

# Life as a Farm Business Management Instructor

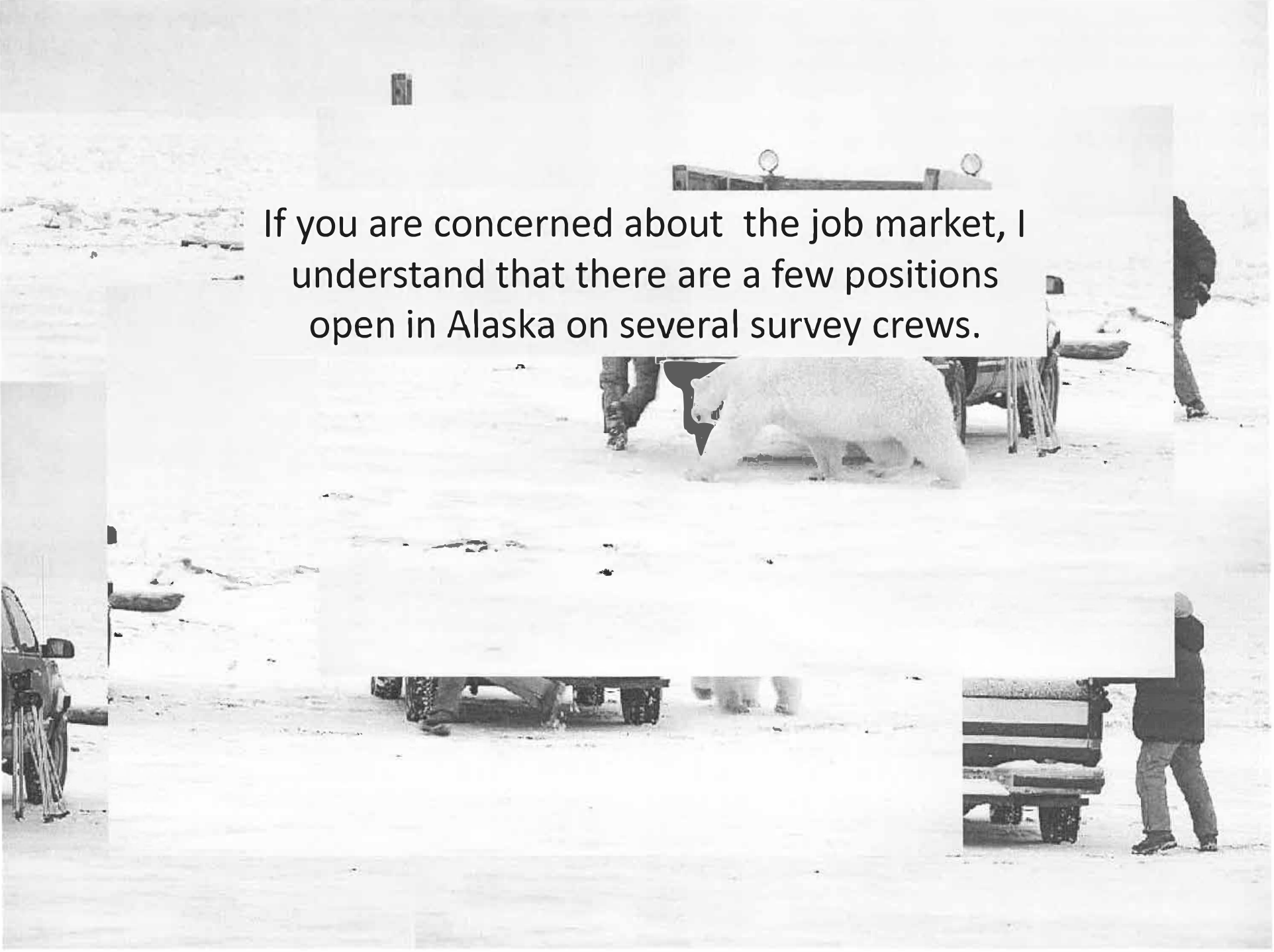
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JUST in TIME  
JUST in CASE  
REAL TIME  
REAL IMPACT

## Questions you may have:

- What is the job all about?
- Are these farmers students or clients?
- What are the major parts of the curriculum?
- How do you teach farmers, and when?
- Do FBM instructors teach year round?
- Does the time of year effect the job?
- Do FBM instructors use much technology?
- Are the challenges and opportunities greater  
or just different than High School?
- How much travel is involved?

Before we move on...

A collage of black and white photographs showing a polar bear in a snowy environment. The bear is the central focus, standing on a flat, snow-covered surface. In the background, there are several people and pieces of equipment, including what looks like a surveying instrument on a tripod and a small building or structure. The overall scene suggests a field research or surveying operation in a cold, Arctic region.

If you are concerned about the job market, I understand that there are a few positions open in Alaska on several survey crews.

If not, once you begin in the High School program, you may be looking for a capstone project for your high achieving Ag Mechanics students...



## What an FBM instructor does:

- Generally works with 35 – 50 students who are active farmers, full and part time
- Sets own work schedule based on student needs and program delivery
- Teaches students at the business site with some group instruction, web-based instruction, and in-office meetings.
- Communicates with local agencies/lenders
- Recruits new students when necessary
- Manages the office and college processes

# The curriculum is unique...

- The FBM curriculum is designed to offer students an individualized education plan
- General education is limited but not omitted
- There are key areas of every business that require study and provide opportunity for increased success with improved management – the curriculum touches them
- The key textbooks in the program are the Farm Record System and the Business Analysis

# The work/schedule is self-directed...

- Teaching FBM can be compared to running your own business
- Individualized instructional sessions are set up to fit student and instructor calendars
- The schedule for the day is determined by the number of instructional sessions offered
- The instructor sets up the calendar for the year planning for the workdays in the contract
- If you have the expected number of students, you run your business...following college policy of course



# The pressures are different...

- The instructor can enable the farmer (and family) attain business goals and their definition of success – with effective teaching methods
- The instructor deals with real student issues every day and they need guidance
- The schedule for the day is determined by the number of instructional sessions offered
- The average FBM student in Minnesota spent \$670,000 in the community and held \$1,500,000 in assets – with 40 students, the instructor influences \$26,800,000 in spending and \$60,000,000 in assets. (& 30,000 crop ac)
- The rewards can also be large in scale

## FBM instructors spread their work days throughout the year...

- The student's business operates all year
- Certain times of the year the student is not available for instruction
- These students need on-going instruction to cover the many issues of business ownership
- Each season of the year is a different opportunity for teaching and learning

# The life of an FBM instructor – Through the seasons - Winter

- The semester begins, students are registered
- The calendar year begins, students must finalize their inventories (Balance Sheet)
- Data from the accounting system needs to be accurate and complete for analysis
- The instructor works to complete a Finpack business analysis with each student
- The cash flow plan for the next year is set up to enable the student to secure financing
- Analysis data interpretation begins
- Days are long

# The life of an FBM instructor – Through the seasons - Spring

- The area report and state database information is available for comparative analysis
- The student focuses on field work
- Some students register for summer session
- The new season brings optimism and new questions to discuss with the instructor
- Analysis data continues to be interpreted and decisions are considered for the future
- The instructor can catch up on office duties and take some time off

# The life of an FBM instructor – Through the seasons - Summer

- The student focuses on summer responsibilities
- The instructor delivers education to those students enrolled in summer session & maintains a line of communication with all students
- Analysis data continues to be interpreted and decisions are considered for the future
- Preparations for fall term registration
- Questions need to be asked about the status of the business records
- Time is available for vacation and lighter days

# The life of an FBM instructor – Through the seasons - Fall

- Students are registered for the fall term
- The students need to calculate yields and record information from crop production
- Income Tax estimates are needed for yearend purchasing decisions
- Analysis data continues to be interpreted and decisions are considered for the future
- A major push is needed to ensure accuracy and completeness of business records
- Preparations are made for Winter registrations

# Technology and FBM instruction:

- The laptop computer is the major piece of equipment
- Email, PDAs, Internet searching, & GPS is common
- WebEx and webinar delivery to support instruction is becoming more routine
- Technology in the world of the farmer is ever changing and an understanding of those concepts is needed
- On-line curriculum enhancements and instructional materials are available
- Technology is alive and well in FBM instruction

# What are some of the tools in the FBM instructor toolbox?

- Statewide Curriculum
- State Financial Database (unique)
- FINPACK software / Accounting software
- Computer, Printer, Camera, etc
- Instructional materials
- Over 70 fellow instructors
- PEP to support new instructors
- Professional development opportunities
- Statewide/Regional leadership

- unique in the world  
- 2500 forms

PDA iPhones

Statewide/Regional leadership



Are there any questions?