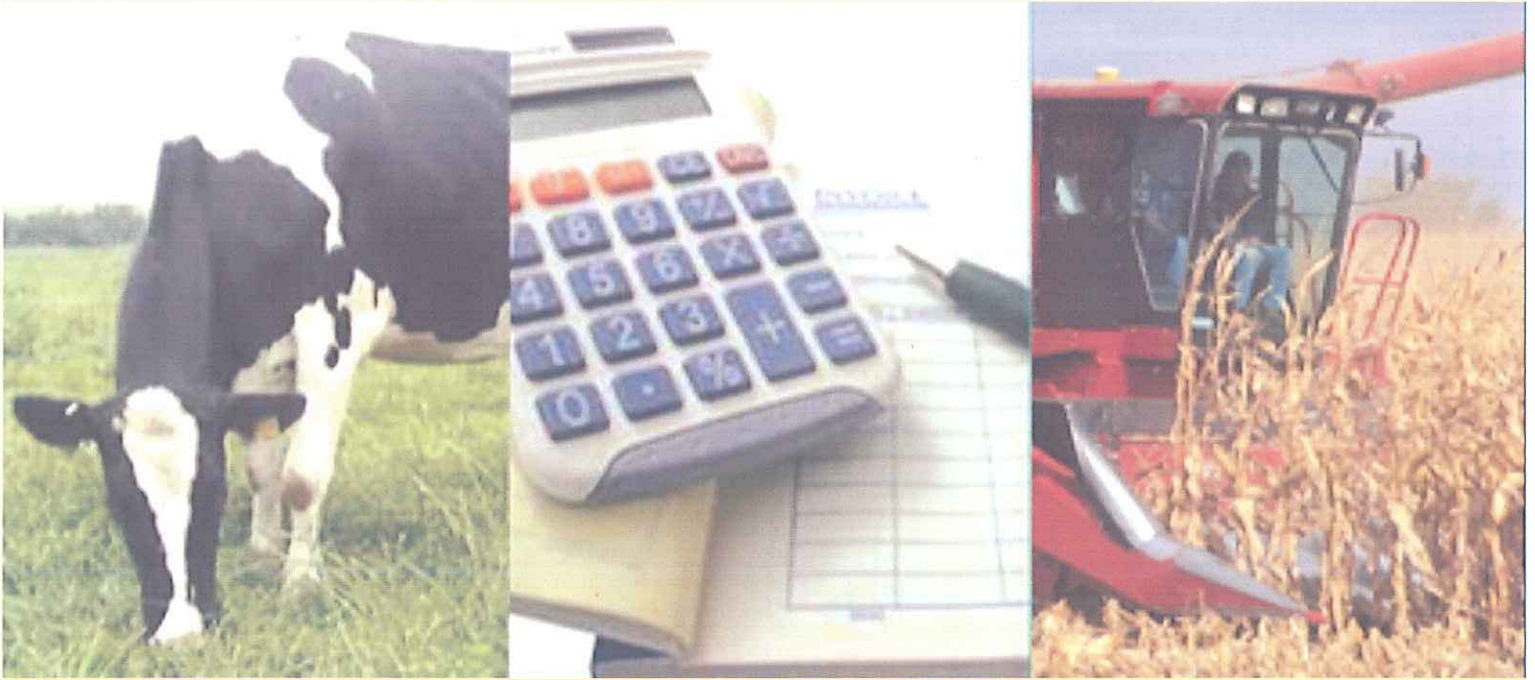


Farm Business and Production Management Program



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.

2013 – 2014 Adult Farm Management Course Offerings

- Livestock Management – Nutrition (November)
- Financial Management (January)
- Crop Management - Soils (March)
- Beginning Farm Management (Fall/Winter)
- QuickBooks for Farm Producers (Fall/Winter)
- Nutrient Management Planning (December/January)



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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

New Offering!

Beginning Farm Management

Individual on-farm training includes development of a business plan including financial documents, recordkeeping, and other areas of training specific to individual students.

This course begins November 7, 2013, and will be offered at Gays Mills/Readstown and UW-P Pioneer Farm. For more details, call today!

The following topics will be covered:

- Starting a dairy or livestock business
- Infrastructure considerations
- Feeding and nutrition
- Risk management
- Recordkeeping & financial statements
- Lending opportunities

Advanced Farm Management

All classes include customized on-farm training which enable instructors to work on your farm business goals. Classes will be held in Fennimore, Mineral Point, Richland Center/Viola, and Seneca/Wauzeka.

This course will include:

- **Livestock Management** with nutrition focus (begins the first week of November)
- **Financial Management** with focus on completing on-farm financial analysis (begins January 2014)
- **Crop Management** with soils focus (begins March 2014)

QuickBooks for Farm Accounting

Learn how to use the most popular accounting software for small and medium size businesses.

Topics include:

- Basic accounting terminology
- Getting your farm business started
- Organizing farm expenses for your accountant
- Recording milk deposits and other income
- Managing accounts payable
- Balancing your checkbook
- Employee management and payroll

Mondays, Nov. 25–Dec. 16, 2013

6:30–9:30 p.m.

Southwest Tech Campus

1800 Bronson Blvd., Fennimore, WI

Nutrient Management Planning

This course is delivered in the following two sections:

• **Soil Sampling Workshop**

Nov. 5, 2013, Southwest Tech Campus

Discuss proper procedures for soil sampling according to the NMP 590 standards. Bring field maps and develop a soil sampling plan for your farm.

• **Work sessions using SNAP-Plus Software** to complete your farm's nutrient management plan will be held beginning January 7, 2014, at the Southwest Tech campus.

For registration information, call Lisa Whitish, 608.822.2360
(tdd: 608.822.2072) or email Lwhitish@swtc.edu.