

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

**Program # 20**

**1. Name of the Planned Program**

Farm Management and Agricultural Enterprise Analysis

Reporting on this Program

Reason for not reporting

As a result of refinements to the ACES program planning process, as noted in the 2013 Plan of Work, this program has been redefined consistent with the new FY2013 Planned Program list. The content of this program is now included in one of the FY2013 Planned Programs. Accomplishments for this program will be reported under the appropriate FY2013 Planned Program.

**V(B). Program Knowledge Area(s)**

1. Program Knowledge Areas and Percentage

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

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

Year: 2012	Extension		Research	
	1862	1890	1862	1890
Plan	6.0	0.0	0.0	0.0
Actual Paid Professional	{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}
Actual Volunteer	{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}

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

Extension		Research	
Smith-Lever 3b & 3c	1890 Extension	Hatch	Evans-Allen
{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}
1862 Matching	1890 Matching	1862 Matching	1890 Matching
{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}
1862 All Other	1890 All Other	1862 All Other	1890 All Other
{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}

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

**1. Brief description of the Activity**

The primary activities in this area are conducted relative to one Extension Team Project:ETP16D, Agricultural Business Management and Profitability.Detailed descriptions of the activities of this project are available on the ACES Intranet.In summary, Economists work with the Farm Analysis cooperators to assemble and maintain accurate farm records.They compile and analyze these records and develop standard financial and business statements.They advise cooperators relative to their operations in areas such as feasibility of alternative enterprise mixes, alternative technologies, alternative markets and methods, and alternative resource mixes.Consideration is given to impacts on efficiency, finance, taxation, income, and estate planning.Individual farm level data are compiled into Association and State Summaries which focus on major farm enterprises in the State and major production areas.Analyses are provided for lower, middle, and upper thirds of farms so as to isolate practices and conditions that might relate to particular farms being better or worse than others.The better farms can potentially serve as benchmarks for other farms.Information and knowledge gained from working with participating farmers is used to advise others who might be interested in particular practices, technologies, or conditions that promote efficiency and profitability.Basically, the program involves much real world, one-on-one education and advisement.

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

Primary focus and interaction is on cooperators in the State's four Farm Analysis Associations.However, data and information from these contacts will be used in conjunction with knowledge and expertise of Economists to guide and advise numerous other clientele, including but not limited to: other farmers; lenders; governmental authorities; tax consultants and accountants; research, teaching, and extension faculty; and leadership of agricultural commodity organizations.This program involves much education and training in farm management in the most broad terms, including decision making related to feasibility of enterprises, enterprise mixes, technologies, and/or alternative markets and methods; resource allocations; financial considerations; tax issues and ramifications; estate tax issues and ramifications; and family living conditions.

**3. How was eXtension used?**

{No Data Entered}

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

**1. Standard output measures**

2012	Direct Contacts Adults	Indirect Contacts Adults	Direct Contacts Youth	Indirect Contacts Youth
<b>Actual</b>	0	0	0	0

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

**Patent Applications Submitted**

Year: 2012

Actual: {No Data Entered}

**Patents listed**

{No Data Entered}

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

#### Number of Peer Reviewed Publications

2012	Extension	Research	Total
Actual	0	0	0

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

##### Output Target

##### Output #1

###### Output Measure

- Direct advisement and counselling of roughly 275 association members.

Year	Actual
2012	0

##### Output #2

###### Output Measure

- Advise and counsel other, non-member, clientele

Year	Actual
2012	0

##### Output #3

###### Output Measure

- Publish Annual Summaries

Year	Actual
2012	0

##### Output #4

###### Output Measure

- Participate in tax and commodity meetings

Year	Actual
2012	0

##### Output #5

###### Output Measure

- Indirect impacts on decisions of those who attend meetings, read publications, and/or review blog listings or newsletters.

<b>Year</b>	<b>Actual</b>
2012	0

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

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

O. No.	OUTCOME NAME
1	Contacts will better understand the farm decision environment.
2	Direct and indirect contacts will make better, more informed, decisions.

## **Outcome #1**

### **1. Outcome Measures**

Contacts will better understand the farm decision environment.

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

- 1862 Extension

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

Change in Knowledge Outcome Measure

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

<b>Year</b>	<b>Actual</b>
2012	0

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

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

{No Data Entered}

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

{No Data Entered}

#### **Results**

{No Data Entered}

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

<b>KA Code</b>	<b>Knowledge Area</b>
{No Data}	null

## **Outcome #2**

### **1. Outcome Measures**

Direct and indirect contacts will make better, more informed, decisions.

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

- 1862 Extension

**3a. Outcome Type:**

Change in Action Outcome Measure

**3b. Quantitative Outcome**

Year	Actual
2012	0

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

**Issue (Who cares and Why)**

{No Data Entered}

**What has been done**

{No Data Entered}

**Results**

{No Data Entered}

**4. Associated Knowledge Areas**

**KA Code Knowledge Area**

{No Data} null

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

**External factors which affected outcomes**

- Natural Disasters (drought, weather extremes, etc.)
- Economy
- Appropriations changes
- Public Policy changes
- Government Regulations
- Competing Public priorities
- Competing Programmatic Challenges
- Other (Participation of farmers in Asso)

**Brief Explanation**

{No Data Entered}

**V(I). Planned Program (Evaluation Studies)**

**Evaluation Results**

{No Data Entered}

**Key Items of Evaluation**

{No Data Entered}