Program Overview

Today’s successful farmer must keep up with changes and improvements in the farming industry to remain competitive. The Farm Business and Production Management technical diploma will give students both classroom and on-the-farm instruction. The program consists of six courses taught over a six-year period. WITC accepts new enrollments into the program each year beginning July 1.

Special Feature

Admission Requirements

Students in this program must:

• Complete an application form

Program Outcomes

Farm Business and Production Management graduates will be able to:

• Utilize agronomic resources for optimal farm production
• Evaluate livestock management plans
• Plan for operation and maintenance of farm facilities and equipment
• Create farm business plans
• Apply marketing principles to agricultural enterprises

Career Outlook

Farm Business and Production Management graduates are in demand because of the concern for profit in the farming industry. Typical careers available after graduation include:

• Farm Owner
• Farm Manager/Operator
• Farm/Field Crop Manager
• Livestock Farmer
• Breeder
• Farm Worker
• Dairy Laborer
• Dairy Herdperson

Curriculum

<table>
<thead>
<tr>
<th>Number</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>30090381</td>
<td>Operating the Farm Business</td>
<td>4</td>
</tr>
<tr>
<td>30090382</td>
<td>Soil Management</td>
<td>4</td>
</tr>
<tr>
<td>30090383</td>
<td>Crop Management</td>
<td>4</td>
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<tr>
<td>30090384</td>
<td>Livestock Nutrition</td>
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<tr>
<td>30090385</td>
<td>Livestock Management</td>
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</tr>
<tr>
<td>30090386</td>
<td>Farm Records and Analysis</td>
<td>4</td>
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</table>

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Campus:
Ashland
New Richmond
Rice Lake
Operating the Farm Business - Credits: 4
This course will help the student learn many items involved with running a modern farm. These skills include but are not limited to record keeping, selecting proper insurance for the farm, analyzing financial performance, identifying credit needs and sources, planning for crops, and planning for the feeding of livestock.

Soil Management - Credits: 4
Soil Management is important to the productivity and profitability of a farmer. The farmer is a steward of the land and an environmentalist. The farmer must take care of the soil or he will not be a farmer for long! The student in this class will learn how to prepare a land use plan, collect and interpret soil samples results, develop a plan for fertilizer use on crops, develop a plan for storage and use of manure, analyze new farm issues and practices to determine future use, evaluate tillage equipment and methods, and to practice farm and environmental safety.

Crop Management - Credits: 4
This course will help the student learn many items involved with agricultural crop production. These skills include but are not limited to management practices, pest control, harvesting options and practices, economics, planting practices, seed and variety selection, etc.

Livestock Nutrition - Credits: 4
The Livestock Nutrition course will instruct the student in the following areas: anatomy and physiology of livestock; nutrient requirements for calves, heifers, and cows; ration balancing for calves, heifers, lactating cows, and dry cows; determine livestock feed needs; evaluate by-product feeds and feed additives; low input livestock feeding; metabolic disorders; and current issues in agriculture. Individualized instruction will be held at the student’s on-the-job work location. The class also involves credit for on-the-job experience.

Livestock Management - Credits: 4
Animal agriculture has changed dramatically in the past decade and will continue to change at an even more rapid rate in the future. With advanced technology, animals have been cloned from tissue cells other than the gametes. This may allow us to produce animal products other than the traditional milk, meat, and fiber of the past. Along with positive changes, we have new animal diseases, concerns for the environment, human health, and these things are happening in a very volatile, economic climate. This course will help you analyze the current situation and make plans to take advantage of the changes in animal agriculture brought about by technological advances. Only by taking advantage of this change will we be able to survive economically in a world market.

Farm Records and Analysis - Credits: 4
This course 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 learner’s needs. Production and financial decisions will be made based on the learner’s farm business analysis. All competencies will be assessed using the learner’s farm or with simulations established by the instructor.

Graduate Employment Information
(WITC Graduate Survey Responses 2014-2015; for most recent data, go to witc.edu)

<table>
<thead>
<tr>
<th>Number of graduates</th>
<th>17</th>
<th>Number employed</th>
<th>15</th>
<th>% employed in WITC district</th>
<th>100%</th>
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</thead>
<tbody>
<tr>
<td>Number of responses</td>
<td>15</td>
<td>Percent employed</td>
<td>100%</td>
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<td></td>
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<tr>
<td>Number available for employment</td>
<td>15</td>
<td>Employed in related field</td>
<td>12</td>
<td>Range of yearly salary</td>
<td>$24,000-$500,000</td>
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<tr>
<td></td>
<td></td>
<td>Average yearly salary</td>
<td>$134,250</td>
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