

LIFE'S BEST LESSONS ARE LEARNED ON THE FARM.

Hard work. Caring for the land. And business operations.



Generations of farmers and ranchers have learned the valuable lessons of those who came before them. With changing markets and increased costs, farming and ranching the same way year after year may not keep your operation profitable. Continue life's lessons with the North Dakota Farm Management Education Program.

You'll learn to gather and analyze data:

- Keep detailed records
- Develop cash flow projections and balance sheets
- Prepare yearly analysis to establish benchmarks
- Create financial statements for ag lenders and tax preparers
- Evaluate crop and livestock profitability, and more

Hear more life lessons from
ND farmers and ranchers at
ndfarmmanagement.com

ND FARM
MANAGEMENT EDUCATION



Maximize your potential and meet your professional and personal goals with the North Dakota Farm Management Education Program

How do I enroll?

Enrollment in the program involves registering for a class with a one-on-one instructor. Contact an instructor from your area and they will guide you through the process of filling out a few simple forms. Visit www.ndfarmmanagement.com to find an instructor near you.

What does it cost to enroll?

The annual enrollment costs vary based on when the participant enrolls at either of the four community colleges or Glen Ullin High School. On average, the personalized instruction costs \$650 per year.

I don't want my financial information to become public. Should I be concerned?

There is no need for concern in sharing information. All information and data collected is completely confidential. We will establish a relationship with your lender so information can be shared. Your analysis will be submitted for the purpose of publishing state and regional averages but will only be used as part of a group average.

Who should enroll in the ND Farm Management Education Program?

Our program has great value to all ages and situations. We have students from ages 18 to 70, and from 1st year farms to well-established operations. It is all about understanding your farm or ranch's financial situation and performance to help you make better decisions.

What is the time commitment required of me?

The time you put into the program will determine how much you get out of it. At a minimum you will be expected to keep a complete set of financial and production records suitable to complete a whole farm analysis. Three to five visits a year are typical, but new students may meet monthly. Long-term students may meet less often. Each student's needs are different.

Work one-on-one with an experienced instructor for a program tailored to your specific needs. Enroll at any time to ensure a brighter future for your farm or ranch.



"The Farm Management Program has played a huge role in our operation over the years. We used it to help transition the operation from my parents to myself. Now we are using the Farm Management Program to assist in transferring the operation from ourselves to our son."

- Bismarck State College Program Enrollee 

"It has allowed us to make more intelligent decisions based on the information provided to us in the packet. It has allowed our lender to also better understand the farming operation. With the stress and tight margins in the farm sector today, the Farm Management program is a wonderful working tool to assist all involved in the operation."

- Dakota College at Bottineau Program Enrollee 

"I tell all of the new farmers in the area that the best money they could spend is to join this program and learn how to do this part of farming correctly. I feel it is one of the most vital parts of my farming regimen. Everybody says a farmer needs a team to help on the farm (loan officer, agronomist, chemical specialist, equipment specialist, insurance agent). My instructor in this program is one of these parts of my farming team, and I hope it continues."

- Bismarck State College Enrollee 

ANNUAL ECONOMIC GAIN OF PARTICIPATING IN THE FARM MANAGEMENT PROGRAM FOR YOUR FARM/RANCH

50% of enrollees surveyed benefit from an annual economic gain of \$10,000 or more

