

Agricultural Resume

1. Biographical background. We live in a small world. By providing the landowner some background information you may find a common thread.

2. A statement of management objectives for the future. A brief statement of the ideas you have for the future and how they distinguish you from your competitors.

3. Experience. Things included here are: 1) how long you have farmed, 2) how many acres you have farmed, 3) special technologies or advanced training, and 4) licenses held.

4. Equipment. List the major types of equipment you own or lease. Make note of those pieces of equipment that improve efficiency or the environment (e.g., tracked tractors for reduced soil compaction).

5. Environmental statement. State your philosophies on the size of waterways, distance farmed from homesteads and water sources, and soil erosion. State how you have incorporated advanced technologies such as biotechnology and precision agriculture.

6. Risk management strategies. For a crop-share lease arrangement the land owner may want you to help in marketing their share of the crop. State your knowledge of crop insurance, forward pricing, and futures markets. However, do not go overboard with this issue and give the impression that you spend more time trying to mitigate marketing risks than mitigating production risks.

7. Information on insurance coverage and limits.

8. References. Have these ready upon request. Include one liners from current land owners you are renting from. Additionally, include financial institutions where you perform the majority of your business through. Make sure you have the permission of the reference before you provide their name.

All of the details outlined above should be included in developing a farm resume. As with the case of a prospective employee, many iterations of writing such a resume may be needed. Ask for this to be reviewed by current landlords and your local extension person. Additionally, ask your local extension person for help in designing a farm resume.

There are some general guidelines you should follow when developing your farm resume. These guidelines will help you to better promote your agribusiness (farm) through giving consideration to those potential leasers who may read your farm resume. General guidelines you should follow are:

1. Limit your resume to one or two pages.
2. Choose fonts that consider the age (eyesight) of landowner.
3. Do not clutter the pages, use the appropriate margins (suggested 1" margins all around) and spacing between sub-headings.

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Joe Farmer
100 Top Farmer Lane
Columbia, Missouri 65211
(473) 622-9999
Fax: (473) 622-9988
E-mail: jfarmer@aol.com

Education:

B.S., Agricultural Economics, University of Missouri, 1979.

Occupation:

Farm operator and part-time crop insurance adjustor

Communication:

I publish a bimonthly newsletter from April through November notifying those who I rent from of crop progress, market news, and new technologies I am incorporating into my operation.

Management Objectives:

My agriculture management objective is to achieve the highest level of revenue on a parcel of land while simultaneously minimizing soil erosion, chemical runoff, and loss of production. I am involved in continued education of the development of new technologies, and I am actively involved in adopting new technologies that improve the economic viability of agriculture production.

Experience, Advanced Training, and Organizations

Farming Background

Involved in farming 1,000 acres of crop land in Boone county for over 20 years.

- Own 600 acres
 - Rent 400 acres
- Typical yields:
- Corn: 125/bushel/acre (historical county yield - 100 bushel/acre)
 - Soybean: 45/bushel/acre (historical county yield - 43 bushel/acre)

Advanced Training and Licenses Held

- Attend approximately five workshops annually sponsored by the University of Missouri Extension and farm organizations
- Certified state of Missouri chemical applicator
- Certified crop adjustor
- Training in optimal waterway construction

Organizations

- Young Farmers of America
- Farm Bureau
- Missouri Information Records (MIR)

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Special Equipment (or list most others)

- John Deere tracked tractor (model#)
- No-till drill (model#)
- John Deere Combine (model#, capacity, efficiency)

Environmental Statement

My management practices include no-till planting to reduce soil erosion and leaching. I believe in the adoption of new technologies that prove both economically and environmentally beneficial to agriculture production.

Risk Management Strategies

I am actively involved in a University of Missouri extension marketing club which allows me to hone my marketing skills. I subscribe to DTN AgDayta which allows for up-to-date price quotes and marketing recommendations.

Insurance Coverage

Missouri Farm Bureau. Contact Irene Insurer at 220 W. 70th, Columbia, Missouri 65203, (Phone Number) for further information.

References

Available Upon Request (see below)

(Have these with you in case the landowner requests these while talking to him/her)

- Separate Page-

References

Larry Landowner
1111 Side Hill
Fayette, Missouri 65299
Phone Number

Albert Ag Lender
Central Agricultural Bank
Main Street
Midway, Missouri 6999
Phone Number

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Whole Farm Planning

On-Farm Experience

Objectives:

- Develop a resume with references that showcases both conceptual and practical skills.
- Develop a business plan from information generated in previous modules.
- Create a definition and show proof of “sustainability” that incorporates environmental best management practices, economical viability, and farm safety/health methods.
- Establish a farm mentor contact who can attest to the amount of practical experience gained.
- Understand the importance of farm health and safety, and design ways to implement health and safety tactics on the farm.
- Understand the ultimate consequences of production practices through cost-benefit analysis.
- Show ability to physically raise crops/livestock included in the whole farm plan through an independent test plot.

Questions to Answer:

- Do you have a legitimate resume written?
- Do you have a legitimate business plan written?
- What environmentally sound practices are important to you?
- How can you maximize the efficiency of your resources?
- Are you able to apply knowledge gained in previous whole-farm planning modules to an on-farm experience?
- Do you have the skills necessary for your chosen type of production?

Overview of Assignments:

- Attend a workshop, lecture, or seminar on any production practice topic.
- Establish a year-round record keeping system.
- Raise a sampling of all crops and livestock included in the whole farm plan under the supervision of an established farm mentor.