



## Service Member Agricultural Vocation Education Syllabus

# S.A.V.E. Farm Program

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### *Program Recognition*

#### **Course Information**

##### Instructor Information

- **Instructor:** Greg Platt
- **Office:** Manhattan Chamber of Commerce
- **Office Telephone:** (785) 844-2495
- **E-mail:** gregplatt@hotmail.com

#### **Course Description**

S.A.V.E.s Tour Program introduces students to a wide array of agricultural support programs.

Program recognition intends to immerse students into several programs available during the course and tour season, learn about internship possibilities, provide students agricultural resources and support, learn about available funding and grants, explore networking opportunities, and establish connections with organizations in the student's home state or county.

Course goals include student exposure to Kansas producers who articulate their operation with details about production, cost, gains, timeframe, equipment requirements, lessons learned, and possible veteran mentoring and succession.

#### **General Education Outcomes**

Upon successful completion of this area, students will be aware of possible opportunities such as networking connections, internships, and agricultural information.

## ***Introduction to Enterprise discussion***

### **Course Information**

#### **Instructor Information**

- **Instructor:** Alan Hubbard
- **Office:** SAVE Farm
- **Office Telephone:** (785) 410-5011
- **E-mail:** save.alanh@gmail.com

### **Course Description**

Discuss what an enterprise is and how to establish, develop, and manage different kinds of enterprises on a farm. Topics covered will be different types of farming, a farmer as a business proprietor, funds for investment in the farm business, use of labor, land, equipment, and materials.

### **General Education Outcomes**

Upon successful completion of this course, students will have achieved knowledge in managing farm business as a business proprietor.

### **Student Learning Outcomes**

At the conclusion of this class, you will understand

- How to manage a farm business as a proprietor
- Attain funds for farming investments

## ***Resources and Planning***

### **Course Description**

Discuss sustainable production, marketing of food and crops, soil management, technical guides, and research farms where new crops and production practices are evaluated and refined. The goal is to increase the success of new agricultural enterprises by learning the best resources available. Students will create a business plan, learn business concerns, and learn basic level financial planning and analysis, and sources of funding.

## ***Who do I believe?***

### **Course Description**

This course will teach you how to research subjects, challenges, and interests to get a complete understanding of product sales. This discussion and practical application are to assist in problem-solving and enterprise development.

***Sustainable Animal Husbandry***  
***Animal Science and Industries***

**Course Description**

Understanding the best care practices of animals involved in the handling of livestock species. General topics of the birth cycle, gestation, weaning, and all meat productions. Research and presentation of specialty animals. Integration of scientific and theoretical knowledge of biosecurity and animal-human interactions as it relates to livestock handling and movement.

**General Education Outcomes**

Upon successful completion of this area, students will be knowledgeable in best care practices with large and small livestock.

***Sustainable Animal Husbandry***  
***Cattle***

**Course Description**

Explores principles and evaluation necessary in raising cattle. Teaches selection of injections, familiarity with anatomical structures, and decision-making skills. Meat and dairy equally covered under cattle courses.

**General Education Outcomes**

Upon successful completion of this course, students will be familiar with the production cycle of raising cattle.

***Sustainable Animal Husbandry***  
***Sheep***

**Course Description**

This course provides an understanding of basic sheep management principles and decisions necessary when raising sheep through their production, wool, and meat rotation cycle. Understand how each production stage influences enterprise profitability. The Discussion will be specific to sheep management and its relationship to business goals regarding wool and meat.

**General Education Outcomes**

Upon successful completion of this course, students will be familiar with raising sheep through their production cycle and making profitable decisions.

### ***Sustainable Animal Husbandry***

#### ***Goats***

##### **Course Description**

This course will teach information about raising goats through wool, milk, and meat production cycles for profit. Different types of productions will discuss the addition of goats to an existing farm setup.

##### **General Education Outcomes**

Upon successful completion of this course, students will have sufficient knowledge in raising goats while producing profit ethically.

### ***Sustainable Animal Husbandry***

#### ***Swine***

##### **Course Description**

Swine explores the discipline and concepts of Sustainable Animal Husbandry involved in swine production and industry structure. Production phases and buildings, genetic improvement, reproduction, nutrition, health, nutrient management, marketing, and meat quality covered.

##### **General Education Outcomes**

Upon successful completion of this course, students will have an understanding of swine care and production.

### ***Sustainable Animal Husbandry***

#### ***Horses***

##### **Course Description**

Approach to equine science and basic knowledge of horses utilized in farming. The course teaches subjects to consider in horse handling, safety, purchasing, cost, feed, water, nutrition, shelter, and general health care.

##### **General Education Outcomes**

Upon successful completion of this course, students will know about the general health and utilization of horses on a farm.

##### **Instructor Information**

- **Instructor:** Alan Hubbard
- **Office:** SAVE Farm

- **Office Telephone:** (785) 410-5011
- **E-mail:** save.alanh@gmail.com

#### **Required Course Resources**

- **Open mind**
- **Note taking materials**
- **Basic math skills and/or calculator**

#### **Instruction Methods**

- **Lecture**
- **In class work ups**
- **Some homework and research**
- **Two major Projects**
  - **First projects - Half way through course**
  - **Final project**

#### **Course Guide:**

- **8 weeks-January 23 through March 21, 2018**
- **Monday through Thursday and off Fridays**
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### ***Agriculture Management*** ***(Ag Management) <financial bootcamp>***

#### **Course Description**

A real-world approach to managing assets for profit. Profit-based management and not production-based management that is ecologically friendly. Coursework includes research projects & presentations. Courses covered under Agricultural Management are **Cost analysis for startups, cash flow, and financial goals, enterprise cost analysis, capital, purchasing, sales management, value purchasing, risk management, asset management, personal assets, LLCs (Limited liability company), right-sizing, and managing for profits.**

#### **General Education Outcomes**

- **Dream (Learn to Dream the Right Dream)**
- **Set goals**
  - **Long and short term**
- **Build a management plan to fit goals**
- **Cost analysis on crops, livestock, infrastructure, etc.**

- How to conduct enterprise analysis
- Think outside of the box
- Risk Management
- Asset Management
- Sales Management
- Capital investments and how to cash flow the investments
- How to build a management team
- Cognizant how to be
  - Holistic
  - Sustainable
  - Profitable
  - Regenerative
- Learn how to slow down and smell the roses

### **General Education Outcomes**

Upon successful completion of this area, students will understand several categories of financial and accounting basics in farming.

### **Class Breakdown and Schedule**

#### **#1 Dream the dream**

- Long and short term goals and planning
  - Reasons why you don't succeed
  - Why 4 out of 5 businesses fails within 5 years

#### **#2 Do what you do best and let someone else do the rest**

- Find where the profits are
  - Capitalize on your assets- Yourself, Land, Equipment, etc.

#### **#3 Pay taxes and be happy**

- Managing to make money and be profitable
  - Never manage to lose to avoid taxes
  - Expansion can only be done with profits
  - Profits payoff overhead debts which remove risks

#### **#4 Big enough to be efficient, but small enough to be really efficient**

- Learn how to be efficient on the things you have control of

#### #5 Be holistic

- You, your family, community, world (Land and Livestock)

#### Be sustainable

- Repeatable while being holistic

#### Be profitable

- While being sustainable, holistic, and proactive

#### Proactive in your community

- Neighbors, town, and your production community: Grazing, Livestock, grains or products

#### #6 Keep dead wood trimmed

- I'd rather do nothing for nothing, than something for nothing
  - Learn to find the things that are working and rid of the things that are not

#### #7 Things that determine profits in ag

- #1 weather 0 to 5%
- #2 Markets 20%
- #3 Production costs 90%
- Maximize management based on control

#### #8 Sales management

- Market your product (don't just sell it)
- How to maximize sales income
- Way to sell to have successful outcome
  - Private sale - Face to face, one on one, private auction
  - Mass media sales - Internet
  - Auction sales - Sale barns
  - Contract sales - Forward contract marketing
  - Future marketing - Board

#### #9 Build a management team

- For what you would like to do
  - Who and why

#### Course Assignments

1. Write down dreams
  - Set goals
    - Plan the goals
2. Personal budget

- Income and expenses
- 3. Break down all enterprises on the SAVE Farm

## **Course Information**

### **Instructor Information**

- **Instructor:** Eric Peck
  - **Office:** SAVE Farm
  - Email: peckec@gmail.com
  - **Office Telephone:** (785) 313-0442
- No textbook required**

## ***Tractors***

### **Course Description**

Discuss basic tractor operation training, practice, and review. This course will also include some discussion on obtaining new versus used tractors, operator maintenance, and some options beyond a basic tractor.

### **General Education Outcomes**

Upon successful completion of this area, students will understand the basics of tractor and skid steer safety and practice using them in farming.

## ***General Safety Discussion***

### **Course Description**

This course provides knowledge of safety philosophy in farming and how to approach farming tasks safely by utilizing basic safety techniques. Planning tasks, how to mitigate key safety issues associated with working on the farm, how your attitude impacts the safety, why taking care of yourself improves safety on the farm.

### **General Education Outcomes**

Upon successful completion of this area, students will understand the basics of tractor and skid steer safety and practice using them in farming.

## ***Problem Solving***

### **Course Description**

Overview of how you identify a problem and how you develop alternative solutions for that problem based on resources, experience, and research. The discussion will include how to identify issues you may need assistance with and how to find appropriate resources. Show practical application on the farm.

## ***Maintenance***



**Course Description**

This course provides discussion and practice of equipment, improvements, and buildings that will require routine maintenance on the farm. We will cover general practices and some very common items that will be required on the farm.

**General Education Outcomes**

Upon successful completion of this area, students will understand the maintenance basics of tractor and skid steer and oil change on different vehicles.

***Cultural Norms*****Course Description**

Military Community: Discussion of generally accepted norms in the Military community transitioning.

***Farm Community*****Course Description**

Discussion of generally accepted cultural norms in the Farming community comparing and contrasting to the farming community

***Implement Basics*****Course Description**

Overview of commonly used farm implements through demonstration and operations.

***Hay*****Course Description**

Hay quickly discusses the demonstration of haying operations, who, what, where, when, and how topics.

***Fencing Basics*****Course Description**

This course discusses and demonstrates fence building and maintenance, including the use of tools, types of fence and the proper use, water gaps, terrain challenges, and possible solutions.

***Tractor Maintenance*****Course Description**

Explore and discuss the practice of routine tractor maintenance, review of operators manuals (how to obtain older used tractors), and what types of maintenance to leave to tractor mechanics and dealers.

### ***Chainsaw Basics***

#### **Course Description**

How to safely operate and maintain a chainsaw consisting of discussion, demonstration, and basic cutting practices. Application of chainsaw use on the farm through use for various projects.

### ***Rabbits***

#### **Course Description**

Discussion and demonstration of what is involved in raising rabbits for personal use, as a farm or commercial enterprise for both meat and wool rabbits

### ***Agribusiness Overview***

#### **Course Description**

Discussion of what agribusiness is. Determine what areas students are interested in and possible alternatives to enter that specific agribusiness area.

### ***Marketing***

#### **Course Description**

Discussion on Marketing basics, what it is, why it is pertinent, who should be involved, when to become involved, possibilities in marketing, and how to develop a marketing strategy.

### ***Marketing Exercise Course***

#### **Course Description**

Develop a marketing plan for your dream enterprise in agribusiness.

#### **Instructor Information**

- **Instructor:** Tim Heiman
  - **Office:** SAVE Farm
  - **Office Telephone:** (605) 630-2876
- No textbook required**

### ***Concrete form and Pour for Outbuilding***

#### **Course Description**

Learn the steps of basic and detailed training of concrete form and pouring, set forming and level of concrete, measuring, and proper tools for pouring; safety from electrical/water lines.

#### **General Education Outcomes**

Upon successful completion of this area, students will be knowledgeable in how to attain concrete pouring permits and practice safety and protocol of concrete form.

#### **Course Information**

##### **Instructor Information**

- **Instructor:** Lucinda Stuenkel
  - **Office:**
  - **Office Telephone:** (785) 313-2056
  - **E-mail:** [sunnyday@bluevalley.net](mailto:sunnyday@bluevalley.net)
- No textbook required**

### ***Alternatives***

#### ***Specialty Cropping and Specialty Livestock***

#### **Course Description**

2 hour workshop – Explores alternative specialty crops that can be grown on small acreages. These crops give you a better return per acre than traditional commodity crops. These specialty crops can be grown to pay the land mortgage and give you an income when first getting started in farming. Best to start small and develop your market as you learn to grow and market these specialty crops.

### ***Rotational Grazing***

#### **Course Description**

8 hour workshop, which can be divided into 4 - 2 hour sessions – Discusses the reasons for rotating the livestock through multiple pastures while grazing. Reasons include soil health, growing more forage per acre, livestock pest control, fencing, and water. After completing this workshop, students are invited to tour the professor's Sunny Day Farm to observe and participate in rotational grazing.

### ***Fences***

#### **Course Description**

4 hour workshop and booklet.– Good fences make for happy neighbors and safer roadways. Different kinds of fences, benefits and liabilities of each, and types of livestock they may keep inside these fences. After this workshop, students are invited to the professor's Sunny Day Farm to observe various types of fences.

### ***Cover Crops***

#### **Course Description**

32 hours – Includes information regarding cover crops before and/or after a crop, inter-seeding a companion crop into a crop, and cover crops for grazing. Professor will give you a list of these videos and access to these websites.

### ***Weeds***

#### **Course Description**

4 hours – Weeds, forbs, and trees can be used for livestock forage. Identifying weeds which are palatable and nutritious for your livestock. This information is especially helpful during a drought, allowing you to purchase livestock that your neighbors are selling at a low price. Sessions include plant identification.

### ***Insects***

#### **Course Description**

4 to 8 hours, can be presented in 1 hour segments – For every insect that harms plants, there are about 1,700 that either do not harm or are neutral to the plant. How to attract beneficial insects for pollination or to consume the harmful insects. And how to discourage the harmful insects without having to purchase chemicals.

### ***Handling Cattle Without Getting Handled***

#### **Course Description**

4-6 hours, handling Cattle Without Getting Handled – How to handle cattle safely without either the people or the cattle being hurt. Cattle naturally view people as predators (like coyotes), so it is important to use this to your advantage at times and to calmly project low energy in other situations.

### ***What Your Cow Would Like to Tell You***

#### **Course Description**

Reveals how cattle react to certain situations and how to use their natural tendencies to get them to do what you want them to do. Discusses and illustrates what cows willingly accept and what they do not like. Also discusses how to retrain them to do what you want them to do.

### ***Natural Resource Management***

#### ***Soil***

#### **Course Description**

8 to 16 hours of lessons on soil health – how to increase the organic matter and improve all of the markers of soil health so that you can raise more nutrient dense food for people and livestock. Increased organic matter increases water infiltration and water holding capacity to utilize every drop of precipitation. Keeping the soil covered all year increases the microbiological livestock in your soil which provides you with free fertilizer for healthier plants and

better yield per dollar of inputs. Minimizing disturbance – both physical and chemical – to build beneficial soil aggregation. How to grow a diversity of plants in the same place to improve soil health, build natural fertility, and build natural insect and disease resistance. Integrating livestock onto crop ground to increase fertility and build natural disease and insect resistance. Students will be invited to the Professor's Sunny Day Farm and the SAVE Farm to practice water infiltration and soil tests.

### ***Water Quality***

#### **Course Description**

4 hour workshop – More water grows more vegetation (excluding flooding events). The cleanest water for your farm arrives via precipitation. How to attract more precipitation to your land. And how to keep every drop of that precipitation on your land for the plants to use. These techniques increase infiltration, and greatly reduces erosion and reduces water loss from evaporation. If you have ponds or creeks on your land, keeping it clean enough for your livestock to drink. How to make the water leaving your farm cleaner than when it arrived.

### ***Air Quality***

#### **Course Description**

2 hour workshop – Effects of air quality on plant, livestock and human health. Explores methods for reducing dust, reducing chemical drift, protecting yourself and your land from chemical drift.

### ***Waste Management***

#### **Course Description**

4 hour workshop – In a holistic system, waste from one enterprise can be used for inputs to another enterprise. Presentation about using waste from one enterprise to either start another enterprise or to reduce the price of inputs for another existing enterprise.

### ***Personal Health***

#### **Course Description**

8 hour workshop – may be offered in 1 or 2 hour segments. Nutrition tips for a healthy lifestyle. Balancing work and family time. Agricultural mindset, norms, and community building.

## Grading Policy

### ***Letter Grade Assignment***

Final grades assigned for this course are on a scale accounted for, by the percent of total points earned as follows:

Letter Grade	Percentage	Performance
A	90-100%	Excellent Work
B	80-90%	Good Work
C	70-79%	Average Work
D	60-69%	Poor Work
F	0-59%	Failing Work

### **Course Policies**

Assignments are to be submitted by the given deadline, or permission must be requested before the due date. All discussion assignments must be completed by the due date. Missing assignments will lower your overall grade in the class.

### **Inform Your Instructor of Any Accommodations Needed**

### **Academic Honesty Policy & Procedures**

Academic honesty is a cornerstone of the educational community; therefore, students are expected to understand the standards of academic honesty as they pertain to students' behavior in the classroom.

### **Plagiarism**

It is pertinent for students to acknowledge sources that are used for completing classroom assignments. Plagiarism is a form of academic dishonesty.

Plagiarism may be any one of the following:

1. Verbatim copying without proper documentation of the source(s).
2. Representing, intentionally or unintentionally, the words or ideas of another as one's work without correctly acknowledging the source
3. Paraphrasing without proper documentation of the source(s).

If students have any questions about these forms of plagiarism or about an assignment they are preparing, they should ask their instructor for clarification rather than unintentional plagiarism.

### **Cheating**

Students need to act in an honest and trustworthy manner. Work performed on exams must represent your work, knowledge, and experience. Students must follow the classroom rules established by the instructor.

Cheating may be any one of the following:

1. Looking at or procuring information from any unauthorized sources or another student's work during an exam, or from any work that will be graded or given points.
2. Changing any part of a returned graded test or report and resubmitting it like an original work to be re-graded.
3. Presenting the work of another as one's own for a grade or points.
4. Knowingly assisting another student in cheating.

This list is not all-inclusive is not meant to limit the definition of cheating to these items mentioned.

### **Consequences of Academic Dishonesty**

The disciplinary action for cheating or plagiarism is up to the instructor. The instructor may select one or more of the following options:

1. Issue an oral or written notification and warn the student that further acts of this sort will result in additional disciplinary action.
2. Issue an "NP" or a failing grade ("F") or "0" for the assignment in question.
3. Refer the student to the President for Student Services for disciplinary action.

### **Attendance Policy**

Attendance is required. If you cannot attend a class, it is a courtesy to inform your instructor in advance. Excessive unexcused absence will result in a recommendation to withdraw from the course. Be on time for class, do not leave the class while it is in progress for reasons other than confirmed emergencies, turn cell phones on silent, be respectful of others' viewpoints even if you disagree with them, and dress appropriately for activities.

An absence is excused if: You are under a doctor's care (documentation required) or legitimate emergency. Contact the instructor to explain a tardy as soon as possible if not ahead of time. Penalties will result if excessive unexcused absences occur.

Measure class participation based on the following criteria: arriving to class on time, paying attention during short lectures; attentive watching, and listening to screenings of films, songs, or other media; respectful listening when instructors or your peers are speaking.

### **Technology Policies**

Some instructors welcome the use of laptops and other devices for course-related activities such as: taking notes or looking up information pertinent to the course. Other instructors express concern that students are using these devices for non-course-related activities that distract them from paying attention during class. Technology in the classroom is not to be used for recreational or communicative purposes unless permitted by the instructor at that moment.

### **Resources for Students**

1. Disability resources: If you have a disability that requires accommodation, please speak with the instructor or call Shari Lagrange-Aulich at 785-770-5225. SAVE staff will determine appropriate accommodations and will work with your instructor to make sure these are available to you.
2. Writing assistance: For additional help on your writing, utilize online resources such as spell check or free version of Grammarly. For writing assistance or questions, instructors may provide useful advice.
3. Mental health: Mental Health Services' professional staff member Shari Lagrange-Aulich works with students to resolve personal and interpersonal difficulties, many of which can affect the academic experience. These include conflicts with or worry about friends or family, concerns about eating or drinking patterns, feelings of anxiety and depression, PTSD, and others. Seek Shari for assistance at 785-770-5225.