

# AG 4 – FARM MANAGEMENT

REEDLEY COLLEGE  
FALL 2010

Lecture: T, TH 11:00 – 11:50 AGR 15  
Lab 50301: TH 12:00 – 2:50 AGR 1

## CONTACT INFORMATION

Instructor: Dustin Sperling  
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Office: FEM 4C  
Office Hours: M 11:00 am – 12:00 pm  
W 11:00 am – 12:00 am  
F 9:00 am – 10:00 am

## COURSE DESCRIPTION

Course Specifics: 3 Units 2 lecture and 3 lab hours per week  
Basic Skills Advisories: Eligibility for Eng 125, Eng 126, and MATH 101  
Subject Advisories: Ag 1 and AG 3

Organization and operation of farm businesses. Use of resources, planning, organizing, profit maximization, appraisal, and computer applications in making farm management decisions.

## TEXT/MATERIALS

Required Text: Farm Management, Kay, Edwards, Duffy, McGraw Hill 2008  
Lab Manual: Farm Management, West 2004

Required Materials: Calculator, Pencil, Eraser and 18" x 24" Drawing Paper

## COURSE OBJECTIVES

- A. Complete a major farm management project.
- B. Interpret the impact of multiple economic factors on reaching conclusions appropriate for a sample farm.
- C. Determine the proper value of a farm, given the assets and comparable values of similar farms.
- D. Determine levels of profitability of production for a hypothetical farm.

## COURSE LEARNING OUTCOMES

- A. Formulate specific, measurable goals typical of a farm manager.
- B. Apply the five decision-making steps in solving a practical farm problem.
- C. Determine the most profitable levels of production for various farm enterprises, given basic cost and income data for the enterprise.
- D. Using whole farm and partial budgeting, determine the effects on profitability when changes in production are given.
- E. Calculate the appraisal value of various farms using the three basic appraisal techniques.

## COURSE OUTLINE

### *Lecture Outline:*

- A. Role and Functions of Farm Managers
  1. Decision making
  2. Goal setting
  3. Management functions
- B. Marginal Analysis and Economic Principles
  1. Inputs and production levels
  2. Enterprise combinations
  3. Cost principles of production
  4. Economics of size
- C. Budgeting
  1. Enterprise and partial
  2. Whole farm
  3. Planning based on budgeting
- D. Acquiring and Managing Resources
  1. Forms of business organization
  2. Investment analysis
  3. Appraisal techniques
  4. Leasing vs. owning

### **Lab Outline:**

1. Farm Business Resources
2. Farm Map
3. Written Description of Farm Plan
4. Appraisal and Purchase of Farm
5. Soils and Climate
6. Calendar of Operations
7. Depreciable Equipment
8. Insurance Calculation
9. Property Tax Expenses
10. Enterprise Budgeting
11. Cash Flow Budgeting
12. Whole Farm Budgeting

### **ATTENDANCE**

- A. Attendance is mandatory since the majority of learning occurs in the lecture/laboratory environment.
- B. Students are personally responsible for obtaining notes/information missed due to an absence. Notes/information can be obtained from a fellow classmate or by meeting with the instructor during regularly scheduled office hours.
- C. Please notify the instructor if you know in advance that you will be absent from class.
- D. College policy dictates that an instructor should drop a student with two consecutive weeks of unexcused absences (i.e., class meets two times per week, 4 unexcused absences equals a drop; class meets 1 time per week, 2 unexcused absences equals a drop).
- E. At the end of the 9th week of instruction, no withdrawals are permitted and the student must receive a grade.
- F. Make-up tests and assignments will only be allowed for emergency situations and pre-excused absences.

### **METHODS FOR MEASURING STUDENT ACHIEVEMENT AND DETERMINING GRADES**

The methods for measuring student achievement & determining grades are:

- 1) Writing
  - Term or other papers, laboratory reports, and written homework
- 2) Problem-Solving
  - Exams, quizzes, homework problems and laboratory reports
- 3) Examinations
  - Multiple choice, true/false, matching and completion

All assignments are due at the beginning of the class session on the date due. Late assignments can be submitted for grading; however, all late assignments will receive a deduction in the amount of 50% of the overall point value for that specific assignment.

### **COURSE GRADE DETERMINATION**

Tests will be true/false, multiple choice, short answer, and essay questions. Written laboratory reports and written homework will be required. Course emphasis will be placed on developing written, oral, and computer presentations.

Tests	50%
Labs	35%
Homework	10%
Quizzes	5%

Letter grades will be calculated by using the following standard percentage point evaluation:

- A = 90-100%
- B = 80-89%
- C = 70-79%
- D = 60-69%
- F = under 60%

### **POLICY ON CHEATING & PLAGIARISM**

In keeping with the philosophy that students are entitled to the best education available, and in compliance with Board Policy 5410, each student is expected to exert an entirely honest effort toward attaining an education. Violations of this policy will result in disqualification for the course.

### **ACCOMMODATIONS FOR STUDENTS WITH DISABILITIES**

If you have a verified need for an academic accommodation or materials in alternate media (i.e., Braille, large print, electronic text, etc.) per the Americans with Disabilities Act (ADA) or Section 504 of the Rehabilitation Act, please contact me as soon as possible.

## **BEHAVIORAL STANDARDS**

- A. It is a common courtesy to turn off all electronic devices (i.e., cell phones, mp3 players, etc...) when in a group setting. Please exercise this courtesy!
- B. Students are expected to conduct themselves in a mature and responsible manner that respects the rights of all other individuals.

## **IMPORTANT DATES**

- 1) Martin Luther King Jr. Holiday January 18
- 2) Last Day to Register for Full-Term Classes January 29
- 3) Last Day to Drop and Avoid a "W" January 29
- 4) Lincoln Day Holiday February 12
- 5) Washington Day Holiday February 15
- 6) Last Day to Drop Class (letter grades assigned after this date) March 12
- 7) Spring Recess March 29 – April 2
- 8) Finals Week May 17 - 21

## **FINAL EXAM**

**THURSDAY, MAY 20<sup>TH</sup>, 11:00AM – 12:50PM**