

2018 Farm Management Series

Average	2011 30 Farms	2012 40 Farms
Number of cows	232	223
Milk sold per cow	24,451	23,632
Feed cost per cwt of milk	\$12.60	\$11.78
Total cost per cwt.*	\$21.38	\$19.83
Net return per cow**	\$319	\$231



Tuesdays, February 6, 13, 20 & 27
9:00 am to 3:00 pm

Robert Fulton Ag Center
8770 State Route 108, Wauseon

Agenda

February 6 – Transition & Estate Planning

- Business Plans, Missions & Goals
- Farm Succession Planning
- Legal Structures and Strategies

February 13 – Financial Planning

- Key Farm Financial Statements
- Lender/Management Panel
- Farm Financial Stress Strategies

February 20 – Production Planning

- Outlook for Inputs, Enterprise Budgets and Land Rent
- Converting the Farm to Natural Gas
- CAUV, the production formula

February 27 – Taking Your Farm a Different Direction

- Organic & Non-GMO Opportunities
- Aquaculture, Ag Tourism, Barley
- Swine: Contract vs. Niche

Presenters

- OSU Extension Educators
- Local Agri Business'
- Local Farmers

Participating Ag Lenders*

- Farm Credit Mid America
- Farmers & Merchants State Bank
- Metamora State Bank

**Those offering to comp class fees upon 4-session completion.*

Hosted by:

Eric Richer
OSU Extension, Fulton County

Farm Management Series - PRE-REGISTRATION AND PRE-PAYMENT ARE REQUIRED. Register by February 2, 2018 cost is \$60 per person/couple for series or \$20 per day. Cost after deadline \$70 per person/couple for complete series or \$25 per day. Participating Ag Lenders may offer to comp class fees upon completion. Registration includes lunch and materials. Make checks payable to Ohio State University Extension. Mail to OSU Extension, Fulton County, 8770 State Route 108, Suite A, Wauseon, OH 43567. Please detach and return this form with payment.

Name(s): _____

Address: _____

Phone: _____ E-mail: _____



THE OHIO STATE UNIVERSITY

COLLEGE OF FOOD, AGRICULTURAL,
AND ENVIRONMENTAL SCIENCES

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