



BEAU ANDERSON

SPECIAL
POINTS OF
INTEREST:

- Why Enroll in Farm and Ranch Management
- Introduction of Instructor-Beau Anderson
- Enrollment Info

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Farm & Ranch Management

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Farm & Ranch Business Management Education – Are You Involved?

By Allen Graner, Farm & Ranch Management Instructor, Rugby Public Schools

Limited cash flow from increased costs of operation, fluctuations in the markets for their commodities has increased the awareness of today's farm & ranch producers to seek better ways managing their businesses.

The North Dakota Farm Business Management Education (NDFBM) is an education program that assists today's farmers and ranchers to develop the business skills necessary to compete in today's business climate. NDFBM is a comprehensive education program developed to provide producers with enhanced financial management skills to better understand their own businesses.

A system of sound financial and production records is the basis of farm management education. NDFBM works with a variety of accounting systems. An analysis of the information from the farmer or ranchers accounting system is completed at the end of each year using a comprehensive farm financial planning and analysis from the University of Minnesota called FINPACK. This analysis provides producers with the needed information about costs of production for enterprises raised within their businesses, financial statements (balance sheet, income statement, cash flow) and comparisons of similar sized farm operations in their area. With data collected from participating producers NDFBM publishes annual average reports to serve as benchmarks which producers can use for comparison of their businesses to other similar farm and ranches in their region and across the state.

Marketing Education is also provided within the programs to assist producers with skills needed to increase the profitability of their operations. Instruction in basic marketing skills includes understanding the cash markets along with additional education in futures and options. This marketing information can assist producers in receiving better returns for their production and added profitability for their farm or ranch business.

To get involved with a farm and ranch business management education program in your area contact Steve Zimmerman, State Supervisor for Agricultural Education at the state capitol at 701-328-31262 or visit our website at www.ndfarmmanagement.com

Important Dates:

Oct. 16 7-9 Pm CST

Informational Seminar

Ernie French Center– Hwy 2 W Williston (NDSU Farm)
Coffee, Pop, & Snacks Provided By: WSC-Adult Farm Management

Meet Beau Anderson!



Anderson graduated from Montana State in Bozeman, class of 2002.

Hello from Williston State College, I am proud to announce that Adult Farm and Ranch Management has once again been added to the offerings here at Williston State, and I am eager to work with any and all farmers and ranchers in preserving the future of production agriculture in Northwest North Dakota and Northeast Montana.

I am originally from Bainville, MT where my roots go back to the family farm,

FFA, and many community activities. I graduated high school in 1998 and moved to Bozeman, MT where I obtained a BS degree in Agriculture Education. I began my teaching career at Trenton High School where I instructed students in Agricultural topics and advised the FFA program. Now, I am employed by Williston State College to revive the Adult Farm and Ranch Management program.

My family includes

my Father, Vance Anderson of Bainville, brother, Ty Anderson of Bainville, and sister, Vandi Anderson of Minneapolis, MN.

After college, I also began farming with my father and brother in Montana and North Dakota,

I look forward to serving you in the Adult Farm Management program, and if there are any questions, please feel free to call me at the Ernie French Center, 701-774-4315.

The North Dakota Farm Business Management Education (NDFBM) is an education program that assists today's farmers and ranchers to develop the business skills necessary to compete in today's business climate.

Our Mission

"To provide lifelong learning opportunities in economic and financial management for adults involved in the farming and ranching business"

WSC Farm & Ranch Management

2006 Enrollment Prices

WSC Per Credit Fees

Campus credit + Fees	\$110.16
Farm Mngt Travel+Material fees	\$ 21.09
Total	\$131.25

Min 2 Credits

\$262.50 Min 2 Credits/Semester

2007 Enrollment Prices

WSC Per Credit Fees

Campus credit + Fees	\$110.16
Farm Mngt Travel+Material fees	\$ 21.09
Total	\$131.25

- **Spring/Fall Semester signup**
- **Full Year Tuition \$525.00**

What Do I Get for My Enrollment Fee?

In the Adult Farm and Ranch program, farmers will be a part of an elite group of growers who insist on keeping quality records. This class will provide the resources to the producer through these methods:

- Provide resources to better manage the farm

or ranch through secure and confidential record keeping and analysis.

- Better utilize technology on the farm.
- Account book closeout and analysis to better serve producer in making key decisions.

- Interpretation of Farm analysis including return on overhead, break-even, and evaluation production and marketing programs.
- Instructor to producer contact. 80% on farm contact, 20% in class instruction

Feeding Calves for More Profit

Steve Metzger , Farm Business Management Coordinator, Carrington Research-Extension Center

CARRINGTON , N.D. - With prices for fall weaned calves at historically high levels many producers are attempting to determine if selling them or feeding them to heavier weights is the correct decision for their operation. How might beef producers work through the maze of information concerning sale prices, feed costs, rates of gain and other livestock information to determine what is in the best financial interest of their own operation?

Producers who are considering selling or feeding calves need to consider a variety of facts and figures that can greatly affect the bottom line. Does the producer have the facilities to feed calves at home or should arrangements be made with a commercial yard? While home lots may be utilized for about 10 cents per day commercial lots will typically charge from 25 to 30 cents per head per day. Other items such as veterinary care are usually provided by the commercial feedlots and added to the daily lot charges.

Key items for producers to understand are the importance of the cost of the ration on a per pound of gain basis and the importance of the daily rate of gain for the calves being fed. Beef calves can be fed today for approximately 25 cents per pound of gain with each pound of gain selling for prices well above the one dollar per pound mark. The correct ration formulation is also a key component to the daily rate of gain. An additional gain of just one-half pound per day can add as much as \$40 of additional net income onto the sale value of a 550 pound calf when it is fed to a weight of approximately 850 pounds.

The price paid for calves will obviously have a great impact upon the final net return. For example, calves weighing 550 pounds and valued at \$1.25 per pound will have a breakeven price that is approximately \$7 less per hundred-weight than the same weight calf purchased at a cost of \$1.35 per pound. This translates into an additional \$58 of net income for a calf that gains two and one-half pounds per day and weighs approximately 850 pounds at the time of sale.

Potential calf feeders also need to understand the price protection that can be afforded them through the use of futures or options on futures. Backgrounded calves can today be price protected at \$1.10 per pound through most of January of 2006 through the purchase of a January put option for less than 2 cents per pound. This provides the livestock feeder with the opportunity to lock up a futures price while greatly reducing price risk.

Beef producers may go online at www.ndfarmmanagement.com and under the reports section to view beef backgrounding and finishing budgets for various weights of calves with various prices, rates of gain and assorted feed costs. These breakeven prices and budgets were developed with the listed "Feeder Calf Budgeting Spreadsheet". Producers may with the use of the Excel™ spreadsheet program run these from the web site or download them and use them in that manner. The Excel program is not needed to simply view the feeding and budgetary information.

Producers will find additional information on this and other crop and livestock enterprises as well as a variety of other farm data at the afore-mentioned website. Additional information on the North Dakota Farm Business Management Program may be secured by contacting Steve Zimmerman, State Supervisor for Agricultural Education at the State Capitol, at 701-328-3162. The Farm Business Management program is sponsored by the North Dakota State Department of Career and Technical Education.

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Farm Business Management Programs are designed to provide education to farm owners and operators or persons interested in farming. The purpose of the program is to assist clients in meeting their business and personal goals. This is best accomplished through the use of quality records and sound business decisions.

www.ndfarmmanagement.com

