



# FARM BUSINESS & PRODUCTION MANAGEMENT

## Technical Diploma

**Program Code: 30-090-1**

**Total Credits: 18**

Mid-State's Farm Business & Production Management program teaches the skills needed to be competitive in agriculture and maximize profits. You'll learn how to identify your farm's strengths and weaknesses, analyze farm records to uncover hidden opportunities, apply proven marketing techniques, and more. Classes are offered fall and winter and include instruction in the classroom, on the farm, and via group tours. Topics include crop production, soil management, and financial planning and analysis as well as the feeding, breeding, and management of livestock.

**Estimated tuition and fees:** [mstc.edu/programcosts](http://mstc.edu/programcosts)

### ACADEMIC ADVISOR

To schedule an appointment with an academic advisor, call 715.422.5300. Academic advisors will travel to other campuses as necessary to accommodate student needs. For more information about advising, visit [mstc.edu/advising](http://mstc.edu/advising).

#### CHECKLIST:

This section will be completed when meeting with your academic advisor.

- FAFSA ([www.fafsa.gov](http://www.fafsa.gov))
- Financial Aid Form(s)  
Form(s): \_\_\_\_\_
- Follow-Up Appointment:  
Where: \_\_\_\_\_  
When: \_\_\_\_\_  
With: \_\_\_\_\_
- Official Transcripts  
Mid-State Technical College  
Student Services Assistant  
1001 Centerpoint Drive  
Stevens Point, WI 54481
- Other: \_\_\_\_\_  
\_\_\_\_\_

**mstc.edu**  
**888.575.6782**  
**TTY: 711**



**ADAMS CAMPUS**  
401 North Main  
Adams, WI 53910

**MARSHFIELD CAMPUS**  
2600 West 5th Street  
Marshfield, WI 54449

**STEVENS POINT CAMPUS**  
1001 Centerpoint Drive  
Stevens Point, WI 54481

**WISCONSIN RAPIDS CAMPUS**  
500 32nd Street North  
Wisconsin Rapids, WI 54494

# CAREER PATHWAY

## BEGIN AT ANY POINT IN THE PATHWAY

College Credit • Dual Credit  
 Military Experience • Work Experience  
 Learn about Credit for Prior Learning at [mstc.edu/cpl](http://mstc.edu/cpl).

HIGH SCHOOL STUDENT

COLLEGE TRANSFER

RETURNING ADULT

## OTHER OPTIONS

### RELATED PROGRAMS

- Arborist Technician

AGRIBUSINESS  
 AGRONOMY  
 TECHNICIAN

TECHNICAL  
 DIPLOMA  
 26 CREDITS

START  
 YOUR  
 CAREER

### CAREER OPTIONS

- Grower
- Field Worker
- Irrigator

FARM BUSINESS  
 & PRODUCTION  
 MANAGEMENT

TECHNICAL  
 DIPLOMA  
 18 CREDITS

START  
 YOUR  
 CAREER

### CAREER OPTIONS

- Agricultural Manager
- Dairy Equipment Service Technician
- Farmer

FARM  
 OPERATION

TECHNICAL  
 DIPLOMA  
 27 CREDITS

START  
 YOUR  
 CAREER

### CAREER OPTIONS

- Agriculture Industry Technician
- Animal Breeder
- Farmer

AGRIBUSINESS  
 AND SCIENCE  
 TECHNOLOGY

ASSOCIATE IN  
 APPLIED SCIENCE  
 61-62 CREDITS

EARN A  
 BACHELOR'S  
 DEGREE

### BACHELOR'S DEGREE OPTIONS

Bellevue University, Colorado State University Global, Concordia University, Franklin University, Grand Canyon University (GCU), Lakeland University, Milwaukee School of Engineering (MSOE), Mount Mary University (MMU), University of Phoenix, UW-Green Bay, UW-Platteville, UW-River Falls, UW-Stevens Point, UW-Stevens Point at Marshfield, UW-Stout, UW-Whitewater, Western Governor's University, and Wisconsin Private-Nonprofit Universities/Colleges.

For more information and additional opportunities, visit [mstc.edu/transfer](http://mstc.edu/transfer).

START  
 YOUR  
 CAREER

### CAREER OPTIONS

- Agronomist
- First Line Supervisor, Herdsman
- Farm Manager

## PROGRAM OUTCOMES

Employers will expect you, as a Farm Business & Production Management graduate, to be able to:

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

## TECHNICAL SKILLS ATTAINMENT

The Wisconsin Technical College System (WTCS) has implemented a requirement that all technical colleges measure program outcomes attained by students. This requirement is called Technical Skills Attainment (TSA). The main objective of TSA is to ensure graduates have the technical skills needed by employers. Students are notified of TSA reporting in their final few courses of the program.

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

The Farm Business & Production Management program runs from October through April annually. Courses in the program are offered at Mid-State's campuses in Adams, Marshfield, Stevens Point, and Wisconsin Rapids.

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## TECHNICAL STANDARDS

A list of specific physical, emotional, and mental tasks needed to function in farm business and production management is available in the Student Services & Information Center. It is the student's responsibility to notify the Disability Services coordinator in the Student Services & Information Center to receive assistance.

## STUDENT HANDBOOK

Visit [mstc.edu/studenthandbook](http://mstc.edu/studenthandbook) to view Mid-State's student handbook, which contains information about admissions, enrollment, appeals processes, services for people with disabilities, financial aid, graduation, privacy, Mid-State's Student Code of Conduct, and technology.

## GRADUATION REQUIREMENT

The GPS for Student Success course is required for all Mid-State program students and is recommended to be completed before obtaining 12 credits. (Not counted in the total credit value for this program.) Some students are exempt from this requirement. Please see your program advisor for more information.

### GPS for Student Success

#### **10890102 ..... 1 credit**

Integrate necessary skills for student success by developing an academic plan, identifying interpersonal attributes for success, adopting efficient and effective learning strategies, and utilizing Mid-State resources, policies, and processes. This course must be completed prior to obtaining 12 credits and is a graduation requirement.

## ADDITIONAL COURSES AS NEEDED

The following courses may be recommended or required if the student does not achieve minimum Accuplacer scores.

### Intro to College Reading

#### **10838104 ..... 2 credits**

Provides learners with the opportunities to develop and expand reading skills, including comprehension and vocabulary skills. Learners apply reading skills to academic tasks and read to acquire information from a variety of sources.

### Intro to College Writing

#### **10831103 ..... 3 credits**

Introduces basic principles of composition, including organization, development, unity, and coherence in paragraphs and multi-paragraph documents. The purpose of this course is to prepare students for successful entry into required program courses. This course is tuition bearing and under certain circumstances may qualify for financial aid. This course cannot be used to satisfy program completion requirements at Mid-State.

*Prerequisite: Accuplacer Sentence Skills score of 60 or equivalent. Proficiency in word processing skills recommended.*

### Pre-Algebra

#### **10834109 ..... 3 credits**

Provides an introduction to algebra. Includes operations on real numbers, solving linear equations, percent and proportion, and an introduction to polynomials and statistics. Prepares students for elementary algebra and subsequent algebra-related courses.

*Prerequisite: Accuplacer Math score of 65, Accuplacer Algebra score of 30, ABE Math Prep V 76854785 and ABE Math Prep VI 76854786 with a grade of "S." (Note: ABE Math Prep V and VI courses cannot be used to satisfy program completion requirements at Mid-State.)*

## SAMPLE FULL-TIME CURRICULUM OPTION

Term		18 credits
10006105	Agribusiness Financial Analysis	2
10080105	Intro to Soil Science	3
10090101	Agriculture Business Management	3
10091102	Intro to Animal Science	3
10091103	Animal Nutrition	4
10093104	Principles of Crop Management	3

**Total credits 18**

☑ This course has options available to receive credit for prior learning (CPL) or work experience. Visit the website at [mstc.edu/cpl](http://mstc.edu/cpl) or contact your advisor for details.

Please Note:

- This curriculum sequence is only for student planning. Actual student schedules will vary depending on course availability.
- Program completion time may vary based on student scheduling and course availability. For details, go to [mstc.edu/schedule](http://mstc.edu/schedule).

## SAMPLE PART-TIME CURRICULUM OPTION

Term		6 credits
10080105	Intro to Soil Science	3
10091102	Intro to Animal Science	3

Term		6 credits
10091103	Animal Nutrition	4
10006105	Agribusiness Financial Analysis	2

Term		6 credits
10093104	Principles of Crop Management	3
10090101	Agriculture Business Management	3

**Total credits 18**

## COURSE DESCRIPTIONS

### Agribusiness Financial Analysis

**10006105** ..... **2 credits**

This course provides the student opportunities to develop necessary business skills for operating a successful farm business. These skills involve analyzing, evaluating, creating and decision-making. These skills will be used with balance sheets, Income & Expense projections, cash flow needs, budget creation, benchmarking, cost of production, inventories, credit needs and history along with loan decisions.

### Agriculture Business Management

**10090101** ..... **3 credits**

Examines the farm business as a complex set of enterprises that all need to be managed effectively to be successful and sustainable. Students learn to develop a business plan, set short- and long-term goals, identify and implement alternatives for reaching goals. Includes strategies and tools to monitor success. Students also learn to organize and maintain farm business records as well as how to interpret and analyze the records to make sound farm management decisions.

### Animal Nutrition

**10091103** ..... **4 credits**

Includes classification and function of nutrients, deficiency symptoms, characterization of feedstuffs, and formulation of diets for domestic animals. They are also able to successfully understand the digestive processes of mono-gastric and ruminant animals.

### Intro to Animal Science

**10091102** ..... **3 credits**

Introduces the basics of livestock management. Examines management of dairy, beef, sheep, and other common livestock with concentration on nutrition, feedstuff's classification, reproduction, genetics, animal behavior, animal health, and sustainable agriculture practices. Includes basic husbandry and care procedures for animals. A livestock management plan will be created and analyzed.

### Intro to Soil Science

**10080105** ..... **3 credits**

Designed to provide students with fundamental knowledge of soil and soil composition. Includes study of soil types, formation factors, physical properties, biological properties, and basic soil chemistry. Units covering tillage, conservation, pH, soil management, plant nutrients, and fertilizer sources are also included. Students gain the skills required to interpret soil test reports and soil survey maps and recognize qualities of various soil types. Students perform soil sampling, residue measurements, compaction assessments, and soil loss determinations per crop rotation guidelines. A nutrient management plan is created and analyzed.

### Principles of Crop Management

**10093104** ..... **3 credits**

The basic principles and concepts of sound agronomic practices are discussed for corn, soybeans, small grains, and forage crops grown in Wisconsin. All sound agronomy practices are emphasized for each crop area as it relates to cultural and other specific inputs of crop production, environmental factors, and sustainable systems.