

Course Completion Report

Training on Commercial Farm Management

Duration: 10 - 14 March 2019



National Agriculture Training Academy (NATA)

Gazipur-1701

www.nata.gov.bd

Course Management Team

- Course Advisor** : **Dr. Md. A. Salam**
Director General (In-charge)
NATA, Gazipur.
- Course Director** : **Dr. Md. Abu Sayeed Miah**
Director (Training)
NATA, Gazipur.
- Course Coordinator** : **Dr. Mohammad Shariful Islam**
Deputy Director (Agronomy)
NATA, Gazipur.
- Asst. Course Coordinator:** **1. Md. Anowarul Islam Juwel**
Senior Assistant Director
(Agriculture Extension)
NATA, Gazipur.
- 2. Md. Shahinul Islam**
Senior Assistant Director
(Field Crop Pest)
NATA, Gazipur.

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Commercial Farm Management

1. Introduction

Dramatic changes are taking place in farming worldwide due to globalisation, liberalisation and rapid urbanization. As a result of this change, the small holder farm structure is rapidly transforming into a commercial farm. Such farm is being the integral part of industrial economy of Bangladesh which is controlled by the entrepreneurs instead of subsidy-dependent subsistent farmers. Therefore, appropriate management of a commercial farm is necessary for the farm owner/entrepreneurs to exploit maximum output through proper utilization of land and natural resources.

Farm management is the science and art of optimizing the use of resources in the farm component of farm-households. As technical know-how of the farmers is not enough, commercial farm management know-how and skills is recognised as important for farmers to effectively respond to present day farming challenges. Agricultural officers, researchers and farm managers are also called upon to provide services for efficient and effective farm management. Keeping this in mind and to enhance quality of better services of the agricultural officers/researchers in general, this knowledge sharing training course on Commercial Farm Management has been designed to enable them to work at the strategic level of management and leadership in the commercial environment of modern farming and agribusiness.

2. Course objectives

After completion of training course the participants will be able to:

- a) develop and manage efficiently a commercial farm;
- b) exercise farm operations for assuring farm productivity and profitability;
- c) analyse economically of agro-based commercial enterprise;
- d) manage properly post-harvest and value addition activities for quality agro-products
- e) enhance market orientation of farm products; and
- f) contribute effectively to agri-entrepreneurship development in farming community.

3. Number of participants: 26

4. Duration of the course: 05 days (10 - 14.03.19)

5. Course content

Sl. No.	Content
1.	Module - 1: Farm development and management
2.	Lesson 1: Agricultural transformation – the changing scenario of agricultural landscape
3.	Lesson 2: Farm development: Requirements, management principles and crop selection
4.	Lesson 3: Farm planning, budgeting and personnel management in farm (with exercise/case study)
5.	Lesson 4: Mechanization and profitable use of different agricultural implements of a farm
6.	Module - 2: Economic management of important crops
7.	Lesson 1: Economic management of important commercially grown vegetables (tomato, brinjal, cucurbits, country bean, cauliflower, broccoli, carrot, capsicum, etc.)
8.	Lesson 2: Economic management of important commercially grown fruits (mango, guava, papaya, jujube, lemon, pineapple, etc.)
9.	Lesson 3: Economic management of important commercially grown exotic fruits (Dragon fruit, straw-berry, avocado, rambutan, date palm, etc.) and ornamental flowers (gladiolus, gerbera, tube rose, etc.)
10.	Lesson 4: Economic management of important commercially grown field crops and seed production business
11.	Lesson 5: Post-harvest technology and profitable management of agro-products
12.	Lesson 6: Profitability analysis in roof top agriculture
13.	Module - 3: Economic management of live stock and fishery
14.	Lesson 1: Commercial dairy farm development and management practices
15.	Lesson 2: Commercial poultry farm development and management practices
16.	Lesson 3: Commercial fish culture development and management practices
17.	Module - 4: Economic analysis in agriculture
18.	Lesson 1: Introduction to economic terms, data collection and data processing
19.	Lesson 2: Economic analysis of some agro-based commercial enterprises
20.	Lesson 3: Economics of production and marketing cost of major crops (with exercise)
21.	Module - 5: Supply & value chain management and marketing
22.	Lesson 1: Concept & importance of Good Agricultural Practices (GAP), structure of Bangladesh GAP and global GAP
23.	Lesson 2: Supply and value chain management of different agro-products
24.	Lesson 3: Export potential and criteria & procedure for export of horticultural crops
25.	Lesson 4: Marketing system of farm products: Principles, constraints and opportunities
26.	Module - 6: Entrepreneurship development
27.	Lesson 1: Concept on development and scope of entrepreneurship in agriculture
28.	Lesson 2: Agricultural project preparation and financial management for entrepreneurship development (with exercise)
29.	Action plan/Assignment: Designing and budgeting of an integrated commercial farm
30.	Field visit (Crop and livestock farm)
	1) Field visit to a commercial fruit farm
	2) Field visit to a commercial dairy and poultry farm.

6. Resource person and guest speaker

Sl. No.	Name & Designation	Address	Mobile No.
1	Dr. Mohammad Math hurul Haque, Former DG	NATA, Gazipur	01714688233
2	Dr. Azizul Hoque, Professor	Dept. of Horticulture, BSMRAU, Gazipur	01711488619
3	Dr. A. F. M. Jamal Uddin, Professor	Dept. of Horticulture, SAU, Dhaka	01731840979
4	Dr. A.K.M. Ruhul Amin, Professor	Dept. of Agronomy, SAU, Dhaka	01711137132
5	Dr. Babul Chandra Sarker, Principal Scientific Officer	Pomology Division, BARI, Gazipur	01716009319
6	Dr. Md. Monayem Miah, Principal Scientific Officer	Agriculture Economics Division, BARI, Gazipur	01757739542
7	Dr. Ilias Hossain, Principal Scientific Officer (Agronomy)	Regional Wheat Research Centre, BARI, Rajshahi	01712632167
8	Dr. Mohammad Shariful Islam, Deputy Director (Agronomy)	NATA, Gazipur	01743051115
9	Dr. Md. Muklesur Rahman, Veterinary Surgeon	District Veterinary Hospital, Gazipur	01711189895
10	Jannatun Shahin, Sr. Upazila Fisheries Officer	Upazila Fisheries Office, Gazipur Sadar	01741203239
11	Dr. Md. Saleh Ahmed, Post-harvest Technology Management Specialist	SHPPTT Project, Khamarbari, DAE, Dhaka	01712740107
12	Dr. Md. Anisur Rahman, Value Chain Dev. Specialist	NATP-2, Dept. of Livestock, Dhaka	01720010936
13	Mr. Mustafizur Rahman, Deputy General Manager (Ret.)	SCITI, BSCIC and National Trainer, SME Foundation, Dhaka	01799456127
14	Md. Nazrul Islam, Proprietor	Saudi Date Palm Tree, vill. - Pirujali, Gazipur Sadar, Gazipur	01988668899

Training Schedule

Training on “Commercial Farm Management”

Date: 10/03/2019 (Day-1)

Day: Sunday

Time	Topic/Session	Speaker/Facilitator
09:00-09:15	Registration	Mrs. Sadekunnahar, Demonstrator
09:15 - 09:35	Pre-evaluation test, training expectation and norms	Md. Shahinul Islam, Sr.AD & Md. Anwarul Islam, Sr.AD, NATA
09:35 - 09:55	Inaugural ceremony	DG/Director/Faculty members
10:00 - 11:00	Agricultural transformation – the changing scenario of agricultural landscape	Dr. Mohammad Math hurul Haque, Former DG, NATA, Gazipur
11:00 - 11:20	Tea Break	
11:20 - 12:20	Farm development: Requirements, management principles and crop selection	Prof. Dr. A.K.M. Ruhul Amin, Dept. of Agronomy, SAU, Dhaka
12:25 - 01:25	Farm planning, budgeting and personnel	Do

	management in farm (with exercise)	
01:25 - 02:25	Prayer & Lunch	
02:25 - 03:25	Economic management of important commercially grown fruits	Dr. Babul Chandra Sarker, PSO, Pomology Div., BARI, Gazipur
03:30 - 04:30	Economic management of important commercially grown exotic fruits and ornamental flowers	Do
04:30 - 05:00	Brief on assignment	Course Coordinator

Date: 11/03/2019 (Day-2)

Day: Monday

Time	Topic/Session	Speaker/Facilitator
09:15 - 09:30	Review of previous day	Dr. Md. Shariful Islam, DD, NATA
09:30 - 10:30	Mechanization and profitable use of different agricultural implements of a farm	Dr. Ilias Hossain, PSO (Agronomy) RWRC, BARI, Rajshahi
10:30 - 10:55	Tea Break	
10:55 - 11:55	Economic management of important commercially grown vegetables	Prof. Dr. Azizul Hoque, Dept. of Horticulture, BSMRAU, Gazipur
12:05 - 01:05	Profitability analysis in roof top agriculture	Prof. Dr. A.F.M. Jamal Uddin Dept. of Horticulture, SAU, Dhaka
01:05 - 02:15	Prayer & Lunch	
02:15 - 03:15	Commercial dairy farm development and management practices	Dr. Md. Muklesur Rahman, VS, Dist. Veterinary Hospital, Gazipur
03:25 - 04:25	Commercial poultry farm development and management practices	Do
04:25 - 05:00	Preparation for group assignment	Asst. Course Coordinator

Date: 12/03/2019 (Day-3)

Day: Tuesday

Time	Topic/Session	Speaker/Facilitator
09:15 - 09:30	Review of previous day	Md. Anwarul Islam, Sr.AD, NATA
09:30 - 10:30	Commercial fish culture development and management	Jannatun Shahin, Sr. Upazila Fisheries Officer, Sadar Gazipur
10:30 - 10:55	Tea Break	
10:55 - 11:55	Supply and value chain management of different agro-products	Dr. Md. Anisur Rahman, Value Chain Dev. Specialist, NATP-2, DLS, Dhaka
12:05 - 01:05	Marketing system of farm products: Principles, constrains and opportunities	Do
01:05 - 02:15	Prayer & Lunch	
02:15 - 03:15	Introduction to economic terms, data collection and data processing	Dr. Md. Monayem Miah, PSO, Agil. Economics Div., BARI, Gazipur
03:25 - 04:25	Economic analysis of some agro-based commercial enterprises	Do
04:25 - 05:25	Economics of production and marketing cost of major crops (with exercise)	Do

Date: 13/03/2019 (Day-4)

Day: Wednesday

Time	Topic/Session	Speaker/Facilitator
09:00 - 09:15	Review of previous day	Md. Shahinul Islam, Sr.AD, NATA
09:15 - 10:15	Field visit to BARI and integrated farm (Agriculture & livestock)	Course Coordinator, Asst. Course Coordinator and Farmers
10:15 - 10:30	Tea Break	
10:30 - 01:15	Field visit to private farm	Farm's representative

01:15 - 02:15	Prayer & Lunch	
02:15 - 03:15	Concept on development and scope of entrepreneurship in agriculture	Mr. Mustafizur Rahman, DGM (Ret.), SCITL, BSCIC, Dhaka
03:25- 04:25	Agricultural project analysis and financial management for entrepreneurship development	Do
04:30 - 05:00	SDG strategies for sustainable development in agriculture of Bangladesh	Dr. Md. Delower Hossain Mazumder, DD (Agril. Extension), NATA

Date: 14/03/2019 (Day-5)

Day: Thursday

Time	Topic/Session	Speaker/Facilitator
08:45-09:00	Review of previous day	Md. Shahinul Islam, Sr.AD, NATA
09:00-10:00	Economic management of important commercially grown field crops and seed production business	Dr. Md. Shariful Islam DD (Agronomy), NATA, Gazipur
10:05-11:05	Post-harvest technology and profitable management of agro-products	Dr. Md. Saleh Ahmed, Pos-harvest Technology Management Specialist, SHPPTT Project, DAE
11:05-11:20	Tea Break	
11:20-12:20	Concept & importance of Good Agricultural Practices (GAP), structure of Bangladesh GAP and global GAP	Do
12:25-01:25	Export potential and criteria & procedure for export of horticultural crops	Do
01:25-02:25	Prayer & Lunch	
02:25-03:55	Presentation on group assignment	DG/Directors, NATA
03:55-04:25	Post-evaluation test and course evaluation	Course Coordinator and ACC
04:25-05:00	Awarding certificate and closing	DG/Directors/Faculty Members

List of participants

Sl. No.	Name of Participants	Designation and Address	Mobile and email
01	MD. NAZRUL ISLAM	Additional Deputy Director (Horticulture), DAE, Khulna	01716463463 manzdae@gmail.com
02	ZAHIR AHAMED	Additional Deputy Director (PP), DAE, Chattogram	01712820871 zahiruao20@gmail.com
03	MD.ZAHIRUL ISLAM SARKER	Upazila Agriculture Officer, Upazila Agriculture Office, Sarail, Brahmanbaria	01818373470 zahirul.sarker@yahoo.com
04	MD. JASIM UDDIN	Upazila Agriculture Officer, Upazila Agriculture Office, Debhata, Satkhira	01717008820 jasimjess@gmail.com
05	MD. RUSSEL SARKER	Agriculture Extension Officer, Upazila Agriculture Office, Taraganj, Rangpur	01717452533 russelsarker06@gmail.com
06	MAMATA SAHA	Agriculture Extension Officer, Upazila Agriculture Office, Saidpur, Nilphamari	01719469185 kbd.msaha@gmail.com
07	HUSNEYARA KHATUN	Agriculture Extension Officer, Upazila	01741793068 hosneyara.hasi@gmail.com

Sl. No.	Name of Participants	Designation and Address	Mobile and email
		Agriculture Office, Sadarpur, Faridpur	
08	SHAIKH SAKHOAT HOSSAIN	Agriculture Extension Officer, Upazila Agriculture Office, Rupsa, Khulna.	01737939379 sakhoat.dae@gmail.com
09	MD. ABDULLAH AL NOMAN	Agriculture Extension Officer, Upazila Agriculture Office, Kaliganj, Jhenaidah	01736602631 aeolkaliganjjhenaidah@dae.gov.bd
10	NOOR OLIYA HAQUE	Agriculture Extension Officer, Upazila Agriculture Office, Sadar, Gazipur	01677121929 nooroliya04@gmail.com
11	MDAMZED HOSSAIN CHOWDHURY	Agriculture Extension Officer, Upazila Agriculture Office, Titas, Cumilla	01876070177 amzed.dae@gmail.com
12	MD.MIZANUR RAHMAN	Agriculture Extension Officer, Upazila Agriculture Office, Ramu, Cox's Bazar	01765920985 mizanurbau31@gmail.com
13	MD. RAKIBUL ISLAM	Agriculture Extension Officer, Upazila Agriculture Office, Tungipara, Gopalganj	01701237169 aeotungipara.gov@gmail.com
14	MD. REZAUL AMIN	Principal Scientific Officer, Cotton Research Center, Mahiganj, Rangpur	01718340980 mramin1968@gmail.com
15	MD. AL EMRAN HOSSAIN	Scientific Officer, BSRI, Ishurdi, Pabna	01723154884 emran.bau28@gmail.com
16	A. B. M.SHAFIULALAM	Scientific Officer, BINA,Chapai Nawabganj	01717268337 sbafialalamshahed@gmail.com
17	KEYA KARMOKAR	Scientific Officer, Soil Resource Development Institute, Dhaka	01673980646 keyasau20@gmail.com
18	THAONGPRUMARMA	Assistant Director (C.G.), BADC, Cox's Bazar	01834216677 thaong9@gmail.com
19	K.M. SHAMIM RANA	Assistant Director (Farm), Kushadanga Seed Production Farm, BADC, Jhenaidah	01718460280shamimbadc83@gmail.com
20	MD.MAMUNUR REZA	Assistant Director (Hort.), Joint Director (Horticulture) Office, BADC, Gazipur	01911152367 rezamm.bd@gmail.com
21	MD.MAMUNUR RASHID	Scientific Officer, Farm Management Division, BRRI, Gazipur	01737147970 lebubau59@yahoo.com
22	MD. BAYEZID BOSTAMI	Assistant Director, Department of Agril. Marketing, Divisional Office, Rangpur	01718469075 bayezidbos@gmail.com
23	MD. MAHBUB ALAM PATWARY	Senior Scientific Officer, Farm Division, BARI, Gazipur	01712210951 kdmahbub69@gmail.com
24	KAZIMD. FAHID HOSSAIN	Senior Scientific Officer, Farm Division, BARI, Gazipur	01850358218 fahidbari@gmail.com,
25	MD. ARAFAT HOSSAIN	Scientific Officer, BARI, Gazipur	01717425891 mdarafathossain@gmail.com
26	FARZANA HAQUE DEPO	Seed Analyst, Seed Certification Agency, Gazipur	01711371364, farzana.dae@gmail.com

7. Training method and material

a) Method

Lecture and discussion, practical, field visit, group work, question & answer, etc.

b) Material

Multimedia, white board & marker, VIP card, different sample, etc.

8. Sports and recreation

The academy has a recreation room with a colour TV in the dormitory and two daily newspapers are available there for the participants.

9. Evaluation by the participants

ক্র. নং	কর্মসম্পাদনা সূচক	অসাধারণ ১০০%		অতি উত্তম ৯০%		উত্তম ৮০%		চলতি মান ৭০%		চলতি মানের নিম্নে ৬০%	
		জন	%	জন	%	জন	%	জন	%	জন	%
ক.	নিরবচ্ছিন্ন প্রশিক্ষণ সুবিধা	৫	১৯	৮	৩১	১৩	৫০	-	-	-	-
খ.	পরিচ্ছন্নতা	১	৪	৭	২৭	১৩	৫০	৩	১২	-	-
গ.	সুষ্ঠু খাবার ব্যবস্থাপনা	-	-	৪	১৫	১৬	৬২	৪	১৫	২	৮
ঘ.	লাইব্রেরী সুবিধা	১	৪	-	-	৭	২৭	৭	২৭	৩	১২
ঙ.	অডিও ভিজুয়াল সুবিধা	২	৮	৭	২৭	৭	২৭	৮	৩১	১	৪

10. Pre and post evaluation test report (Full marks -100)

Sl. No.	Name of Participants	Designation and Address	Marks obtained	
			Pre-test	Post-test
01	MD. NAZRUL ISLAM	Additional Deputy Director (Horticulture), Department of Agricultural Extension, Khulna	44	72
02	ZAHIR AHAMED	Additional Deputy Director (PP), Department of Agricultural Extension, Chattogram	32	80
03	MD.ZAHIRUL ISLAM SARKER	Upazila Agriculture Officer, Upazila Agriculture Office, Sarail, Brahmanbaria	42	80
04	MD. JASIM UDDIN	Upazila Agriculture Officer, Upazila Agriculture Office, Debhata, Satkhira	24	78
05	MD. RUSSEL SARKER	Agriculture Extension Officer, Upazila Agriculture Office, Taraganj, Rangpur	28	78
06	MAMATA SAHA	Agriculture Extension Officer, Upazila Agriculture Office, Saidpur, Nilphamari	30	84
07	HUSNEYARA KHATUN	Agriculture Extension Officer, Upazila Agriculture Office, Sadarpur, Faridpur	32	82
08	SHAIKH SAKHOAT HOSSAIN	Agriculture Extension Officer, Upazila Agriculture Office, Rupsa, Khulna.	28	74
09	MD. ABDULLAH AL NOMAN	Agriculture Extension Officer, Upazila Agriculture Office, Kaliganj, Jhenaidah	40	62
10	NOOR OLIYA HAQUE	Agriculture Extension Officer, Upazila Agriculture Office, Sadar, Gazipur	28	78

11	MDAMZED HOSSAIN CHOWDHURY	Agriculture Extension Officer, Upazila Agriculture Office, Titas, Cumilla	56	78
12	MD.MIZANUR RAHMAN	Agriculture Extension Officer, Upazila Agriculture Office, Ramu, Cox's Bazar	34	60
13	MD. RAKIBUL ISLAM	Agriculture Extension Officer, Upazila Agriculture Office, Tungipara, Gopalganj	34	78
14	MD. REZAUL AMIN	Principal Scientific Officer, Cotton Research Center, Mahiganj, Rangpur	42	82
15	MD. AL EMRAN HOSSAIN	Scientific Officer, BSRI, Ishurdi, Pabna	38	72
16	A. B. M.SHAFIULALAM	Scientific Officer, BINA,Chapai Nawabganj	22	74
17	KEYA KARMOKAR	Scientific Officer, Soil Resource Development Institute, Dhaka	38	84
18	THAONGPRUMARMA	Assistant Director (C.G.), BADC, Cox's Bazar	26	70
19	K.M. SHAMIM RANA	Assistant Director (Farm), BADC, Kushadanga Seed Production Farm, Jhenaidah	30	62
20	MD.MAMUNUR REZA	Assistant Director (Hort.), Joint Director (Horticulture) Office, BADC, Gazipur	48	78
21	MD.MAMUNUR RASHID	Scientific Officer, Farm Management Division, BRRI, Gazipur	38	76
22	MD. BAYEZID BOSTAMI	Assistant Director, Department of Agril. Marketing, Divisional Office, Rangpur	32	80
23	MD. MAHBUB ALAMPATWARY	Senior Scientific Officer, Farm Division, BARI, Gazipur	36	72
24	KAZIMD. FAHID HOSSAIN	Senior Scientific Officer, Farm Division, BARI, Gazipur	36	72
25	MD. ARAFAT HOSSAIN	Scientific Officer, BARI, Gazipur	20	74
26	FARZANA HAQUE DEPO	Seed Analyst, Seed Certification Agency, Gazipur	24	60
Average			33.9	74.6

11. Concluding session

a) Feedback from the participants

After completion of the training two participants were asked to give their opinion on the training course on behalf of the twenty six participants. The feedbacks from the participants are given bellow:

The training course was time demanded. The topics of the course were contemporary. The resource persons were skilled, veteran and experienced in their concerned topic. Time management during the course was appreciable. The training program was carried out in a disciplined way. Residential and dormitory facilities were good enough. There was five minutes break between two sessions to energize the participants. It would be better if more field visit and duration of the course are increased. It would be better if the lecture sheets are provided prior to the session starts. The cooperation of Course Coordinator, Assistant Course Coordinator and the NATA authority was praiseworthy. In a nutshell, the training was incredibly fruitful for them.

b) Speech by the Chairperson

This training course was very essential in the situation of changing agriculture from subsistence farming to commercial farming. Appropriate management of a commercial farm is necessary for the farm owner/entrepreneurs to exploit maximum output. Agricultural officers, researchers and farm managers are able to provide services for efficient and effective farm management through this training. We tried our level best to make the training program successful. For that, we had selected the modern time demanded course content and expert resource speakers. The participants could apply their acquired knowledge and skill in their respective areas. Wish all the participants sound health and safe return to their home and work place.

c) Awarding of the certificate

The certificates are distributed among the participants after successfully completion of the training.

12. Recommendation by the course management team

- a) Duration of the course should be increased according to the need of the participants.
- b) Management of dormitory and cafeteria should be improved for providing proper services.
- c) Recreation and sports facilities should be provided for the participants.

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