



Outstanding  
Post Secondary/  
Adult Program



**NORTHLAND**  
COMMUNITY & TECHNICAL COLLEGE

# Northland Community & Technical College

**Ron Dvergsten and Josh Tjosaas**

*“The development of trust between a student and instructor is essential for the long-term relationship and program.”*

## Overview

- Minnesota Farm Business Management instructors in the Red River Valley and North Dakota Farm Management worked together to develop the Red River Valley Database/Reports
- Josh and Ron cover an 8 County area on both sides of the Red River Valley
- Their students are primarily make up of farm management students but also beginning farmers, organic producers, livestock operators and crop operations.

## Experiential Learning

- Students use the program to set goals, keep accurate records, analyze and assess their farm business and plan future cash flow needs
- Their students are able to evaluate their farm data to a benchmark created from similar data and students are able to make data driven adjustments.

## Program Curriculum

- Over 50 courses offered over a wide variety of certificates
- Instruction falls into 6 different certificate areas: Essentials in Farm Management, Applications in Farm Management, Advanced FBM, FBM Marketing, Advanced FBM Marketing and FBM Current Topics.
- Instruction is done mainly in a one to one setting with some group instruction
- They put on monthly breakfast seminars during the months of November to March
- Developed a new Marketing Course that was integrated

## Professional Growth

- Both have served as MAAE leaders and attended MAAE conferences.
- Ron serves as the FBM State Database Coordinator and is the Statewide PEP Coordinator
- Josh serves as the Northern MN Database Co-Coordinator and on the National Council Board
- Both have served on the NFRBMEA in leadership and Officer Positions.

## Student Organizations

- Many of their students hold visible roles in various area organizations such as FSA, Soil and Water district representatives, Minnesota Wheat Growers, Red River Valley Sugar beets board, Minnesota Soybean Growers and the Minnesota Corn Growers Association just to name a few.
- Ron and Josh are also part of many of these organizations.

## Partnerships

- Josh and Ron work with NDSU extension and staff to develop and multi state report for farm financial data
- There are many groups that Northland College partners with for a successful program, such as AgCentric, Minnesota State, Farm Service Agency, Center for Farm Financial Management, NDSU, MAAE and NAAE just to name a few.
- Northland College partners with other agricultural programs such as Farm Operations and Management, UAS and Precision Ag Equipment Technology.

*“The FBM program continues to be a leader across the state in providing on-on-one individual instruction through the Center of Outreach and Innovation.”*

*-James Retka-Dean of Workforce and Economic Development*

# 2018 MAAE Award Winner

Banner donated by the Minnesota Farmers Union

