



North Carolina farm owner Johnny Barnes supports the program and sent manager Bryan Salmons to the first session. "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 farm. Do you want to grow your business? Then let us design a program specifically for you.



College of Agriculture and Life Sciences



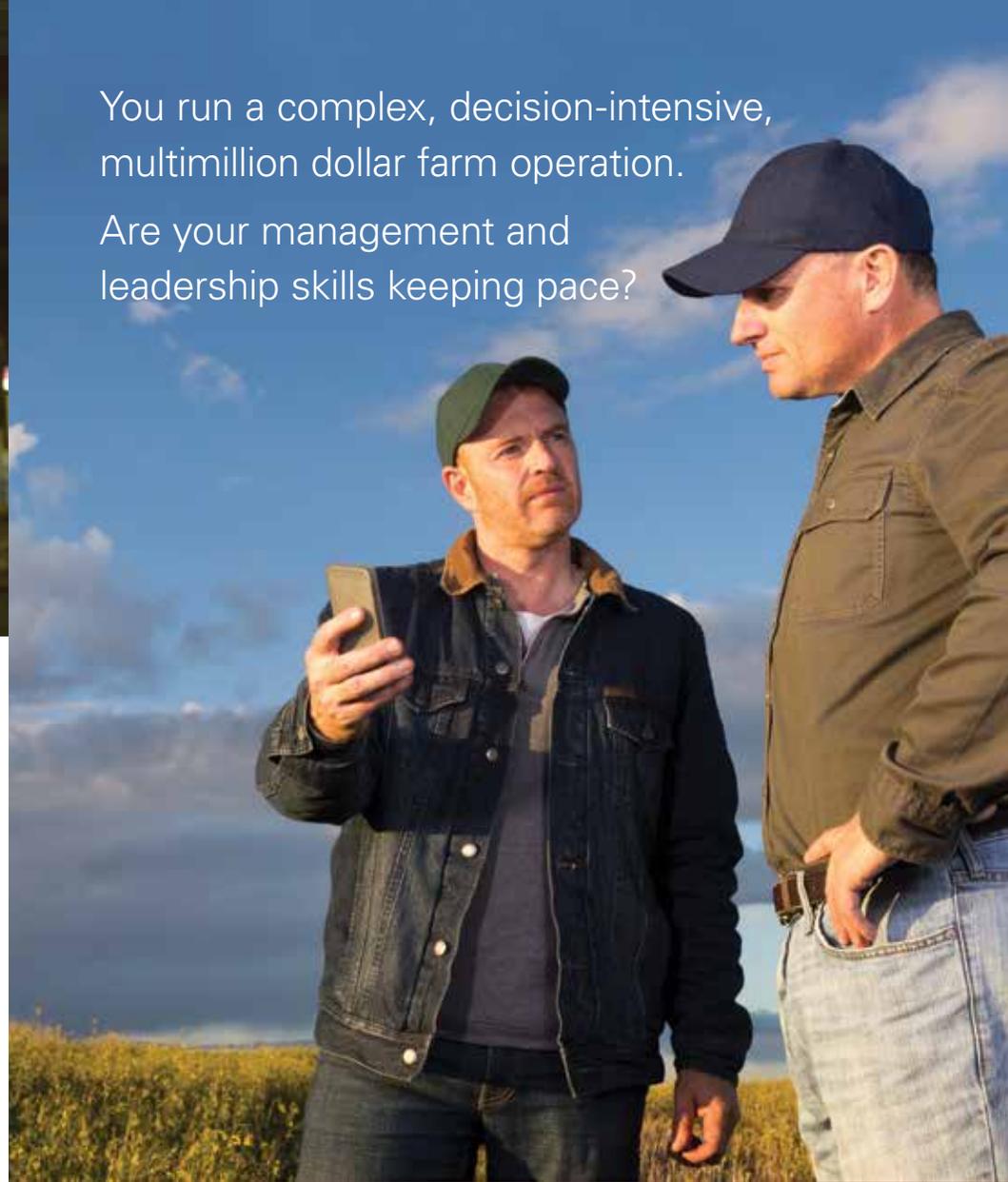
Poole College of Management



The Executive Farm Management Program is a collaborative project of NC State University's Department of Agricultural and Resource Economics, Center for Innovation Management Studies, and East Carolina University's College of Business.

You run a complex, decision-intensive, multimillion dollar 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

Our interactive workshops, online seminars and discussions and one-on-one coaching are customized 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



Pattie Mills, co-owner of JP Davenport and Son, saw immediate benefits from the program. "I benchmarked our company financials against the latest ag industry data, reevaluated several of our HR programs and documented them to make sure we were compliant in various areas."

Specific Operational Improvement

Designate one member of your management team as the key participant – and invite other managers to participate in specific relevant workshops and sessions.

Your Best Investment This Year

The program is comprised of a 3½ day workshop in Savannah, GA, a 5 day workshop in Raleigh, NC and a 3½ day workshop in Charleston, SC. 12 instructional days that will change your business for years to come.

Learn more at go.ncsu.edu/efm

Questions? Please contact us:

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