

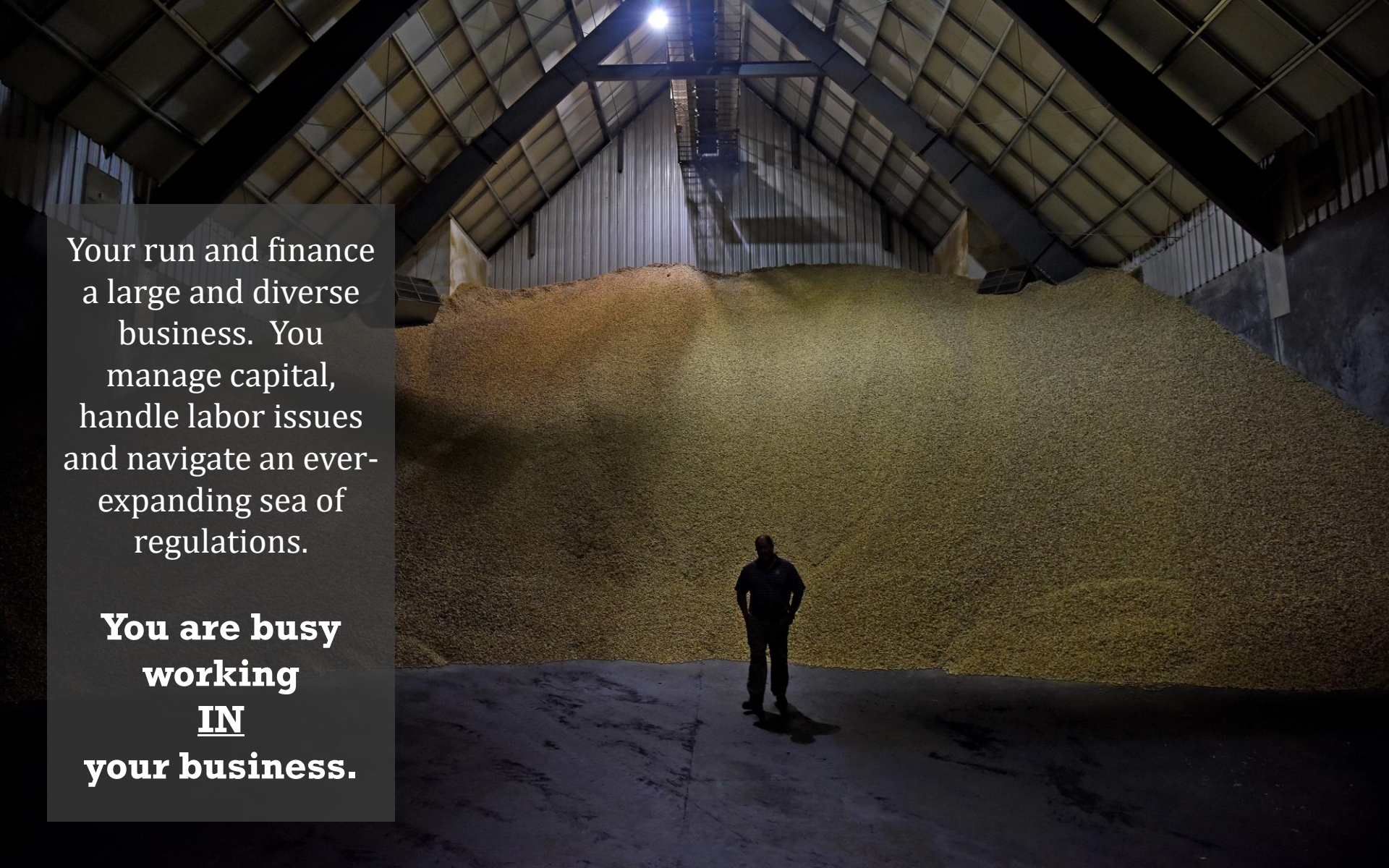


# The Executive Farm Management Program

Strengthen your skills. Grow your family business.



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



Your run and finance  
a large and diverse  
business. You  
manage capital,  
handle labor issues  
and navigate an ever-  
expanding sea of  
regulations.

**You are busy  
working  
IN  
your business.**

# The Executive Farm Management Program



Designed to Help You Work ON Your Business

Designed with the knowledge operations in the Southeast are both unique and diverse



Large-scale field crop farms are capital intensive.



Produce, tobacco, and industrial hemp farms are labor intensive.

# Expert Instructors

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

**NC STATE**

Agriculture and  
Life Sciences



**NC STATE**

Poole College of  
Management



# The Executive Farm Management Program

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

2019

Brown Family Farm Case Study

NC STATE  
College of Agriculture  
and Life Sciences

CLEMSON  
UNIVERSITY OF GEORGIA  
EXTENSION

NC STATE  
EXTENSION

ECU  
EXTENSION

UNIVERSITY OF GEORGIA  
EXTENSION

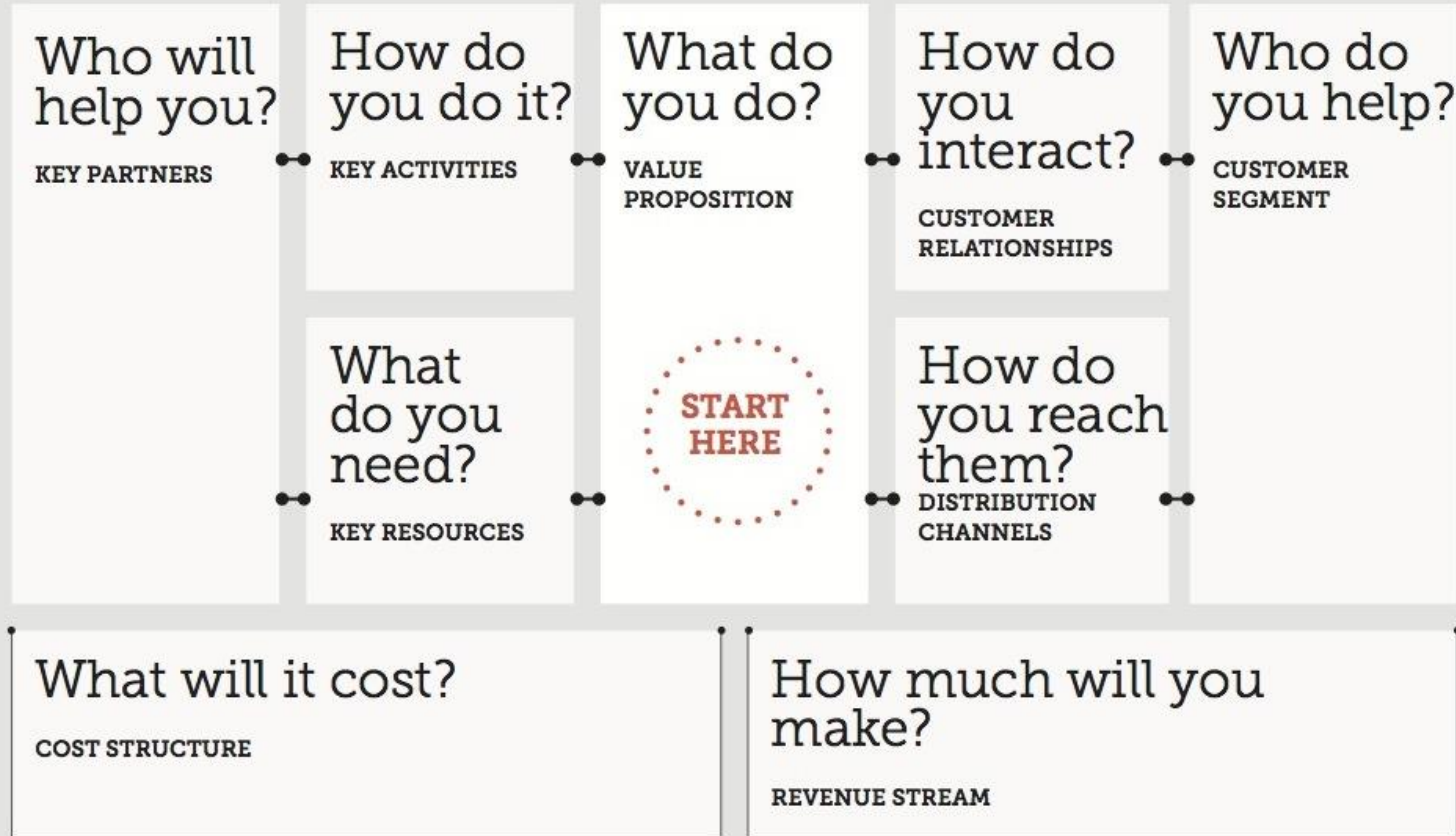
NC STATE  
Public College of  
Management

Executive Farm Management Program  
1/13/2019

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# The Executive Farm Management Program

## Business Model Generation





# 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.



# The Executive Farm Management Program

## Focus on Key Topics



Strategic Planning



Human Resource Management



Financial Management



Leading Change



Risk Management



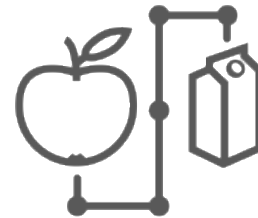
Family Business Issues



Assessing Markets




Assessing and Building Key Partnerships



Supply Chain Management



Strengthening Your Value Proposition

A wide-angle photograph of a rural landscape at sunrise. In the foreground, a large, dark, furrowed field is being plowed by a red tractor. The tractor is positioned in the middle ground, moving from left to right. To the left of the tractor, a large, leafy tree stands on a slight rise. The background shows rolling green hills under a bright, hazy sky where the sun is low on the horizon, creating a warm, golden glow. The overall scene is peaceful and depicts traditional agricultural work.

NC State's Executive Farm Management Program

# Meet Our 2017 Alumni

17 (NC Only) Operations 24 Participants



**Barnes Farming Corporation**

(Nash Co), Blayne Dixon, Bryan Salmons

**David Blalock Farms**

(Wilson Co), David, Denise & Collin Blalock

**Fann Farms** (Sampson Co), Robert Fann

**Griffin Farms, Inc.** (Beaufort Co), Archie Griffin

**Ham Farms** (Greene Co), Trey Wilson

**Hickory Meadows Organics**

(Nash Co), Billy McDaniel, Peyton McDaniel

**JP Davenport and Son** (Pitt Co), Pattie Mills

**Millstream Farms** (Harnett Co), Richard Chancy

**Salemburg Gin & Cotton Company**

(Sampson Co), Brandon Strickland, Clint Strickland

**Scott Farms** (Wilson Co), Linwood Scott

**Sharp Farms** (Wilson Co), Thad Sharp

**Strickland Farming Group**

(Sampson Co), Matt Keen, Scott Strickland

**Triple B Farms** (Johnston Co), Brandon Batten

**Tyson Family Farms** (Nash Co), Jeff Tyson

**Vick Family Farms** (Wilson Co), Linwood Vick

**Whitford Farms** (Pamlico Co), Wyatt Whitford

**WF Partnership**

(Sampson Co), Brandon Warren, Brian Warren

# Meet Our 2019 Alumni

3 States 21 Operations (3 GA/12 NC/6 SC) 28 Participants



**Baxley Farms** (Marion Co, SC) Neal Baxley

**Bear Ridge Farms, Inc.** (Pender Co, NC) Brian Knowles

**Clayton Rawl Farms** (Lexington Co, SC) Travis Baxter

**Fisher Farms Partnership** (Nash Co, NC) Beth Fisher Taylor

**Hall Brothers Farm** (Sampson Co, NC) Chris Hall

**Hendrix Farms** (Hoke Co, NC) Matthew Hendrix

**Ken Corbett Farms**

(Lowndes Co, GA) Ken Corbett, Kim Corbett and Justin Corbett

**Kornegay Family Farms** (Johnston Co, NC) Kim Kornegay LeQuire

**Lee Newman Farms** (Sumter Co, SC) Ashlee Hutto

**Lewis Nursery and Farms/TriEST Ag**

(Pender Co, NC) Walt Webb and Witte Cribb

**Love is Love Farms** (DeKalb Co, GA) Joe Reynolds

**McLeod's Farms/Macs Pride**

(Chesterfield Co, SC) Kemp McLeod, Spencer McLeod

**Morgan's Farm, Inc** (Randolph Co, NC) Ryan Blakenship

**NC State Extension** (Wilson Co, NC) Norman Harrell

**RJ Hinnant & Sons** (Wilson Co, NC) Clay Hinnant

**Rob Glover Farming LLC** (Nash Co, NC) Rob Glover

**Scott Farms, Inc.**

(Wilson Co, NC) Dewey Scott, Reid Petway and Jeff Thomas

**Southern Orchard Management**

(Taylor Co, GA) Taylor Wainwright

**Sullivan Farms, Inc.** (Wilson Co, NC) Scott Sullivan

**Titan Farms** (Saluda Co, SC) Jason Rodgers

**Watsonia Farms**

(Aiken Co, SC) Joseph Watson III, Reid Watson

**Worthington Farms, Inc.**

(Pitt Co, NC) Donna Williams, Worth Williams

# Meet Our 2019 Alumni

3 States 21 Operations 28 Participants  
(3 GA/12 NC/6 SC)

84,000

acres farmed  
across NC, SC,  
GA, FL



34

Unique Varieties of Crops  
Grown

Soybeans (18,500)  
Peaches (16,200)  
Corn (12,100)  
Cotton (8,400)  
Pecans (5,000)  
Tobacco (5,000)  
Sweet Potatoes (5,000)

TOP CROPS BY ACRE

4

Species of Livestock  
Hog (65,200)  
Turkeys (198,000)  
Chickens/Broilers  
(883,950)

BY HEAD

19

Multi-Generational  
Operations

4<sup>th</sup> (6)  
3<sup>rd</sup> (4)  
1<sup>st</sup>, 2<sup>nd</sup>, 6<sup>th</sup>, 7<sup>th</sup> (2)  
5<sup>th</sup> (1)

# OF OPS

**Baxley Farms** (Marion Co, SC) Neal Baxley

**Bear Ridge Farms, Inc.** (Pender Co, NC) Brian Knowles

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# Focused Operational Improvement

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



**2020 JANUARY**

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

A red circle with the number 1 is positioned to the left of the calendar grid. A grey arrow points from the 12th to the 16th of January.

**2020 FEBRUARY**

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

A red circle with the number 2 is positioned to the left of the calendar grid. A grey arrow points from the 2nd to the 8th of February. A second red circle with the number 3 is positioned to the left of the calendar grid. A grey arrow points from the 23rd to the 27th of February.

## Registration by Operation

**\$6,000**

\$4,000 Tuition & Fees  
\$2,000 Food & Lodging

One Designate MUST participate in all three (3) sessions

**\$4,000 (2<sup>nd</sup>) & \$3,000 (3<sup>rd</sup>)**

- Per additional participant/operation
- Up to 2 additional participants/operation
- Available on a first come – first serve basis

Designate one member of your management team as the primary participant to attend all 12 days over 3 sessions. Include other key contributors from your operation to participate in the entire program or specific sessions. *Maximum of three participants per operation.*

# The Executive Farm Management Program

Associations & Organizations Who Helped Us Promote Our Success



**FARM CREDIT**  
ASSOCIATIONS OF NORTH CAROLINA,  
SOUTH CAROLINA, AND GEORGIA



NC FARM FAMILIES

**NCF**



*North Carolina*

*Tomato Growers Association*

**Everything Agriculture**



# The Executive Farm Management Program

Our Champions Who Helped Us Achieve Our Success



Seed  
Sower



Cultivator



Barn  
Raiser



Rain  
Maker



Pace  
Setter



Change  
Agent



Visionary  
Leader

\$1,500

\$3,000

\$5,000

\$10,000

\$15,000

\$25,000



# Supporting The Executive Farm Management Program

Means You Are Supporting Business Growth



Any Amount Helps Us Continue to Grow

A woman with shoulder-length brown hair, wearing a black and white patterned sleeveless top and a necklace, stands smiling next to a large, intricate metal sculpture of a horse's head. The sculpture is made of dark metal strips woven together. The background shows green trees and a brick wall.

The Executive Farm  
Management Program

[go.ncsu.edu/efm](http://go.ncsu.edu/efm)

***Michelle Grainger***  
919.414.0035  
[mgrainger@ncsu.edu](mailto:mgrainger@ncsu.edu)

**Thank You for Your Time and Support!**



**The Executive Farm  
Management Program**

[go.ncsu.edu/efm](http://go.ncsu.edu/efm)

***Blake Brown***

***828.406.1908***

***abbrown@ncsu.edu***

**Thank You for Your Time and Support!**



Learn more at  
[go.ncsu.edu/efm](http://go.ncsu.edu/efm)



@ExecFarmMgmt

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**Margaret Huffman**  
919.515.4498  
[mmhuffm2@ncsu.edu](mailto:mmhuffm2@ncsu.edu)

## The Executive Farm Management Program

Strengthen your skills. Grow your family business.