



North Carolina farm owner Johnny Barnes supports the program and sent manager Bryan Salmons to the inaugural offering in 2017. “Unlike growers in the Midwest, many of us are running labor-intensive specialty crop operations. We needed a program targeted to the challenges we face.”

Specifically designed programs for your farm’s unique situation

Every farm has unique risk management and marketing needs. For example, produce and tobacco farms are labor intensive. They need to focus on HR management. Large-scale field crop farms are capital intensive. Intense evaluation of capital investments is critical for them.

Each Executive Farm Management program is designed around the specific needs of a particular type of operation. Do you want to grow your business? Don’t delay, register today for our 2020 program.

NC STATE

College of Agriculture and Life Sciences

NC COOPERATIVE EXTENSION

NC STATE

Poole College of Management

CLEMSON
COOPERATIVE EXTENSION

ECU
COLLEGE OF BUSINESS

UNIVERSITY OF GEORGIA
EXTENSION

You run a complex, decision-intensive, multi-generational farm operation. Are your management and leadership skills keeping pace?



The Executive Farm Management Program

Strengthen your skills. Grow your family business.

Honing your business management and leadership skills is one of the best investments you can make. We can help.

Why The Executive Farm Management Program?

You run and finance a large and diverse business. You manage capital, handle labor issues and navigate an ever-expanding sea of regulations. You're busy working in your business. The Executive Farm Management Program is designed to help you work on your business.

Customized, Interactive Learning

We offer a highly facilitated learning environment which draws upon custom content presented in an interactive, team-based format. Limited participant size allows for one-on-one coaching, designed to meet the specialized needs of Southeastern farmers like you.

Expert Instructors

Our business and management experts provide tools and resources to sharpen your skills and grow your family business.

Focus on Key Topics

- > Strategic Planning
- > Human Resource Management
- > Financial Management
- > Leading Change
- > Risk Management
- > Family Business Issues
- > Assessing Markets
- > Assessing and Building Key Partnerships
- > Supply Chain Management
- > Strengthening Your Value Proposition



Participants work in teams, employing a fictional case which enable them to apply and practice the concepts and tools taught throughout the comprehensive management curriculum.

Focused Operational Improvement

Designate one member of your management team as the primary participant to attend all 12 days – and include other key contributors from your operation to participate in the entire program or specific sessions. *Maximum of three participants per operation.*

Your Best Investment of 2020

3 Sessions -- 3 States -- 12 Days -- A Lifetime of Benefit

January 12th - January 15th, Savannah, GA

February 2nd - February 8th, Raleigh, NC

February 23rd - February 26th, Charleston, SC

Learn more at go.ncsu.edu/efm

Questions? Please contact us:

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