

Agri-Business Management

Enhancing the Agri-Business Management (ABM) skills of area farm/ranch producers and operators is the purpose of OJC's multi-year (9) individual certificate-based management courses. To ensure a quality "hands-on" program, OJC requires that the Agri-Business instructors not only have advanced agricultural technical skills but also have an extensive background in operating a farm or ranch. The curriculum is delivered by way of classroom/online, home-visit and cooperative learning instruction. Emphasis is first placed on developing computerized records which will then enable students to analyze the marketability and profitability of their overall operations as well as each profit center.

Students enrolling in the certificate courses must be actively operating a farm/ranch and/or agricultural related business or have the desire to start an agriculture business. Note: Instructor approval is required prior to registration.

To help cover tuition costs Colorado Students are eligible for College Opportunity Funds (COF). Financial aid and scholarships are also available to qualified students.

The primary source of funding comes from federal and state aid. Financial aid is awarded through grants, work-study, loans and scholarships. Students may apply for financial aid by filling out the FAFSA application at www.fafsa.ed.gov.

**For more information, contact
Janet Carrillo, director of Financial Aid
719-384-6834**



For more information contact:

Otero Junior College
Instructional Services
(719) 384-6884
information@ojc.edu

Instructors:

Jim McCuiston
(719) 267- 4071 (home)
or
Mack Myers
(719) 547- 9464 (home)

Gainful Employment Information

The US Department of Education requires colleges to disclose a variety of information for any financial aid eligible program that "prepares students for gainful employment in a recognized occupation". You may access Gainful Employment information for a career in Agri-Business Management at: www.ojc.edu/AgriBusiness.aspx

Otero Junior College does not discriminate on the basis of race, color, national origin, sex, disability or age in its programs or activities. Inquiries should be directed to: Affirmative Action Officer, Otero Junior College, 1802 Colorado Ave. Macdonald Hall Room 221, La Junta, CO 81050 (719) 384-6824

Agri-Business Management



Otero Junior College
1802 Colorado Ave.
La Junta, Colorado 81050
719-384-6831 ~ www.ojc.edu

OJC ~ We're Focused on Your Future!

AGRI-BUSINESS MANAGEMENT CERTIFICATES

Agri- Business Planning & Financial Records

ABM 111 Records & Business Planning I9
Guides the student in the collection of necessary information to implement a computerized record keeping system.

ABM 112 Records & Business Planning II9
Focuses on implementing a computerized record keeping system.

Agri- Business Financial Analysis

ABM 121 Financial Analysis I.....9
Covers calculating actual enterprise cost analysis to facilitate the development of whole business projected cash flow statements.

ABM 122 Financial Analysis II.....9
Presents business analysis through the development of accurate cost and market value accrual balance sheets for the beginning and ending period.

Agri- Business Commodity Marketing & Risk Management

ABM 131 Commodity Marketing I9
Explores the terminology associated with commodity marketing and management of the risks associated with agricultural production and marketing.

ABM 132 Commodity Marketing II9
Explores marketing alternatives in greater depth.

ABM 135 Marketing & Risk Management I9
Teaches students to conduct marketing research and analysis for the initial steps for developing a marketing plan.

ABM 136 Marketing & Risk Management II9
Develops an overall marketing plan derived from marketing research and analysis conducted in ABM 135.

ABM 137 Web Production/Utilization I9
Improved understanding and use of the Internet for business productivity.

ABM 138 Web Production/Utilization II9
Focus is on the business web use plan.

Advanced Agri- Business Management

ABM 141 Adv. Bus. Management & Trends I..... 9
Explores further in-depth financial analysis of the business.

ABM 142 Adv. Bus. Management & Trends II..... 9
Focuses on revision of the business plan on a periodic basis and strengthening of management skills by focusing on the five main sources of risk.

ABM 143 Integrated Management I..... 9
Focuses on the research and identification of data and software technology used in the business and industry.

ABM 144 Integrated Management II..... 9
Focuses on the analysis and evaluation of data and software currently used in the business.

Rural Business Entrepreneurship

ABM 151 Rural Business Entrepreneurship I..... 9
Guides the student in collection of data necessary for a new venture business plan.

ABM 152 Rural Business Entrepreneurship II..... 9
Focuses on the financial component of the business plan.

ABM 153 Leadership/HR Management I..... 9
Explores concepts and skills associated with effective leadership and ethics in the business environment.

ABM 154 Leadership/HR Management II..... 9
Focus of this course is the evaluation and analysis of management practices in the current business environment.



Agri-Business Management
'Learn to measure what you manage.'

