

### ABOUT THE PROGRAM

Of the 9,520 Wisconsin dairy farms, 96% are family-owned. The Dairy Business Management Individual Technical Studies (ITS) Associate Degree prepares individuals whose goal is to take over or manage a family dairy farm and to train those entering the dairy industry for the first time to become managers/owners. This program will expand on already learned hands-on skills and strengthen the business knowledge needed to be the manager/owner of a farm operation. The target audience for this ITS degree includes graduates of a dairy-related technical diploma and those currently employed as dairy workers who envision a transition to a dairy management related career.

### PROGRAM OUTCOMES

- Manage herd nutrition.
- Manage herd reproduction.
- Manage herd health.
- Manage herd/farm business.
- Develop a business and transition plan.
- Apply economic and marketing strategies.
- Manage farm financials.

### CAREER AND EDUCATION ADVANCEMENT OPPORTUNITIES

LTC credits transfer to over 30 universities. For more information visit [gotoltc.edu/future-students/transfer](http://gotoltc.edu/future-students/transfer).

### ADMISSION AND PROGRAM ENROLLMENT STEPS

- Submit online application.
- Submit transcripts (high school & other colleges). NOTE: Official transcripts required for acceptance of transfer credits; Financial Aid may require.
- Complete the online Student Success Questionnaire.
- Complete On-Farm Placement and Release form.
- Ensure enrolled in or graduate of Dairy Herd Management program.
- Schedule a Program Advising Session with your assigned advisor to plan your first semester schedule, review your entire plan of study, discuss the results of the Student Success Questionnaire.

### APPROXIMATE COSTS

- \$136.50 per credit tuition (WI resident) plus \$8.10 per credit student activity fee. \$10 per credit online or hybrid fee. Material fee varies depending on course. Other fees vary by program. Visit [gotoltc.edu/financial-aid/tuition-and-fees](http://gotoltc.edu/financial-aid/tuition-and-fees) for details.

### FINANCIAL AID

This program is eligible for financial aid. Visit [gotoltc.edu/Financial-Aid](http://gotoltc.edu/Financial-Aid) or talk with your Career Coach about how to apply for aid.

### SPECIAL NOTE

Terms 1 and 2 of this curriculum completes the Dairy Herd Management technical diploma. Terms 3 and 4 include select courses from the Agribusiness curriculum that provide business management knowledge and skills. Terms 3 and 4 have the option for several online courses in addition to several in-person lab courses. Terms 3 and 4 are also available at the Moraine Park Technical College campus through videoconference.

If you have completed the Agribusiness Science & Technology degree and wish to pursue this degree you have completed some Term 1 and 2 course equivalents. Please work with your advisor to apply these dual credits.

### CONTACT

Don Geiger, Program Advisor  
 920.693.1378 • [donald.geiger@gotoltc.edu](mailto:donald.geiger@gotoltc.edu)

| Catalog No.   | Class Title   | Credit(s)       |
|---------------|---|-----------------|
| <b>Term 1</b> |   |                 |
| 10091102      | Dairy Cattle Management   | 3               |
| 10091103      | Dairy Reproductive Management   | 3               |
| 10091115      | Nutrition Principles - Dairy  | 3               |
| 10091104      | On-Farm Internship 1  | 1               |
| 10091117      | Animal Records - Dairy  | 1               |
| 10804123      | Math with Business Applications   | 3               |
|               |   | <b>14</b>       |
| <b>Term 2</b> |   |                 |
| 10091105      | Dairy Feeding Management  | 3               |
| 10091106      | Dairy Management Applications   | 3               |
| 10091107      | Dairy Employability and Management  | 3               |
| 10091108      | Quality Milk Production   | 3               |
| 10091109      | On-Farm Internship 2  | 1               |
| 10091113      | Dairy Issues and Advocacy   | 1               |
|               |   | <b>14</b>       |
| <b>Term 3</b> |   |                 |
| 10006-112     | Farm Business Management  | 3               |
| 10006146      | Precision Ag Technologies   | 3               |
| 10006135      | Agriculture Business Accounting OR<br>0101155 Accounting for Professionals (3 cr) | 3               |
| 10809196      | Introduction to Sociology   | 3               |
| 10801196      | Oral/Interpersonal Communication  | 3               |
|               |   | <b>15</b>       |
| <b>Term 4</b> |   |                 |
| 10006122      | Principles of Crop Production   | 3               |
| 10006130      | Ag Commodity Marketing  | 3               |
| 10006140      | Legal Aspects of Agribusiness   | 3               |
| 10006128      | Agribusiness Internship   | 2               |
| 10801195      | Written Communications  | 3               |
| 10809198      | Introduction to Psychology  | 3               |
|               |   | <b>17</b>       |
|               |   | <b>TOTAL 60</b> |

*Curriculum and Program Acceptance requirements are subject to change. Program start dates vary; check with your advisor for details. The tuition and fees are approximate based on 2018-2019 rates.*



**AGRICULTURAL COMMODITY MARKETING**...provides the student with the fundamentals of agricultural commodity marketing including risk management, futures market structure and function, futures commodity contract specification, as well as futures trading procedures and strategies including hedging and options. Students will engage in practice commodity marketing using a real world simulator and follow commodity markets and determine sources of variability affecting the futures prices. PREREQUISITE: 10006110 or 10006110OL Agribusiness Economics

**AGRICULTURE BUSINESS ACCOUNTING**...provides the learner with a study of accounting systems and methods appropriate for farms and agricultural businesses including the application of basic information-recording skills to allow for the construction of financial statements and filing of income tax forms. Students will produce and analyze financial statements and apply managerial accounting concepts by utilizing relevant financial software. PREREQUISITES: 10006110 Agricultural Finance or COREQUISITES: 10804123 Math w/Bus Apps and 10801196 Oral/Interpersonal Comm and CONDITION: 310011 Horticulture Technician enrollment requirements met

**AGRIBUSINESS INTERNSHIP**...provides the student the opportunity to choose from a broad variety of occupational experiences in the agribusiness industry. Student will work with faculty to develop a plan and to identify, coordinate, and evaluate work-associated learning experiences as they relate to the major career focus of the student. COREQUISITES:10006110 Agricultural Finance, 10006122 Principles of Crop Production, 10006124 Prin of Animal Breeding, and 10006126 Agribusiness Economics

**ANIMAL RECORDS - DAIRY**...introduces learner to records management through hands-on applications including the set-up and use of computerized record-keeping software, completion of sample farm record problems utilizing computerized record-keeping systems, as well as the selection and implementation of various computerized record programs. Software tools, such as PCDART, CowManager, and DairyCOMP 305, will be utilized. COREQUISITE: 10091103 Dairy Reproductive Management

**DAIRY CATTLE MANAGEMENT**...introduces the student to herd health and preventative medicine through understanding cow behavior, signs of illness, metabolic disorders, infectious disease, vaccination programs, and herd records to develop and implement a herd-health protocol. Students will learn and use basic tools and equipment of herd health programs.

**DAIRY EMPLOYABILITY AND MANAGEMENT**...prepares students to be employees and/or managers on the dairy farm setting. Students will learn about setting goals to reach dairy industry benchmarks, practice basic agricultural Spanish phrases, and develop appropriate dairy farm management and conflict-resolution skills. Team-building activities, mock interviews, and job shadowing will develop skills necessary for successful employment. Students will gather and organize all pieces of their portfolio upon completion of the program.

**DAIRY FEEDING MANAGEMENT**...provides the student with proper harvesting and storage practices to ensure the best forage for the cow's diet. Students will learn diet specifications for each step of the cow's life cycle, ration formulations, developing feed inventories, and maximizing resource allocations. PREREQUISITE: 10091115 Nutrition Principles - Dairy or 10006144 Nutrition Principles

**DAIRY ISSUES AND ADVOCACY**...prepares students to be advocates for the dairy industry. With farming becoming more publicized and scrutinized every day, students will learn how to promote and apply these concepts within the industry. Students learn the skills to talk and respond to dairy farm issues that the industry faces.

**DAIRY MANAGEMENT APPLICATIONS**...provides students with information to build protocols for dairy farm management. Students will learn about the proper environment, health protocols, and the care of cows in each part of their life cycle. DairyCare 365 and the F.A.R.M. program will also be utilized. One-on-one rotations to selected site farms allow students to learn and practice troubleshooting and problem-solving on the farm. COREQUISITE: 10091102 Dairy Cattle Management

**DAIRY REPRODUCTIVE MANAGEMENT**...prepares participants for the mating and breeding of the dairy herd. Topics include linear evaluation, selection indexes, anatomy, hormonal cycles, artificial insemination, estrus detection, activity monitors, and genomics. Live cattle for artificial insemination practices are featured.

**FARM BUSINESS MANAGEMENT**...provides learner with basic business management practices including the development of a business plan, establishment of short and long range goals, identification and implementation alternatives for reaching goals, and development of strategies to monitor progress. The importance of designing a business mission statement based on goals is emphasized.

**INTRODUCTION TO PSYCHOLOGY**...introduces students to a survey of the multiple aspects of human behavior. It involves a survey of the theoretical foundations of human functioning in such areas as learning, motivation, emotions, personality, deviance and pathology, physiological factors, and social influences. It directs the student to an insightful understanding of the complexities of human relationships in personal, social, and vocational settings. PREREQUISITE: Reading placement assessment equivalent or COREQUISITE: 10838105 Intro to Reading and Study Skills

**INTRODUCTION TO SOCIOLOGY**...introduces students to the basic concepts of sociology: culture, socialization, social stratification, multi-culturalism, and the five institutions, including family, government, economics, religion, and education. Other topics include demography, deviance, technology, environment, social issues, social change, social organization, and workplace issues. COREQUISITE: 10838105 Intro Reading and Study Skills or Reading placement assessment equivalent

**LEGAL ASPECTS OF AGRIBUSINESS**...provides students with pertinent information of the legal liabilities and regulations of an agribusiness at the state and federal levels. Course content includes legal descriptions, contractual agreements, employee and consumer rights, insurance, debt collection, as well as bankruptcy and employment protection issues as regulated by DOL, OSHA and DILHR. COREQUISITE: 10006130 or 10006130OL Agricultural Marketing and Sales

**MATH WITH BUSINESS APPLICATIONS**...covers real numbers, basic operations, linear equations, proportions with one variable, percents, simple interest, compound interest, annuity, apply math concepts to the purchasing/buying process, apply math concepts to the selling process, and basic statistics with business/consumer applications. PREREQUISITE: 10834109 Pre-Algebra or Math placement assessment equivalent and COREQUISITE: 10838105 Intro Reading and Study Skills or Reading placement assessment equivalent or CONDITION: 610061 Agribusiness/Agronomy Basic program admissions requirements met

**NUTRITION PRINCIPLES - DAIRY**...instructs students in utilizing basic nutrition skills to analyze rations and complete basic ration formulations. This course introduces the principles of nutrition as presented on a comparative species basis including characteristics, physiological functions, interrelationships, and deficiency symptoms as they pertain to carbohydrates, fats, proteins, mineral elements, and vitamins. COREQUISITE: 10804123 Math with Business Apps

**ON-FARM INTERNSHIP 1**...provides the student with the ability and skills to perform industry expectations as a dairy herdsman, including milking, feeding, calf care, scheduling, employer/employee communications, and general farm duties. Students work with their internship farm to complete the internship skills checklist. COREQUISITE: 10091115 Nutrition Principles-Dairy

**ON-FARM INTERNSHIP 2**...provides the student with enhanced skills, beyond the On-Farm Internship 1 course, to perform industry expectations as a dairy herdsman, including milking, feeding, calf care, scheduling, employer/employee communications, and general farm duties. Students work with their internship farm to complete the internship skills checklist. PREREQUISITE: 10091104 On-Farm Internship 1

**ORAL/INTERPERSONAL COMMUNICATION**...provides students with the skills to develop speaking, verbal and nonverbal communication, and listening skills through individual speeches, group activities, and other projects. COREQUISITE: 10838105 Intro Reading and Study Skills or Reading placement assessment equivalent

**PRECISION AG TECHNOLOGIES**...provides experiences to the student in agricultural precision technologies including bio-technologies, application industries, livestock equipment, precision farming, financial resource management, plant protection, sustainable agriculture, environmental impacts of agriculture, agricultural workforce, and agricultural production. To experience precision technology and demonstrations throughout the industry, students are required to drive or have appropriate transportation to attend labs. COREQUISITES: 10006136 or 10006136OL Principles of Agronomy

**PRINCIPLES OF CROP PRODUCTION**...provides knowledge of crop and soil nutrient management, including use of both commercial fertilizers and manure. Course topics include purchase or lease options for land, agronomy consulting programs, tillage and conservation plans, soil nutrient plans, cropping plans, managing nutrient waste, crop harvest and storage and production records. PREREQUISITE: 10006116 Intro to Soil Science or 10006116OL Intro to Soil Science Online or 10091105 Dairy Feeding Management or 10001123 Site & Soil Analysis

**QUALITY MILK PRODUCTION**...introduces the student to the process of how milk is produced and how to harvest it for a maximum profit to the farmer, including the major principles of milk secretion, the anatomy and physiology of the udder, milk letdown, proper milking practices, mastitis, efficient milking systems, and how to properly milk cows as well as treat and prevent udder infections.

**WRITTEN COMMUNICATION**...teaches the writing process, which includes prewriting, drafting, revising, and editing. Through a variety of writing assignments, the student will analyze audience and purpose, research and organize ideas, and format and design documents based on subject matter and content. Keyboarding skills are required for this course. It also develops critical reading and thinking skills through the analysis of a variety of written documents. PREREQUISITE: 10831103 Intro to College Wrtg or Writing placement assessment equivalent and COREQUISITE: 10838105 Intro Rdg & Study Skills or Reading placement assessment equivalent