

V(A). Planned Program (Summary)

Program # 7

1. Name of the Planned Program

Farm and Ranch Management

Reporting on this Program

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%		10%	
132	Weather and Climate	0%		10%	
212	Pathogens and Nematodes Affecting Plants	0%		10%	
601	Economics of Agricultural Production and Farm Management	25%		10%	
602	Business Management, Finance, and Taxation	25%		10%	
603	Market Economics	15%		10%	
605	Natural Resource and Environmental Economics	15%		10%	
606	International Trade and Development	10%		10%	
609	Economic Theory and Methods	5%		10%	
610	Domestic Policy Analysis	5%		10%	
	Total	100%		100%	

V(C). Planned Program (Inputs)

1. Actual amount of FTE/SYs expended this Program

Year: 2012	Extension		Research	
	1862	1890	1862	1890
Plan	3.1	0.0	1.5	0.0
Actual Paid Professional	5.8	0.0	0.0	0.0
Actual Volunteer	0.0	0.0	1.3	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
113975	0	223507	0
1862 Matching	1890 Matching	1862 Matching	1890 Matching
113975	0	223507	0
1862 All Other	1890 All Other	1862 All Other	1890 All Other
293494	0	262286	0

V(D). Planned Program (Activity)

1. Brief description of the Activity

The Farm and Ranch Management team delivered a variety of courses and workshops in 2012. Six-week farm management courses were taught in two Eastern Idaho locations (Rexburg, Pocatello), attracting beginning and established farmers and ranchers from 11 counties to learn principles including goal setting, inventory management, performance monitoring, and improved profitability. Farm management schools taught in three Eastern Idaho locations reached both agricultural producers and lenders from 16 Idaho counties with training and insights about useful tools and techniques to manage the business aspects of agricultural enterprises. Elsewhere, educational events included farm tools workshops, marketing workshops, futures workshops, and presentations at various grower meetings covering topics such as fertilizer economics, rental formulation for pasture, and the economics of irrigation efficiency. Farm succession workshops (4-days, 16-hours of instruction) were delivered in several locations.

Extension coordinated a farm business management program for Tribal Members, in collaboration with Idaho State University and the Fort Hall Tribal Tax Department. The Tribal Tax Department provides scholarships to pay for Tribal members to attend this course which runs from the end of October to the middle of March.

Agricultural risk was a primary topic for numerous educational workshops and activities. Extension delivered education through the Farm Safety Day camp and through a syndicated radio interview on conducting a farm hazard identification checklist. Extension provided information on West Nile Virus and Swine flu transmission at county fairs.

The Farm and Ranch Management team members contribute to numerous regional economic studies each year; this year focusing on the Magic Valley. In an annual activity, the economic conditions in Idaho were synthesized and analyzed to create financial projections for the agricultural sector. This project results in published reports, news releases, presentations, and other formats to deliver to decision makers.

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.

Participants will attend workshops, seminars and classes offered in a number of venues, including the traditional commodity schools/conferences as well as specialized farm management classes. Program participants will also access decision-aid computer programs and other resource material directly from the Agricultural Economics and Rural Sociology web site.

3. How was eXtension used?

eXtension was not used in this program

V(E). Planned Program (Outputs)

1. Standard output measures

2012	Direct Contacts Adults	Indirect Contacts Adults	Direct Contacts Youth	Indirect Contacts Youth
Actual	11305	44437	265	462

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

Patent Applications Submitted

Year: 2012

Actual: 0

Patents listed

3. Publications (Standard General Output Measure)

Number of Peer Reviewed Publications

2012	Extension	Research	Total
Actual	6	10	16

V(F). State Defined Outputs

Output Target

Output #1

Output Measure

- Farm Management Schools/Classes.

Year	Actual
2012	13

Output #2

Output Measure

- Crop & Livestock Costs and Returns Estimates Published.

Year	Actual
2012	41

Output #3

Output Measure

- Number of Financial Condition of Idaho Agriculture tri-fold distributed

Year	Actual
2012	2385

Output #4

Output Measure

- Media Contacts.

Year	Actual
2012	134

Output #5

Output Measure

- Workshops/presentations at Commodity Schools/conferences, Farm Management Schools or other appropriate venues.

Year	Actual
2012	119

Output #6

Output Measure

- Office/one-on-one consultations

Year	Actual
2012	498

Output #7

Output Measure

- AERS web site visits related to farm management

Year	Actual
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2012

200

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.
5	Economic Evaluation and Modeling of Agricultural Production and Responses to External Factors

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

Year	Actual
2012	949

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Participants in classes will utilize their resources to further their education. Publications, budget information, and other resources are a valuable teaching tool in helping participants understand and research a topic in more depth.

What has been done

Educational material and resources are distributed to Annie's Project participants throughout the course. We use Idaho Crop and Livestock Cost/Revenue information to present on enterprise budgeting. We also use resources in tax documentation, estate planning, financial documentation and record keeping systems.

Results

Participants from the Annei's Project classes have looked back through their resource material and used throughout the year. They have contacted outside resources based on information from the class and found additional information to complement their notebook of material. Several comments made by participants have shown that they see a high importance on using their resource material to help guide them and interpret information more usefully.

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 #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

Year	Actual
2012	1259

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Producers need education in order to increase their level of management. This management can be in several areas. Without this increase in management, operation will be less competitive and less able to keep pace and continue the operation.

What has been done

The U of I Farm Management Team in Southern and Eastern Idaho developed classes to educate producers on how to be more efficient in certain areas. These classes include: Management Tools, Farm Financial Management, Futures Market For Dummies, and Estate Planning.

Results

In Burley and Twin Falls, 11 people took the Tools Class, 11 operations took the Farm Financial Management Class, 11 people took the Futures Marketing class, and 10 took the Estate Planning course.

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 #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	Actual
2012	262

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Marketing agriculture products is always changing, therefore clientele need information on how to market their different commodities in new ways. Value-added marketing has progressed and is being incorporated in many new industries.

What has been done

A panel of innovative agriculture marketers were brought to the Annie's Project class. Each one presented on their individual marketing plans and strategies. After each presentation we then opened the floor to a panel discussion to answer specific participant questions.

Results

Several Annie's Project participants indicate that they learned knowledge in our marketing topic presented. After the completion of Annie's Project, one participant met with a grocery chain to sell their commodity. Another participant joined in with Idaho Preferred to market their produce and began utilizing farmers markets.

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	Actual
2012	685

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Agriculture is an inherently risky business. With volatile commodity markets and rising input prices, Idaho farmers and ranchers need access to up-to-date farm management information and tools that will help them identify financial problems, evaluate alternatives, and develop a viable business plan with accurate financial statements

What has been done

University of Idaho Extension Educators provided two in-depth Farm and Ranch Management training in southeast Idaho. The objectives of the six week program are to help producers set goals, inventory resources, monitor performance, and improve profitability. Some of the topics covered in the training include: Financial Statements Financial Analysis Machine Costs Enterprise Budgets Employee Compensation Strategic Goals and Mission Statements Cash Flow Budgets

Results

In 2012, forty-nine producers completed the Farm and Ranch Management training in Rexburg and Pocatello. Participants came from Madison, Fremont, Jefferson, Clark, Teton, Bingham, Bonneville, Power, Bannock, Caribou, and Oneida Counties. An evaluation of the program showed the following: After the training 92% of the producers could answer the three course objectives: 1. Where are we now? 2. Where do we want to be? 3. How do we get there? 100% wrote a mission statement, set strategic goals, and completed an income statement, balance sheets, and a financial analysis. 100% said they would or already had recommended the program to a friend. When asked which tools they planned to continue using in the future the responses were: Mission Statements 80% Strategic Goals 68% Balance Sheets 96% Income Statements 96% Machine Cost Program 85% Enterprise Budgets 64% Cash Flow Budgets 84% Financial Analysis 84% FinPack Program 88%

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 #5

1. Outcome Measures

Economic Evaluation and Modeling of Agricultural Production and Responses to External Factors

2. Associated Institution Types

- 1862 Research

3a. Outcome Type:

Change in Knowledge Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	1

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

The future of commodity policies is uncertain, as are the impacts on production patterns if the funds for Title 1 of the Farm Bill are dramatically reduced. U.S. Agriculture is also impacted by such external factors as trade legislation, environmental regulations, weather conditions (drought, floods, freezes, etc.), diseases (wind borne, seed borne, and insect borne) and market structures in sectors or businesses which purchase agricultural products as inputs.

What has been done

Research results were generated for projects examining the impact of various plant diseases and insect pressures on crops that are important to Idaho and the Pacific Northwest. Several research projects dealing with onion and potato disease issues are in progress with papers in review at various journals.

Results

The iris yellowspot virus in onions can cause yield losses of up to 60% of the crop, and a shift in the size profile which results in a decrease in product value. Using a visual scale to measure the product damage, each incremental increase in a visual damage rating causes a \$2,800 to \$5,700

decrease in income per acre of onions grown in Idaho and Eastern Oregon. For each percent infection level in potato virus Y in seed stock of russet Burbank potatoes, between \$2.60 and \$14.00 per acre in Idaho is lost.

4. Associated Knowledge Areas

KA Code	Knowledge Area
609	Economic Theory and Methods

V(H). Planned Program (External Factors)

External factors which affected outcomes

- Economy

Brief Explanation

V(I). Planned Program (Evaluation Studies)

Evaluation Results

The UI cereal team has worked with Kelly Olsen from the Idaho Barley Growers association, to increase our farm management programming to area farmers. We received a grant from the risk management association to produce and deliver a large farm management program. This program included a 12 week course in farm financial management using Finpack, which was taught in Pocatello, Rexburg, and Burley. This program not only included a large number of instruction hours, it also involved getting into the financial books of the farmers to help them make better financial goals and decisions. The grant also supported a farm tools workshop that was held in Pocatello, Rexburg and Burley. These workshops demonstrated the use of a number of computer models, excel worksheets, and programs that assist farmers with financial planning. The grant also included a workshop covering marketing and a final workshop on estate planning. These two workshops were also held in Pocatello, Idaho Falls, and Burley.

We also demonstrated positive changes in behavior in all classes we presented. The futures market workshop is an example of these changes. The results showed that the students increased their knowledge by 31% in the area of futures markets; by 37% in the area of hedging. There was also a measured change in behavior due to this workshop. There was a 43% increase in the frequency the students check and monitor the futures markets for management planning purposes.

A survey of 25 ranchers and ranch wives in Lemhi County indicated that less than 44% of them had a ranch succession plan in place. Working with this information, Lemhi County Extension and Lemhi County Economic Development teamed up to offer a series of workshops to assist ranches in developing a success plan. Utilizing other information from survey regarding topics to cover, it was decided to cover estate planning, communicating within the family, conservation easements, business structure and conflict resolution.

Thirty-five people attended the first workshop and nine people completed all four workshops. It was exciting to see ranches with two generations participating in the workshops. An exit survey indicated that 87.5% of those participating had thought about or discussed an estate plan. Twenty-eight percent of the families had talked with family members about a conservation easement and 14.3% had discussed it before the program. When asked if they had identified their family members' personality compass direction, 25% said they had thought about it, and 50% had them complete the personality compass. All families had thought about or discussed the heirloom scale, values & goals worksheet and a family meeting. Twelve and half percent of them had scheduled a date for a family meeting.

Six months later, two ranch families have had family meetings and are currently working with an attorney to develop an estate plan!

Key Items of Evaluation