

Farm and Business Management

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V(A). Planned Program (Summary)

1. Name of the Planned Program

Farm and Business Management

V(B). Program Knowledge Area(s)

1. Program Knowledge Areas and Percentage

KA Code	Knowledge Area	%1862 Extension	%1890 Extension	%1862 Research	%1890 Research
601	Economics of Agricultural Production and Farm Management	60%		60%	
602	Business Management, Finance, and Taxation	10%		10%	
603	Market Economics	20%		20%	
605	Natural Resource and Environmental Economics	10%		10%	
	Total	100%		100%	

V(C). Planned Program (Inputs)

1. Actual amount of professional FTE/SYs expended this Program

Year: 2007	Extension		Research	
	1862	1890	1862	1890
Plan	20.0	0.0	0.0	0.0
Actual	20.0	0.0	1.4	0.0

2. Actual dollars expended in this Program (includes Carryover Funds from previous years)

Extension		Research	
Smith-Lever 3b & 3c 641156	1890 Extension	Hatch 70811	Evans-Allen 0
1862 Matching 641156	1890 Matching 0	1862 Matching 70811	1890 Matching 0
1862 All Other 2078288	1890 All Other 0	1862 All Other 424245	1890 All Other 0

V(D). Planned Program (Activity)

1. Brief description of the Activity

Risk Management Education: 35 county level meetings discussing farm leasing agreements were held, with over 3,000 attendees. 20 radio interviews and mass media articles were disseminated. Approximately 3,000 personal consultations were carried out. A one-day continuing education seminar for crop insurance agents was held, with 275 people attending.

Women Decision-makers and Leaders: Approximately 12 Annie's Project groups have been started in Iowa, in which farm women only are invited to attend a series of workshops that address financial and economic issues of their choosing.

Financing Agriculture: 87 agricultural lenders and auditors enrolled in the 2007 Agricultural Credit School conducted by ISU Extension. They each received 35 hours of instruction on legal requirements of lending, financing crops, livestock and farm real estate, risk management, financing new businesses, and problem loan solving.

Next Generation of Agriculturalists: The AgLink program is a four day seminar for multiple generations. It allows students, their parents and others with whom they will be farming the opportunity to explore transition options and plans. The FarmOn program is designed to match unrelated beginning and retiring farmers. Individual consultations have been provided. Speeches, lectures, workshops, and short courses have been initiated. Materials have been developed. Extension has worked with other groups and organizations.

Farm Income Tax Education: In 2006, the ISU Extension and the ISU Center for Agricultural Law and Taxation conducted seven schools in Sheldon, Mason City, Fort Dodge, Ames, Muscatine, Waterloo, Atlantic, and Ottumwa. Attendees are eligible for up to fourteen hours of continuing education credits. The Center has also been involved in continuing education in the area of taxation in the areas of women in agriculture, farm estate and business planning, and the Iowa Bar Association Tax School.

Farm Bill Education: A few presentations outlining some of the options being considered for the 2008 farm bill were included in seminars and meetings for farm audiences. It is anticipated that these will increase as the time for actually debating and passing the bill draws nearer.

Alternative Enterprises or Value Retained: Iowa State University Extension has responded to producers' needs a number of ways. Extension bulletins on vegetable and organic budgets, as well as how to use them in decision making were developed. A series of informational meetings on organic agriculture and other long-term rotations, vegetable economics, and using budgets were held throughout the state. Interactive decision making tools were developed and put on the ISU farm management website Agricultural Decision Maker. Alternative agricultural information was added on the website Agricultural Marketing Resource Center.

2. Brief description of the target audience

- Grain, livestock and dairy producers
- Agribusiness professionals
- Agricultural lenders
- Farm employees
- Female farmers and farm partners
- On-farm and off-farm heirs
- Beginning farmers
- Landowners
- Tax practitioners
- Entrepreneurs
- Farm families
- State agencies and NGOs

V(E). Planned Program (Outputs)

1. Standard output measures

Target for the number of persons (contacts) reached through direct and indirect contact methods

	Direct Contacts Adults	Indirect Contacts Adults	Direct Contacts Youth	Indirect Contacts Youth
Year	Target	Target	Target	Target
Plan	15000	3350000	0	0
2007	15027	929322	0	0

2. Number of Patent Applications Submitted (Standard Research Output)

Patent Applications Submitted

Year Target

Plan: 0

2007: 0

Patents listed

3. Publications (Standard General Output Measure)

Number of Peer Reviewed Publications

	Extension	Research	Total
Plan			
2007	127	13	0

V(F). State Defined Outputs

Output Target

Output #1

Output Measure

{No Data Entered}

Not reporting on this Output in this Annual Report

Year	Target	Actual
2007	{No Data Entered}	{No Data Entered}

V(G). State Defined Outcomes

O No.	Outcome Name
1	Number of crop and livestock producers who choose marketing, insurance and USDA program alternatives that are consistent with the risk bearing ability of their businesses and their personal preferences for managing risk.
2	Number of female farmers and farm partners who take a more active role in decision making for their businesses.
3	Number of agricultural lenders who finance the acquisition of new resources or implementation of new technology for their borrowers while maintaining liquidity and controlling financial risks.
4	Number of beginning farmers who objectively measure the likelihood of meeting their individual and family goals through entering a farm business.
5	Number of Iowa businesses providing inputs and/or services to farmers that will offer informed marketing and financial advice.
6	Number of income tax practitioners that increase the accuracy and efficiency of the farm returns that they prepare.
7	Number of producers and landowners who make choices among CRP, CSP and commodity payment programs consistent with their goals of increasing profits and protecting agricultural resources.
8	Number of producers and other entrepreneurs who increase their awareness of alternative enterprises or value retained opportunities by either attending an educational program or downloading educational materials from a website.

Outcome #1

1. Outcome Measures

Not reporting on this Outcome for this Annual Report

2. Associated Institution Types

3a. Outcome Type:

3b. Quantitative Outcome

Year	Quantitative Target	Actual
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3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

What has been done

Results

4. Associated Knowledge Areas

KA Code	Knowledge Area
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V(H). Planned Program (External Factors)

External factors which affected outcomes

Economy

Government Regulations

Brief Explanation

The sudden manifestation of increased demand for corn for production of ethanol in rapidly increasing prices for corn (initially) followed by soybeans, wheat, hay and other commodities created a need for more education about cost of production, renegotiation of farm lease agreements, new marketing strategies and the economics of ethanol and biodiesel production. This resulted in a reallocation of time for many Extension specialists.

New income tax legislation and rules always influence the program content of the Farm Income Tax Schools.

V(I). Planned Program (Evaluation Studies and Data Collection)

1. Evaluation Studies Planned

After Only (post program)

Evaluation Results

Key Items of Evaluation