

**SIR ARTHUR LEWIS COMMUNITY COLLEGE  
DIVISION OF AGRICULTURE**

**Certificate Students**

**Final Exam Semester II – Academic Year 2000/2001**



**Course: Farm Business & Marketing- FBM512**

**Date: 10/05/2001**

**Duration: 2 ½ Hours**

#M3

**Please Answer any Question 1 and any other Four (4) Questions**

1. a) Why is it necessary to keep records on a farm?  
b) Describe the elements of a record keeping system that you would use for i) a vegetable enterprise and ii) a broiler enterprise. Suggest a format for each record suggested.  
c) What is the difference between a cash flow budget and an enterprise budget?  
d) A farmer is plans to produce 2 acres of broccoli, which will be sold at a price of \$2.25 per pound. She will use 56 mandays of labour at a cost of \$50.00 per day and use 8 hours of tractor services at a cost of \$120.00 per hour. To produce the crop the farmer will also use 6 bags of fertiliser, 3 litres of herbicide and 3kg of fungicide. Fertiliser costs \$50.00 per bag, herbicide costs \$38.00 per litre and fungicide costs \$34.00 per pound. The expected yield of the crop is 8000 pounds per acre of which 15% is expected to be non marketable. Using an **appropriate format** prepare a budget for the crop. **(22 marks)**
2. You are appointed supervisor on a private farm. Describe the needs of each worker that are met from their job. How would you attempt to motivate your workers to perform their jobs efficiently? **(12marks)**
3. Describe in detail, the different ways by which a prospective young farmer can obtain land and capital to start an agricultural business. **(12 marks)**
4. a) What are the advantages of a corporation (incorporated) over a sole trader as a legal business structure?  
b) Describe the principles that govern the operation of a farmer's credit union?  
c) Different types of business structures affect the continuation of the farm business upon death of the farmer. Discuss briefly in relation to a sole trader, partnership and an incorporated business. **(12 marks)**
5. a) List and briefly describe the elements of a business plan for a farm.  
b) Describe in detail how you would go about preparing a market plan for a new farm. **(12 marks)**
6. a) Describe four types of middlemen dealing with agricultural produce in St.Lucia. Give a named example of each.  
b) Describe the physical marketing functions performed by middlemen in agriculture. Explain why each of these functions is necessary to get agricultural goods from the producer to the consumer. **(12 marks)**
7. a) Using examples briefly describe the different categories of consumer goods  
b) Describe three (3) types of pricing strategies that can be used for agricultural goods. Which of these is more appropriate for tomatoes in St.Lucia? **(12 marks)**