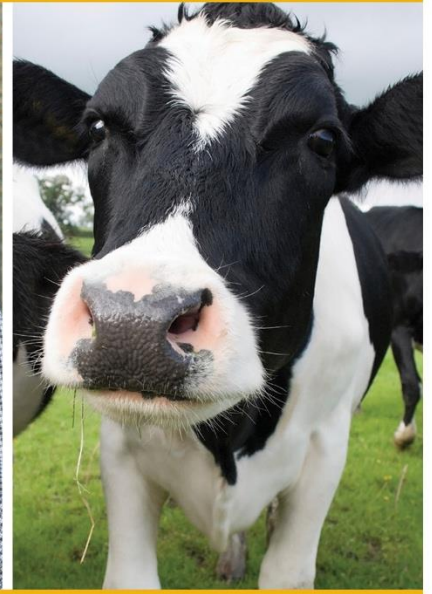


FARM BUSINESS & PRODUCTION MANAGEMENT



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

AREAS OF INDIVIDUAL INSTRUCTION

- 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

For detailed course information, contact an instructor.

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 2021.

Locations: Richland Center and Platteville Outreach Centers

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 will begin in late Fall 2021

Locations: Richland Center and Darlington Outreach Centers

Work sessions to **update your 590 Plan** begin December 2021

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** (begins November 2021)
- **Financial Management** (begins January 2022)
- **Livestock Management** (begins March 2022)

Locations: Dodgeville and Lancaster

Direct Farm to Market Program

Coming Soon!

Financial Assistance Opportunities

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