



# *Have you reached out to a Farm Business & Production Management instructor lately?*

## **What is Farm Business and Production Management (FBPM)?**

A program offered through Wisconsin area technical colleges, where various classes relating to farm business management and production are taught. A unique component to the class offerings is one-on-one time with the instructor to work on meeting student's business and individual goals. Farm business and production management programs are designed to provide education to farm owners and operators, or persons interested in farming.

## **FARM FINANCIAL ANALYSIS GRANT**

### **Benefits of Completing a Farm Financial Analysis**

- Know where you stand financially
- Know how you compare to other farms in the state and nation.
- Identify areas of improvement.
- Be part of a national database that legislatures look at and value.

### **How to Complete a Farm Financial Analysis**

Reach out to one of the three local participating technical colleges and enroll in a Farm Business and Production Management (FBPM) class.

### **Items Needed:**

Beginning and Ending Balance Sheet, Profit and Loss Statement and a Statement of Cash Flows. (Not sure how to compile that information. No worries, one of the FBPM instructors can assist you!)

### **Other Benefits:**

New farms completing a farm financial analysis receive \$200-\$300. (amount varies based on completing a whole farm analysis or whole farm and enterprise analysis)

**Questions regarding the grant please contact  
Sara Maass-Pate [maasspat@fvtc.edu](mailto:maasspat@fvtc.edu)**

## **What They Do...**

- Deliver flexible farm business management education;
  - In the classroom, one-on-one instruction, or online.
- Provide basic training on various practices in operating a farm.
  - Examples: Crops and Soils, Animal Nutrition, Financial and Business Planning, Nutrient Management Planning, Farm Transitions, Marketing, and Farm Safety.
- Instruct contemporary production concepts as they relate to applying technology.
- Evaluate farm financials and record keeping.
- Offer timely and student focused agriculture topics.
- Provide information based on individual interest and needs.
- Conduct Farm Financial Analysis and Benchmarking.
- Assist in achieving student goals.
- Develop trusted relationship through multi-year educational efforts.
- Listen and offer honest effective feedback.

## **WHO THEY ARE & WHERE YOU CAN FIND THEM.**

**Fox Valley Technical College**  
Jeremy Hanson: 920-585-1821  
[hansonj@fvtc.edu](mailto:hansonj@fvtc.edu)  
Sara Maass-Pate: 715-853-9226  
[maasspat@fvtc.edu](mailto:maasspat@fvtc.edu)

**Mid-State Technical College**  
Mike Sabel: 715-498-0911  
[mike.sabel@mstc.edu](mailto:mike.sabel@mstc.edu)

**Northeast Wisconsin Technical College**  
Jonathon Bahrke: 920-373-8928  
[jonathon.bahrke@nwtc.edu](mailto:jonathon.bahrke@nwtc.edu)  
Brian Niemuth: 920-412-9894  
[brian.niemuth@nwtc.edu](mailto:brian.niemuth@nwtc.edu)  
Aaron Pape: 262-674-4021  
[aaron.pape@nwtc.edu](mailto:aaron.pape@nwtc.edu)