

**SOUTHEAST COMMUNITY COLLEGE**  
**COURSE SYLLABUS**  
**TRAN-WELDING-AG**  
**Agriculture Management & Production Program**  
**Revision Date: August 2023**

**I. CATALOG DESCRIPTION**

**Course Number:** AGRI 2202  
**Course Title** Farm and Ranch Management  
**Prerequisite(s):** AGRI 1205 and AGRI 1216

**Catalog Description:** Study of business management systems within the total business operation. Methods of acquiring financial resources for agricultural or any business such as purchasing, leasing, and contractual agreements. Includes developing cash flow, income balance sheets, partial budgets, and developing and utilizing a management plan.

**Credit Hours:** 4.0  
**Class Hours:** 45  
**Lab Hours:** 45  
**Total Contact Hours:** Total of Class + Lab Hours 90

**II. COURSE OBJECTIVES:** *Course will:*

**A. Objectives:** *Course will:*

- a. introduce methodologies for obtaining finances
- b. explain development of a financial (business) plan including goals and objectives
- c. incorporate financial strategies dealing with credit and management plans
- d. explain and demonstrate the importance of inventory, credit, contractual agreements, and leases
- e. discuss loan types, payment schedules, and application
- f. assess the importance of wills and estate planning
- g. discuss water laws for both groundwater and surface water usage
- h. discuss estate and inheritance tax
- i. explain, discuss, and create income statements and cash flows
- j. discuss different types of tax strategies used by agricultural businesses
- k. discuss different ways of obtaining machinery and equipment

**III. STUDENT LEARNING OUTCOMES AND GENERAL EDUCATION LEARNING OUTCOMES:**

**A. STUDENT LEARNING OUTCOMES:** *Student will be able to:*

- a. develop a business plan for a business in the field of agriculture
- b. inventory a farm, ranch, or business using both market and cost basis methods
- c. apply philosophy and theory of goal development pertaining to business management
- d. apply for agricultural financing
- e. identify resources available for financing an agribusiness
- f. discuss appropriate contracts and leases for various needs

- g. develop an estate plan
- h. compute break evens on both crops and livestock
- i. complete a cash flow budget
- j. identify information found on an income statement
- k. compute a breakeven on machinery and equipment ownership
- l. understand how water rights affect the AG community
- m. understand how estate and inheritance tax affects asset distribution

## **B. GENERAL EDUCATION LEARNING OUTCOMES**

### **GELO #3: Critical Thinking & Problem Solving**

Critical thinkers have the ability to evaluate a problem or assumption and determine an appropriate course of action. They use reason and evidence to make judgments and decisions. Critical thinking and problem-solving skills rank highly among employer expectations.

#### **Outcomes:**

- 1) Collect, identify, interpret and analyze data.

## **IV. CONTENT/TOPICAL OUTLINE (*course outline may provide more detailed information*)**

- A. Importance of Business Management
- B. Introduction to Financial Resources
- C. Agribusiness goals and development
- D. Completion on an inventory
- E. Components of a Management Plan
- F. Ag Law Overview
  1. Contracts and Leases
  3. Estate Plans

## **V. INSTRUCTIONAL MATERIALS**

**A. Required Text(s):** Kay, Ronald D; William M. Edwards and Patricia A. Duffy. **Farm Management, 9<sup>th</sup> edition**, McGraw Hill Create, 2022, ISBN 978-1-30-781177-3

#### **B. Other Resources:**

Various handouts, calculator, 3-ring notebook

## **VI. METHODS OF PRESENTATION/INSTRUCTION**

Methods of presentation typically include a combination of the following:

- A.** Presentation methods will include but not be limited to lecture, demonstrations, practice activities, and over-the-shoulder supervision.
- B.** Lab assignments and projects designed to develop problem-solving skills.

## **VII. METHODS OF EVALUATION**

- A. Methods of evaluation typically include a combination of the following:
- B. Quizzes, tests, and exams
- C. Skills tasks, lab work, daily participation
- D. Homework, projects, etc.

### **SCC STANDARD GRADING SCALE POLICY:**

<b>A+ 95-100</b>	<b>C+ 75-79</b>
<b>A 90-94</b>	<b>C 70-74</b>
<b>B+ 85-89</b>	<b>D+ 65-69</b>
<b>B 80-84</b>	<b>D 60-64</b>
	<b>F Below 60</b>

## **VIII. SPECIFIC COURSE REQUIREMENTS:**

- A. Successful completion of all quizzes, exams, projects and assignments
- B. Successful completion of daily work projects designed to develop specific agribusiness management skills