

## Program Description

The primary emphasis of the Farm Business Management Program is to assist farm families in meeting their business and personal goals through quality farm records and sound business decisions. This program is primarily taught at the student's place of business, but classroom and group instruction are also very important. Individualized instruction is used to the fullest extent. Students are enrolled in the program on a continuous, part-time basis. Normal credit load is 10 credits per year, for the equivalent of 1/3 of a full-time college student. The instructor visits the farm on a regular basis and understands the strengths and weaknesses of each student's business.

Developing a set of sound farm records is the basis for the program. Primarily, computerized accounting is used to handle the complex records, which must be kept in an efficient farm business. At the close of the calendar year, these records are summarized by the instructor and a computerized business analysis is prepared for each student to show how well his/her business did financially during the year. Each student also receives an area Farm Business Analysis Summary, which allows them to compare their information with averages of other Farm Business Management students (farmers) in their local area and around the state.

The Farm Business Management Program offering consists of four certificate programs. The first three certificate programs are 30 credits in length. These three programs include Essentials of Farm Business Management, Applications in Farm Business Management, and Advanced Farm Business Management. The fourth certificate option is the Marketing Certificate, consisting of 25 credits.

## Program Outcomes

By completing this program, students will achieve the following learning outcomes:

- Maintain accurate records regularly;
- Complete business analysis annually;
- Complete accurate balance sheets annually or as needed;
- Complete business planning annually and strategically;
- Continue in business after completing award area(s).

## Program Admissions Requirements

The Farm Business Management Program is primarily offered as individualized instruction at the business. Classroom instruction is also offered on a limited basis. Normal credit load is 10 credits per year, for the equivalent of 1/3 of a full-time college student.

## Program Course Requirements

### Required Discipline Courses (18 credits)

FBMA 2930*	Fundamentals of Financial Management Relates Risk Management .....	3 cr
FBMA 2931*	Applied Financial Management Relates Risk Management .....	3 cr
FBMA 2932*	Fundamentals of Financial Management/Strategic Plan Emphasis .....	3 cr
FBMA 2933*	Applied Financial Management/ Strategic Plan Emphasis.....	3 cr
FBMA 2934*	Fundamentals of Financial Management/ Business Plan Emphasis .....	3 cr
FBMA 2935*	Applied Financial Management/ Business Plan Emphasis .....	3 cr

### Electives (12 credits)

Student must choose additional 12 credits from the following courses:

FBMA 2936	Directed Study-Decision Making .....	2 cr
FBMA 2937	Directed Study-Modern Ag Technology .....	2 cr
FBMA 2938	Communication .....	2 cr
FBMA 2939	Enterprise Alternatives .....	2 cr
FBMA 2940	Business and/or Family Transition .....	2 cr
FBMA 2941	Personnel Management.....	2 cr
FBMA 2200	Current Issues in Farm Business Management.....	1-5 cr
FBMA 2201	Directed Studies-Current Issues in Farm Business Management.....	1-5 cr

### GRADUATION REQUIREMENT - 30 CREDITS

\*Denotes Prerequisites

## Semester Course Requirements

Individual semester plans are determined between instructor/advisor and student to best meet the needs of the student.

## Course Prerequisites

Some courses may require appropriate test scores or completion of basic math, basic English and/or reading courses with a “C” or better. CLC utilizes a multiple measure approach for placement which may include high school MCA, SAT, ACT scores in addition to high school GPAs. For insurance purposes, internships may require that students be 18 years old.

## Graduation Requirements

In addition to the program requirements, students must meet the following conditions in order to graduate:

1. College Cumulative GPA Requirement: cumulative grade point average (GPA) of credits attempted and completed at CLC must be at least 2.0;
2. College Technical Core GPA Requirement: cumulative GPA of credits attempted and completed towards the technical core of the diploma or degree must be at least 2.0;
3. Residency Requirement: students must complete 25% of their credits at Central Lakes College.