



AGMG 2371 088 – Small Farm Business Planning

Course Syllabus: Fall 2026

“Northeast Texas Community College exists to provide personal, dynamic learning experiences empowering students to succeed.”

Instructor: Bernard Binns

Office: A 112

Phone: 903-434-8267

Email: bbinns@ntcc.edu

Weekday	Office Hours
Monday	7:30 AM – 8:AM
Tuesday	None
Wednesday	None
Thursday	1:30 – 2:30
Friday	None

This syllabus serves as the documentation for all course policies and requirements, assignments, and instructor/student responsibilities.

Information relative to the delivery of the content contained in this syllabus is subject to change. Should that happen, the student will be notified.

Course Description:

This course provides students with a working knowledge of small farm business development through observation and demonstration on NTCC Sustainable Market Farm.

Students will develop a written business plan, which will become a vehicle through which management, marketing, accounting, cash flow, staffing, and legal issues will be considered and discussed. Resource needs will be identified, and possible sources of funding, including grants and loans, will also be considered.

Prerequisite(s): None

Student Learning Outcomes:

1. List and describe the essential components of a business plan for a small farm.
2. Describe the importance and purpose of values, goals and objectives on developing a mission statement.
3. Assess the current situation of small farms and provide a brief financial history and develop a cash-flow budget.
4. Evaluate and describe what physical resources are available for a farm business, what production systems are used, and what management information systems do we have in place.
5. Evaluate and describe financial situation; the needs of the farm, financial performance, risk and financial environment, including a whole farm SWOT analysis.

Evaluation/Grading Policy:

The breakdown of the course requirements is as follows:

%	Requirement
30%	Exams
20%	Assignments
10%	Discussions
40%	Final Business Plan

Semester grades will be earned as follows

Percentage	Letter Grade
90% and above	A
80 %–89%	B
70 %–79%	C
60%–69 %	D
59.9% and below	F

Using the Normal Style text insert full detailed grading policies

Required Instructional Materials:

Ag Plan Tool Account

Publisher:

ISBN Number:

Optional Instructional Materials:

None

Minimum Technology Requirements:

Computer and Internet Access

Required Computer Literacy Skills:

Competency with internet search engines, Microsoft Word, PowerPoint, and Excel

Course Structure and Overview:

Exams will be loaded in blackboard and be based on the materials and activities that have been provided to you. There will be three exams that will consist of multiple choice, short answer and matching. Each exam will be worth 100 points

Assignments will be completed in Blackboard and will determine this portion of your course grade.

BUSINESS PLAN/FINAL:

There will NOT be a comprehensive final for this course. Instead, a final business plan will be submitted to the instructor for your final grade. **The Ag Plan tool is free, when your account is set up, I must be listed as a**

reviewer for you to get a grade. This portion represents 40% of your final grade, failure to set me as reviewer will result in a zero for this portion. Without reviewer access I cannot see your business plan.

Discussion questions will be set up weekly; students will be required to have 1 original post and 2 responses to receive full credit.

Communications:

NTCC e-mail will be the primary method of communication; I will answer e-mails within 24 hours Monday – Friday. E-mails received on Saturday and Sunday will not get a response until Monday morning.

Institutional/Course Policy:

Class Attendance

Since this is an online class there will be no attendance taken, but it is the student's responsibility to check into the blackboard regularly for uploaded assignments. Majority of assignments will be uploaded on Monday and then provided with a due date. Assignments turned in late will receive a 5-point deduction for every day the assignment is late. If you turn in an assignment 1 day late the maximum grade you could receive is 95%. Two days equals 90% and so on.

Alternate Operations During Campus Closure and/or Alternate Course Delivery Requirements:

In the event of an emergency or announced campus closure due to a natural disaster or pandemic, it may be necessary for Northeast Texas Community College to move to altered operations. During this time, Northeast Texas Community College may opt to continue delivery of instruction through methods that include, but are not limited to, online through the Blackboard Learning Management System, online conferencing, email messaging, and/or an alternate schedule. It is the responsibility of the student to monitor NTCC's website (<http://www.ntcc.edu/>) for instructions about continuing courses remotely, Blackboard for each class for course-specific communication, and NTCC email for important general information.

Additionally, there may be instances where a course may not be able to be continued in the same delivery format as it originates (face-to-face, fully online, live remote, or hybrid). Should this be the case, every effort will be made to continue instruction in an alternative delivery format. Students will be informed of any changes of this nature through email messaging and/or the Blackboard course site.

Statement Regarding the Use of Artificial Intelligence (AI) Technology:

Employees and students shall be permitted to explore artificial intelligence (AI) and implement its use in and out of the classroom in accordance with policy and administrative regulations. The use of AI shall only be as a support tool to enhance student outcomes or as necessary to engage in research and shall never take the place of faculty, staff, and student decision-making. Any use of AI must comply with law, policy, and administrative regulations relating to student and employee privacy and data security. A student shall only use AI tools with faculty permission and shall be expected to produce original work and properly credit sources, including AI tools used in creating the work.

Example:

APA (7th edition)

OpenAI. (2026). ChatGPT (March 25 version) [Large language model]. <https://chat.openai.com/>

MLA (9th edition)

OpenAI. ChatGPT. 25 Mar. 2026, <https://chat.openai.com/>.

Employees or students who use AI tools to deceptively harm, bully, or harass others shall be disciplined in accordance with policy. [See DH, DIA series, FFD series, FFE, FLB, and the FM series] AI Use by Employees and Students. Northeast Texas Community College 225500 TECHNOLOGY RESOURCES CRB ARTIFICIAL INTELLIGENCE (LOCAL) DATE ISSUED: 12/8/2025 1 of 1 UPDATE 50 CRB(LOCAL)-AJC Adopted: 12/16/2025

NTCC Academic Honesty/Ethics Statement:

NTCC upholds the highest standards of academic integrity. The college expects all students to engage in their academic pursuits in an honest manner that is beyond reproach using their intellect and resources designated as allowable by the course instructor. Students are responsible for addressing questions about allowable resources with the course instructor. Academic dishonesty such as cheating, plagiarism, and collusion is unacceptable and may result in disciplinary action. This course will follow the NTCC Academic Honesty and Academic Ethics policies stated in the Student Handbook. Refer to the student handbook for more information on these subjects.

ADA Statement:

It is the policy of NTCC to provide reasonable accommodation for qualified individuals who are students with disabilities. This College will adhere to all applicable federal, state, and local laws, regulations, and guidelines with respect to providing reasonable accommodation as required to afford equal educational opportunity. It is the student's responsibility to request accommodation. An appointment can be made with the Academic Advisor/Coordinator of Special Populations located in Student Services and can be reached at 903-434-8264. For more information and to obtain a copy of the Request for Accommodations, please refer to the special populations page on the NTCC website.

Family Educational Rights and Privacy Act (FERPA):

The Family Educational Rights and Privacy Act (FERPA) is a federal law that protects the privacy of student education records. The law applies to all schools that receive funds under an applicable program of the U.S. Department of Education. FERPA gives parents certain rights with respect to their children's educational records. These rights transfer to the student when he or she attends a school beyond the high school level. Students to whom the rights have transferred are considered "eligible students." In essence, a parent has no legal right to obtain information concerning the child's college records without the written consent of the student. In compliance with FERPA, information classified as "directory information" may be released to the general public without the written consent of the student unless the student makes a request in writing. Directory information is defined as: the student's name, permanent address and/or local address, telephone listing, dates of attendance, most recent previous education institution attended, other information including major, field of study, degrees, awards received, and participation in officially recognized activities/sports.

Tentative Course Schedule: