

**V(A). Planned Program (Summary)**

**Program # 13**

**1. Name of the Planned Program**

Farm and Ranch 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
111	Conservation and Efficient Use of Water	0%		5%	
132	Weather and Climate	0%		5%	
212	Pathogens and Nematodes Affecting Plants	0%		5%	
601	Economics of Agricultural Production and Farm Management	60%		10%	
602	Business Management, Finance, and Taxation	10%		10%	
603	Market Economics	10%		10%	
605	Natural Resource and Environmental Economics	10%		10%	
606	International Trade and Development	10%		10%	
609	Economic Theory and Methods	0%		20%	
610	Domestic Policy Analysis	0%		10%	
722	Zoonotic Diseases and Parasites Affecting Humans	0%		5%	
	<b>Total</b>	100%		100%	

**V(C). Planned Program (Inputs)**

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

Year: 2010	Extension		Research	
	1862	1890	1862	1890
Plan	3.0	0.0	3.0	0.0
Actual	3.7	0.0	1.7	0.0

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

Extension		Research	
Smith-Lever 3b & 3c	1890 Extension	Hatch	Evans-Allen
118155	0	143691	0
1862 Matching	1890 Matching	1862 Matching	1890 Matching
118155	0	143691	0
1862 All Other	1890 All Other	1862 All Other	1890 All Other
207581	0	427663	0

**V(D). Planned Program (Activity)**

**1. Brief description of the Activity**

The Farm and ranch management team is made up of 12 faculty members contributing a total of 3.7 FTEs to this project. Team members generated \$78,973 in external grant support and made 3,178 direct teaching contacts. Team members produced four peer-reviewed Extension publications and five articles in professional and scientific journals. The Team has four major areas of focus:

- Farm Management Program
- Farm and Ranch Production Management Economics Program
- Financial Condition of Idaho Agriculture Program
- Sustainability through AgrAbility Program

Farm management classes were taught across the state and focused on topics including strategic planning, Quickbooks, Recordkeeping, Marketing, Business Planning, and Estate Planning. Delivery of farm management education is often integrated into programs designed for specific producer audiences, such as potato and cereal schools and at forage and pasture schools,

**2. Brief description of the target audience**

The target audience is comprised of farmers, ranchers and agribusiness managers in Idaho who are interested in improving their business management skills. This would include farmers and ranchers who are struggling financially and need to evaluate alternatives and may need help with basic financial management concepts, as well as highly successful farmers and ranchers who want to stay at the cutting-edge, improve their efficiency and/or evaluate alternative crops/cropping systems or alternative livestock/livestock production systems.

**V(E). Planned Program (Outputs)**

**1. Standard output measures**

2010	Direct Contacts Adults	Indirect Contacts Adults	Direct Contacts Youth	Indirect Contacts Youth
<b>Plan</b>	1400	8000	0	0
<b>Actual</b>	3063	7333	115	175

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

**Patent Applications Submitted**

Year: 2010  
 Plan: 0  
 Actual: 0

**Patents listed**

**3. Publications (Standard General Output Measure)**

**Number of Peer Reviewed Publications**

2010	Extension	Research	Total
Plan	3	2	
Actual	4	10	14

**V(F). State Defined Outputs**

**Output Target**

**Output #1**

**Output Measure**

- Farm Management Classes.

Year	Target	Actual
2010	2	15

**Output #2**

**Output Measure**

- Crop & Livestock Costs and Returns Estimates Published.

Year	Target	Actual
2010	85	80

**Output #3**

**Output Measure**

- Number of ID Agriculture's Economic Situation tri-fold distributed

Year	Target	Actual
2010	1000	1000

**Output #4**

**Output Measure**

- Media Contacts.

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2010	25	61

**Output #5**

**Output Measure**

- Workshops/presentations at Commodity Schools.

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2010	10	24

**Output #6**

**Output Measure**

- Office/one-on-one consultations

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2010	75	822

**Output #7**

**Output Measure**

- AERS web site visits related to farm management

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2010	1000	3034

**V(G). State Defined Outcomes**

**V. State Defined Outcomes Table of Content**

O. No.	OUTCOME NAME
1	O: Educational material is widely distributed to clientele. I: Number of publications and other resources distributed
2	O: Clientele motivated to obtain knowledge and/or learn new management skills.I: Number of clientele attending educational programs.
3	O: Clients learn about new issues, management practices or marketing tools.I: Number of clientele attending educational programs that indicate a change in knowledge.
4	O: Clientele apply new knowledge about issues, management practices or marketing/risk management tools. I: Number of clientele attending educational programs that indicate an intention to change a practice or that have changed a practice.

## **Outcome #1**

### **1. Outcome Measures**

O: Educational material is widely distributed to clientele. I: Number of publications and other resources distributed

### **2. Associated Institution Types**

- 1862 Extension

### **3a. Outcome Type:**

Change in Condition Outcome Measure

### **3b. Quantitative Outcome**

<b>Year</b>	<b>Quantitative Target</b>	<b>Actual</b>
2010	200	513

### **3c. Qualitative Outcome or Impact Statement**

#### **Issue (Who cares and Why)**

Farmers and ranchers with proper farm management information and tools will make better and hopefully more profitable decisions.

#### **What has been done**

Resource material was distributed to clientele upon request.

#### **Results**

Cientele who are motivated enough to seek out information on good management practices and to obtain management decision aids are likely to make better and more profitable decisions.

### **4. Associated Knowledge Areas**

<b>KA Code</b>	<b>Knowledge Area</b>
601	Economics of Agricultural Production and Farm Management
602	Business Management, Finance, and Taxation
603	Market Economics

## **Outcome #2**

### **1. Outcome Measures**

O: Clientele motivated to obtain knowledge and/or learn new management skills.I: Number of clientele attending educational programs.

### **2. Associated Institution Types**

- 1862 Extension

### **3a. Outcome Type:**

Change in Knowledge Outcome Measure

### **3b. Quantitative Outcome**

<b>Year</b>	<b>Quantitative Target</b>	<b>Actual</b>
2010	1000	789

### **3c. Qualitative Outcome or Impact Statement**

**Issue (Who cares and Why)**

**What has been done**

**Results**

### **4. Associated Knowledge Areas**

<b>KA Code</b>	<b>Knowledge Area</b>
601	Economics of Agricultural Production and Farm Management
602	Business Management, Finance, and Taxation
603	Market Economics
605	Natural Resource and Environmental Economics
606	International Trade and Development

## **Outcome #3**

### **1. Outcome Measures**

O: Clients learn about new issues, management practices or marketing tools.I: Number of clientele attending educational programs that indicate a change in knowledge.

### **2. Associated Institution Types**

- 1862 Extension

**3a. Outcome Type:**

Change in Knowledge Outcome Measure

**3b. Quantitative Outcome**

Year	Quantitative Target	Actual
2010	250	105

**3c. Qualitative Outcome or Impact Statement**

**Issue (Who cares and Why)**

**What has been done**

**Results**

**4. Associated Knowledge Areas**

KA Code	Knowledge Area
601	Economics of Agricultural Production and Farm Management
602	Business Management, Finance, and Taxation
603	Market Economics
605	Natural Resource and Environmental Economics
606	International Trade and Development

**Outcome #4**

**1. Outcome Measures**

O: Clientele apply new knowledge about issues, management practices or marketing/risk management tools. I: Number of clientele attending educational programs that indicate an intention to change a practice or that have changed a practice.

**2. Associated Institution Types**

- 1862 Extension

**3a. Outcome Type:**

Change in Action Outcome Measure

### 3b. Quantitative Outcome

Year	Quantitative Target	Actual
2010	100	106

### 3c. Qualitative Outcome or Impact Statement

#### Issue (Who cares and Why)

Sustainable farm businesses depend on leasing crop lands. Economic viability depends on the development of crop leases that are equitable to both parties.

#### What has been done

A orkshop was held to demonstrate a decision-aid tool that allows the user to calculate the cost contribution of the landlord and tenant, which is the basis of any equitable crop lease agreement.

#### Results

In this oone workshop, 2/3 of the workshop participants (19 out of 30) indicated that they would use the information or the decision-aid program to help them analyze current or future crop lease agreements.

### 4. Associated Knowledge Areas

KA Code	Knowledge Area
601	Economics of Agricultural Production and Farm Management
602	Business Management, Finance, and Taxation

### V(H). Planned Program (External Factors)

#### External factors which affected outcomes

- Economy
- Public Policy changes
- Competing Programmatic Challenges

#### Brief Explanation

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

#### 1. Evaluation Studies Planned

- After Only (post program)
- Before-After (before and after program)

**Evaluation Results**

**Key Items of Evaluation**