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FARM BUSINESS MANAGEMENT PROGRAM GUIDELINES,

SUGGESTIONS AND RESOURCES

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Farm Business Management Program Guidelines
Suggestions and Resources

Introduction

The information contained in this bulletin should be useful to cooperative extension agents in planning farm management programs and activities. One specific use is for reporting Department of Agricultural Economics program offerings and available resources to agents attending the annual program development workshops held in September, 1981.

Faculty, staff and students at Cornell may also find that this is a useful reference. The farm management program guidelines and suggestions can be used to help describe a viable farm management program. The lists of program offerings, training schools and farm management faculty provides a valuable summary of the time and resources the farm management staff contributes to extension programs.

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Extension Farm Business Management & Marketing Program Guidelines

- A. Plan and develop a strong program.
 1. A program that is well defined to meet needs of various audiences.
 2. A program that is progressive and has a 3-5 year time span.
 3. A program with substance that meets current as well as long term needs.
- B. Conduct a well balanced program. Find the right combination of traditional programs, special activities and newly conceived programs to meet the desired objectives.
 1. Traditional on-going "bread and butter" programs.
 - a. Farm business records summary.
 - b. Counseling with individual farm families.
 - c. Farm business planning and decision making.
 - d. Farm management newsletters and columns.
 - e. Farm taxmanship and estate planning.
 - f. Economic situation and outlook.
 2. Special activities that usually involve college resources and are not repeated each year.
 - a. Profitable organization of dairy farm enterprise workshops.
 - b. Estate and retirement planning schools.
 - c. Major Capital Investment workshops.
 - d. Farm business partnership meetings.
 - e. Milk marketing schools.
 - f. Crop marketing workshops and meetings.
 - g. Other sequential schools (see next page).
 - h. Regional meetings for accountants, lawyers, bankers, farm realtors.
 3. Local programs initiated to meet the needs of a specific audience, to address a specific problem or to capitalize on a new opportunity.
 - a. Seminars for managers of large farms, small farms, farms with unique problems, farms with unique opportunities.
 - b. Program for limited resource farmers.
 - c. Programs for beginning farmers, seminar for senior farmers, series of schools for farm spouses, or schools for career farm workers (employees).
 - d. Farm management tours, farm management walks, whole farm study for Agribusiness.
 - e. Applied research projects, e.g., survey of labor management practices, partnership agreements, custom rates, land rental rates.
 - f. Management seminars for bulk milk haulers.
 - g. Basics of on farm computer utilization.
- C. Involve the local people in planning, developing and evaluating the program.

1981-82 FARM MANAGEMENT PROGRAM ACTIVITY SUGGESTIONS

Schools & Workshops For Farmers

The activities listed in the following table are sequential schools and workshops planned for farmers and agribusiness people working directly with farmers. Most of the programs have been developed by College and field staff working together. They are available to counties on a request basis with priority given to regional and well planned county programs. Agent and specialist participation is encouraged.

FARM MANAGEMENT SCHOOLS & WORKSHOPS
FOR FARMERS, 1981-82

Title	Sessions	Contact Person	(Support Staff)
Active:			
Estate & Retirement Planning	1 or 2	<u>Loren Tauer</u>	(Stuart Smith)
Farm Business Arrangements	1 or 2	<u>Stuart Smith</u>	(Loren Tauer)
Profitable Organization of Dairy Farm Enterprises	3 or 4	<u>Wayne Knoblauch</u>	(Bob Milligan)
Least Cost Balanced Dairy Rations	2 or 3	<u>Larry Chase</u>	(Bob Milligan Wayne Knoblauch Charles Sniffen)
Understanding Milk Marketing Orders & Pricing	2	<u>Walt Wasserman</u>	
Profitable Combination of Cash Crop Enterprises	3	<u>Wayne Knoblauch</u>	(Bob Milligan)
Major Capital Investment For Dairy Herd Expansion	4	<u>Wayne Knoblauch</u>	(Eddy LaDue George Casler Stuart Smith)
Available:			
Major Capital Investments For Greenhouse Energy Saving Techniques	1 or 2	<u>Jerry White</u>	

Regional and Statewide Seminars For Farmers and Agribusiness

The following seminars are planned and conducted by Cornell faculty and staff unless indicated differently.

Primarily For Farmers:

Personnel Management For Large Farm Businesses - Jan Uary, contact R. B. How
Farm Family Estate Planning - January 19, Morrison Hall, S. F. Smith
Cornell Dairy Days - January 12-13, R. David Smith, Animal Science
Grain Marketing Seminar (must be initiated by agents, contact R. B. How)
Money Management Seminar (must be initiated by agents, contact R. B. How)

Primarily for Agribusiness:

Regional Farm Tax Schools; Southwestern New York 11/17, Batavia 11/18, Keuka, 11/20,
Syracuse 11/23, Albany 12/1, Oneonta 12/2, Canton 12/4, Kingston 12/11,
Long Island 12/16, Owego 12/18, contact S. F. Smith
Economic Situation and Outlook Conference; December 15, R. B. How
Regional Business Organization and Estate Planning Seminars for Attorneys and
Accountants, June-August, contact J. Bugliari
Bankers School of Agriculture (Cornell) & Regional Key Bankers Meetings, contact
E. L. LaDue
Business Management School for Agribusiness Executives - Cornell, contact R. Aplin
Training Schools For Farm Credit, FmHA, Agway and other Farm Consultants
(initiated by Agribusiness group).

Suggested Topics For Locally Planned Meetings and Activities

For Farmers:

Farm Accounting Schools, Cash Flow Planning Workshop, Using Farm Records in
Decision Making, Forward Planning, Feeding the Dairy Herd Economically,
Farm Business Analysis For Summary Participants and Other Groups

Farm Insurance Seminar, Labor Regulations, Labor Management, Farm Estate
and/or Retirement Planning, Farm Tax Management and/or Income Tax Reporting

Farm Credit and Financial Meeting, Managing Debt Capital, Farm Partnerships and
and/or Corporations, Farm Leasing Arrangements, Renting Farm Property, Legal
Considerations For Farm Owners and Operators

Dairy Economic Situation and Outlook, Cash and Grain Crop Situation and Outlook,

For Agribusiness:

Region Tour For Bankers, Agribusiness Associates or Seminars, Farm Unit Study
Program For Consultants, Agricultural Situation and Outlook Meeting

1981-82 SCHEDULE OF PLANNED EDUCATIONAL OPPORTUNITIES
FOR BUSINESS MANAGEMENT AGENTS

October 13-15	Optimum Utilization of Resources To Feed Dairy Cattle - Cornell, for Dairy and Farm Management Agents, contact Bob Milligan.
October 20-23	Orientation of New Agents & Specialists - Cornell
November 9-12	Production Agricultural Training School
November 17 - December 18	Regional Farm Tax Schools: Ten five hour schools
December 9 & 10	Economic Situation & Outlook School - (Extension Conference - Grossingers)
January 12-13	Cornell Dairy Days - Morrison Hall
January 19	Farm Estate Planning Seminar - Cornell - Morrison Hall
March	Indepth Study Week - Cornell e.g., Economic principles for production agents Fundamentals of estate planning
April	Early inservice education for first & second year agents- one week each - Cornell
May	Mid-Year Dairy Situation & Outlook Conference - Syracuse
June	Cornell Dairy Tour
July	Early Inservice Education for first year agents - one week - Cornell
July	Farm Unit Study for second year agents - one week - Cornell

Farm Business Management & Marketing Faculty & Staff With Extension Responsibilities

<u>Name</u>	<u>Program Area</u>
Brian How	Department Extension Leader, management of vegetable farms and enterprises, vegetable marketing and processing, and direct marketing program.
Bruce Anderson	Agricultural and farmer cooperatives.
John Brake	W. I. Myers Professor of Agricultural Finance.
Max Brunk	Fruit, grain and livestock marketing.
Joe Bugliari	Agricultural law, estate planning and business taxes.
George Casler	Capital investment, analysis, risk and uncertainty, feed and grain situation and outlook, agricultural waste management, farm scale alcohol production, farm taxmanship.
George Conneman	Director of Instruction.
Dale Grossman	Agricultural law, estate planning, and business taxes.
Wayne Knoblauch	Dairy farm enterprise budgeting and analysis, computerized farm management decision aids, crop and livestock production economics, dairy systems, census interpretation and use.
Eddy LaDue	Agricultural credit and farm finance, computerized farm management decision aids, business insurance, farm growth and investment analysis.
Bill Lazarus	Dairy farm management, field crop economics and integrated pest management (starts November 1981).
Bill Lesser	Marketing (dairy livestock and commodities marketing).
Austin Lowry	CAMIS general monthly accounting program maintenance and operation, promotion, training and materials.
Bob Milligan	Production and marketing of milk and dairy products, computerized farm management decision aids, cash flow budgeting, dairy farm enterprise analysis, drainage, developing new farm management tools.
Andy Novakovic	Milk marketing.
Stuart Smith	Farm business summaries, CAMIS coordination, farm taxmanship, budgeting, business arrangements, inservice agent training, dairy and livestock economics, Ag Update.
Darwin Snyder	Farm enterprise (cost) accounts; estimating costs and returns from livestock and crop enterprises.
Bud Stanton	Farm management and agricultural policy, evaluating new technologies, interpreting experimental results, land use, economic development and food policy.

Farm Business Management & Marketing Faculty & Staff With Extension Responsibilities

<u>Name</u>	<u>Program Area</u>
Loren Tauer	Retirement and estate planning, farm taxmanship, business arrangements, farm business summaries.
Walt Wasserman	State and regional milk marketing program coordination, training and materials.
Jerry White	Business management and production economics for fruit, vegetable, floriculture, and ornamental horticulture businesses. Specific programs include capital investment analysis for orchard, vineyard, and greenhouse investments, financial management, and fruit farm business summaries.

Other Agricultural Economics Faculty & Staff Resources

Olan Forker	Department Chairman, marketing poultry and eggs.
David Allee	Resource economics.
Dick Aplin	Agribusiness management.
David Blandford	Policy and international trade.
Dick Boisvert	Community development.
Art Bratton	Emeritus Professor of farm business management.
Howard Conklin	Rural land policy.
Jon Conrad	Marine economics and business management.
Lee Day	Rural development policy (Director of Northeast Regional Center).
Ken Gardner	Agricultural districts and alternative farm land policy.
Bob Kalter	Resource economics, energy policy and economics.
David Lee	Competitive position of Northeast agricultural (starts December 1981).
Ken Robinson	Agricultural policy and economic outlook.
Bob Smith	W.I. Myers Professor Emeritus
Bob Story	Emeritus Professor of milk marketing.
Duane Wilcox	Local government.

FARM BUSINESS SUMMARY PROJECTS
Department of Agricultural Economics
Staff Help For 1981-82

Below is a schedule of the Agricultural Economics staff and the counties they will be working with on farm business management project summaries for 1981-82. Again this year we are planning on group summaries (including several counties) as shown below.

Wayne Knoblauch:

Western Plain	Genesee, Monroe, Niagara, Orleans, Livingston, Erie
Central Plain	Wyoming, Ontario, Seneca, Wayne, Yates
Mid New York	Cortland, Cayuga, Madison, Onondaga, Oswego

Eddy LaDue:

Oneida-Mohawk	Oneida, Fulton, Montgomery, Schohaire, Herkimer
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Bill Lazarus (tentative):

Northern New York	Clinton, Franklin, Essex, St. Lawrence, Jefferson, Lewis
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Stuart Smith & George Casler:

Eastern Plateau	Broome, Chemung, Chenango, Delaware, Otsego, Schuyler, Tioga, Tompkins
Southeastern New York	Orange, Sullivan, Ulster
Hudson Valley, North	Albany, Greene, Rensselaer, Saratoga, Schenectady, Washington
Hudson Valley, South	Columbia, Dutchess
New York State Beef Farms	any county
New York State Hog Farms	any county

Loren Tauer:

Western Plateau	Allegany, Cattaraugus, Chautauqua, Steuben
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Jerry White:

Great Lakes Grape Farms	Chautauqua
Eastern New York Fruit Farms	Columbia, Ulster, Dutchess
Lake Ontario Fruit Farms	Niagara, Orleans, Monroe, Wayne