

Agriculture - Sustainable Business Management

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V(A). Planned Program (Summary)

1. Name of the Planned Program

Agriculture - Sustainable 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	40%		40%	
	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	3.6	0.0	0.0	0.0
Actual	2.2	0.0	0.2	0.0

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

Extension		Research	
Smith-Lever 3b & 3c 38072	1890 Extension	Hatch	Evans-Allen
	0	0	0
1862 Matching 139835	1890 Matching	1862 Matching	1890 Matching
	0	0	0
1862 All Other 197703	1890 All Other	1862 All Other	1890 All Other
	0	0	0

V(D). Planned Program (Activity)

1. Brief description of the Activity

•Consultations - Agriculture Business Management •Cost of Production Dairy Farms and Forage Crops •Crop Insurance Education - AV Resource •Crop Insurance Education - Conference •Crop Insurance Education - Display (Direct) •Crop Insurance Education - Public Presentation •Crop Insurance Education - Publication •Crop Insurance Education - Radio Program •Crop Insurance Education - Television Segment •Crop Insurance Education - Website •Developing And Implementing An Estate Plan To Preserve Wealth •Farms for the Future •Meetings on Agriculture Business Management •Piscataquis Farming Newsletter

2. Brief description of the target audience

•Agency Staff or Professionals (Adult) •Agricultural Producers (Adult) •Commercial Dairy Producers (Adult) •Commercial Vegetable Growers (Adult)

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	2258	89895	0	0
2007	1934	45640	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	0	0	0

V(F). State Defined Outputs

Output Target

Output #1

Output Measure

Direct - Collaborative or Cooperative Effort

Year	Target	Actual
2007	4	3

Output #2

Output Measure

Direct - Conference or symposium

Year	Target	Actual
2007	41	331

Output #3

Output Measure

Direct - Consultation

Year	Target	Actual
2007	50	22

Output #4

Output Measure

Direct - Display or exhibit

Year	Target	Actual
2007	8	331

Output #5

Output Measure

Direct - Group Presentation

Year	Target	Actual
2007	1	6

Output #6

Output Measure

Direct - Public Presentation

Year	Target	Actual
2007	12	336

Output #7

Output Measure

Direct - Train-the-Trainer

Year	Target	Actual
2007	4	0

Output #8

Output Measure

Direct - Workshop - single session

Year	Target	Actual
2007	2	25

Output #9

Output Measure

Indirect - AV resource

Year	Target	Actual
2007	0	400

Output #10

Output Measure

Indirect - Applied Research

Year	Target	Actual
2007	1	13

Output #11

Output Measure

Indirect - Display or Exhibit

Year	Target	Actual
2007	8	0

Output #12

Output Measure

Indirect - Publication

Year	Target	Actual
2007	28	5

Output #13

Output Measure

Indirect - Publication - newsletter

Year	Target	Actual
2007	12	8

Output #14

Output Measure

Indirect - Radio Program

Year	Target	Actual
2007	2	1

Output #15

Output Measure

Indirect - Television Segment

Year	Target	Actual
2007	4	2

Output #16

Output Measure

Indirect - Website

Year	Target	Actual
2007	1	45

V(G). State Defined Outcomes

O No.	Outcome Name
1	Demonstrate advanced business management skills
2	Demonstrate basic business management skills
3	Demonstrate how to analyze records for decision making
4	Demonstrate production recordkeeping
5	Describe record keeping and record keeping systems
6	Describe the components of an estate plan
7	Adopt appropriate management strategies
8	Develop a business plan
9	Develop a financial plan
10	Develop an estate plan for business enterprise
11	Enroll in and work with Farms for the Future
12	Keep accurate records
13	Make better decisions using accurate records
14	Manage business to achieve profit
15	Secure financing
16	Use relevant UMCE web-based resources
17	Enhance the economic and environmental sustainability of Maine agriculture and aquaculture.
18	Enhance the safety, sustainability, and dependability of Maine's food supply.
19	Improve the lives of Maine citizens through positive human development, healthy lifestyles and nutrition, and lifelong wellness.
20	Adopt business management practices
21	Adopt environmentally sound technologies that improve economic viability
22	Adopt practices that maintain long-term productivity
23	Adopt practice that maintain profitability
24	Create Jobs
25	Decide not to create non-viable business
26	Establish a business
27	Increase business revenues
28	Providing learning opportunities for groups or organizations
29	Describe an improved quality of life
30	Demonstrate sound agricultural practices

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

During 2007 the shrinking economy in Maine created a sharp reduction in state revenues, and along with increased energy costs, initiate a spectrum of woes for consumers and small business operators, including farmers. Regulatory changes caused organic operators to reconsider their proximity to genetically modified crops and crops treated with non-organic and pesticides and fertilizers.

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

1. Evaluation Studies Planned

Retrospective (post program)

Before-After (before and after program)

During (during program)

Time series (multiple points before and after program)

Evaluation Results

Key Items of Evaluation