



Search

Programs & Classes

- Search Programs & Classes
- Degrees & Certificates
- Continuing Ed/Non-Credit
- Credit Courses/Classes
- Online & Accelerated
- Transfer Options
- International Education
- Apprenticeships
- GED/HSED & ESL

Apply/Register

Future Students

Current Students

Paying for College

Business & Community

Alumni & Foundation

About Us

FAQs



Farm Business Management

This set of courses will lead students down the path of developing a business plan for their farm business. Students then learn methods for using the plan to evaluate their farms financial viability and assist in decision making. Students can take each course sequentially or take individual courses depending on their experience and knowledge of operating a farm business. The first series of courses will take place in Plain, Wisconsin at the Green TTEC.

If you have questions on these courses or other Farm Management training opportunities at Madison Area Technical College, please contact Randy Zogbaum, Agriculture Instructor, via our [online form](#) or at (608) 524-7865.

Phone (608) 258-2301 or toll-free (855) 473-2301 for registration assistance.

Operating the Farm Business

Understanding the Farm Business

This course is intended for individuals who are new to farm management. A farm business is a complex set of enterprises that all need to be managed effectively to be successful and sustainable. This course will introduce students to the variety of resources, both public and private, to assist them on all aspects of their farm business, from crop and nutrient management planning to veterinary services to developing feed rations and much more. In addition, students will learn the value of sound business planning to the success of their farm business and begin the journey of developing a business plan. Finally, students will start to develop a business plan for their farm business. They will develop a mission statement, write goals (personal, family, farm, partnership, etc.), write a description of their farm business, list assets and needs, etc. There will also be an introduction to the financial components of a business plan.

Schedule and availability

Developing a Farm Business Plan

This course will teach students how to develop business plan for their farming operation. Students will be introduced to the components of good business plan including a narrative of their operation, the Balance Sheet, Accrual Income Statement, and the Statement of Cash Flow. Students will see how these tools are used to understand a farm businesses financial position through understanding the financial measures of Liquidity, Solvency, and Profitability. Finally, students will develop each of these records for their farm and have an introduction to using financial ratios to evaluate their financial position.

Schedule and availability

Using the Farm Business Plan

This course will build on prior courses by demonstrating how the student's business plan can be used for understanding, improving, and growing the farm business. Students will use their plan and financial records to evaluate their current financial position by calculating and using financial ratios. They will also see how their plan can be used to understand risk management, develop a marketing strategy, create short-term goals, and for long-term projections and growth strategies.

Schedule and availability**Evaluating your Farm Business****Farm Business Analysis & Decision Making**

This course builds on the prior courses in business planning by looking at using year-to-year financial records for analysis of the farm business and to assist in decision making. Students will look at their previous year plan and prepare for the next year. They will update their plan and financial ratios and investigate how having maintaining year-to-year record keeping systems improves the decision making process and financial viability of your farm.

Schedule and availability (available in 2014)

Farm Enterprise Analysis & Marketing

This course builds on the prior courses in business planning by looking at using year-to-year financial records for analysis of the farm business and to assist in decision making. This course will demonstrate how to enterprise budgets and partial analysis to determine where your farm business is making or losing money. Students will use these tools to develop pricing and marketing strategies for their farm businesses. Requires at least one year of operation under a complete business plan.

Schedule and availability (available in 2014)

Long-term Farm Budgeting & Management

This course builds on the prior farm business planning courses by looking at using year-to-year financial records for budgeting and monitoring a farm business's financial viability. This course requires at least one year of operation under a complete business plan. Students will learn a long-term budgeting system and how monitoring this system will help meet personal, family, and financial goals for their farms.

Schedule and availability (available in 2014)

1701 Wright Street | Madison, Wisconsin 53704 | (608) 246-6100 or (800) 322-6282 | Deaf/hh: use 711 (relay) | Fax (608) 246-6880

[a-z index](#) | [about us](#) | [calendars](#) | [campuses](#) | [contact us](#) | [faculty & staff](#) | [jobs](#) | [for the media](#) | [legal](#)