

V(A). Planned Program (Summary)

Program # 21

1. Name of the Planned Program

Enhancing Agriculture and the Environment (Extension)

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
112	Watershed Protection and Management	5%		0%	
123	Management and Sustainability of Forest Resources	5%		0%	
133	Pollution Prevention and Mitigation	5%		0%	
205	Plant Management Systems	15%		0%	
216	Integrated Pest Management Systems	10%		0%	
307	Animal Management Systems	5%		0%	
308	Improved Animal Products (Before Harvest)	5%		0%	
315	Animal Welfare/Well-Being and Protection	10%		0%	
402	Engineering Systems and Equipment	5%		0%	
601	Economics of Agricultural Production and Farm Management	15%		0%	
602	Business Management, Finance, and Taxation	10%		0%	
603	Market Economics	5%		0%	
721	Insects and Other Pests Affecting Humans	5%		0%	
	Total	100%		0%	

V(C). Planned Program (Inputs)

1. Actual amount of FTE/SYs expended this Program

Year: 2012	Extension		Research	
	1862	1890	1862	1890
Plan	40.0	0.0	0.0	0.0
Actual Paid Professional	35.0	0.0	0.0	0.0
Actual Volunteer	16.0	0.0	0.0	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
2027494	0	0	0
1862 Matching	1890 Matching	1862 Matching	1890 Matching
2027494	0	0	0
1862 All Other	1890 All Other	1862 All Other	1890 All Other
0	0	0	0

V(D). Planned Program (Activity)

1. Brief description of the Activity

- Develop and deliver curriculum about "The Ohio New and Small Farm College", an eight-week introductory course covering topics including production practices and requirements, marketing alternatives, the economics of land-use choices, the assessment of personal and natural resources, the identification of sources and assistance, and individual potential productivity/profitability.
 - Develop and conduct Small Farm Conference(s) and trade show(s) each year in at least one location in Ohio to potentially include 30-40 different seminars taught by Extension professionals and industry leaders focusing in the areas of: aquaculture, farm management, forages and pasture, livestock (exotic and traditional), natural resources, horticulture (fruits/vegetables), and organic production.
 - Develop curriculum and teach tax education workshops for tax practitioners in partnership with the IRS and the Ohio Department of Taxation offers students Continuing Education credits.
 - Enhance the adaptation of production techniques through utilization of on-farm research to work directly with producers to evaluate practices to enhance productivity and profitability.
 - Conduct workshop training sessions for livestock haulers, food animal veterinarians, livestock producers, consultants and integrators.
 - Prepare and distribute research-based educational materials in the areas of animal welfare and biosecurity through worksheets, factsheets, web-based sites, podcasts, and other emerging technologies.
 - Offer Pesticide Applicator Training - Private and Commercial
 - Offer Transitioning Your Farm Business to the Next Generation workshops and Women in Agriculture seminars.
 - Offer beginner and advanced trainings and workshops for Ohio Volunteer Master Gardeners and Ohio Volunteer Certified Naturalists.
 - Conduct workshops, provide publications, and serve as a resource on bed bugs to business owners, community leaders and citizens of Ohio.

Under the 'Increasing Profitable Crop Yields' OSU Extension signature program:

- Increasing field crop yields through technology adoption;
- Producing high-value crops on small tracts of land;
- Growing alternative crops for bioenergy;
- Publication of the Crop Observation and Recommendation Network Newsletter;
- Crop Production Conference;
- Multiple Regional/Local Agronomy Meeting/Workshops;
- Website development and maintenance;
- Local/On-Farm Research;
- Field Days;

- Precision ag data management analysis and decision workshops;
- Develop educational programs and tools to improve the efficiency of nitrogen utilization to improve farm economics and reduce environmental impact.
- Develop a user friendly manure nutrient credit spreadsheet

2. Brief description of the target audience

The target audience for efforts under the "Enhancing Agriculture and the Environment" programs include:

- Ohio farm families
- Commercial green-industry companies
- Consumer horticulture advocates
- Commodity/farm advocacy groups
- Federal / state agricultural & environmental agencies
- State-wide consumer groups
- Volunteer groups
- Community leaders
- Business leaders
- Elected and appointed officials
- Non-government organizations
- New and small farmers
- Tax practitioners

The OSU Extension signature program, "Increasing Profitable Crop Yields" also targets the following audiences:

- Grain producers
- Fertilizer chemical retailers
- Input company representatives
- Crop advisory, agency soil and water conservation districts
- Natural Resources Conservation Service
- Ohio Department of Agriculture
- Environmental Protection Agency

The OSU Extension "Ohio Volunteer Master Gardener Program" targets the following audiences:

- Ohio citizens
- Community leaders and officials
- Master gardeners

The "Ohio Certified Volunteer Naturalist" program targets the following individuals:

- Ohio citizens
- Community leaders and officials
- Certified naturalists.

OSU Extension programming on the topic of bed bugs targets the following audiences:

- Business owners
- Community leaders
- Citizens of Ohio

3. How was eXtension used?

eXtension's "Ask an Expert" was used primarily to answer consumer horticulture questions, although a myriad of other agriculture-related questions have been answered via eXtension as well. We began the

development of an Animal Welfare Community of Practice and participated in the Forest Products Community of Practice.

V(E). Planned Program (Outputs)

1. Standard output measures

2012	Direct Contacts Adults	Indirect Contacts Adults	Direct Contacts Youth	Indirect Contacts Youth
Actual	119159	547942	5446	688

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	39	0	0

V(F). State Defined Outputs

Output Target

Output #1

Output Measure

- number of volunteers involved in delivery and implementation of program.

Year	Actual
2012	5259

Output #2

Output Measure

- number of multi-state partnerships

Year	Actual
2012	269

Output #3

Output Measure

- Number of people completing the Transitioning Your Farm/Agricultural Business to the Next Generation Workshops

Year	Actual
2012	180

Output #4

Output Measure

- number of people attending 'Bed Bugs' educational talks and meetings

Year	Actual
2012	2600

Output #5

Output Measure

- number of people attending the 'New and Small Farm College'

Year	Actual
2012	65

Output #6

Output Measure

- number of people attending the 'Small Farm Conference and Trade Show'

Year	Actual
2012	158

Output #7

Output Measure

- number of producers completing direct and indirect education on 'Weed Control in Agronomic Crops'

Year	Actual
2012	5000

Output #8

Output Measure

- number of producers completing educational activities targeting proper nutrient utilization, crop response, and water quality concerns

Year	Actual
2012	5567

Output #9

Output Measure

- 'Crop Observation and Recommendation Network Newsletter' distribution (Increasing Crop Yields Above Trendline)

Year	Actual
2012	129150

Output #10

Output Measure

- number of participants attending regional / local agronomy meetings (Increasing Profitable Crop Yields Above Trendline)

Year	Actual
2012	3500

Output #11

Output Measure

- number of hits to website (Increasing Profitable Crop Yields Above Trendline)

Year	Actual
2012	360000

Output #12

Output Measure

- number of local / on-farm research project sites (Increasing Profitable Crop Yields Above Trendline)

Year	Actual
2012	27

Output #13

Output Measure

- number of participants in annual field days (Increasing Profitable Crop Yields Above Trendline)

Year	Actual
2012	655

Output #14

Output Measure

- number of 'Weed Control Guide' for Ohio and Indiana distributed (Increasing Profitable Crop Yields Above Trendline)

Year	Actual
2012	1758

Output #15

Output Measure

- number of 'Field Crop Insects of Ohio' media distributed (Increasing Profitable Crop Yields Above Trendline)

Year	Actual
2012	8

Output #16

Output Measure

- number of 'Corn, Soybean, Wheat, and Alfalfa Guides' distributed (Increasing Profitable Crop Yields Above Trendline)

Year	Actual
2012	621

Output #17

Output Measure

- number of 'Ohio Agronomy Guide' media distributed (Increasing Profitable Crop Yields Above Trendline)

Year	Actual
2012	168

V(G). State Defined Outcomes

V. State Defined Outcomes Table of Content

O. No.	OUTCOME NAME
1	Number of producers that demonstrate an increase in biosecurity knowledge and skills.
2	Number of food animal producers that increase their knowledge of the how to mitigate animal biosecurity hazards and risks on their farm operations and agribusinesses.
3	Increased knowledge of current practices and emerging technology.
4	Number of youth food animal exhibitors at county fair youth livestock shows that implement animal ID or quality assurance programs.
5	Number of producers (or units represented) adopting energy efficient practices (energy conservation plans, more efficient equipment, etc.)
6	Increase profitability for the food animal sector of the Ohio agricultural industry.
7	Number of Schedule "F" tax forms filed by tax practitioners that participated in OSU Income Tax Schools.
8	Number of farms using transitioning planning.
9	number of meeting participants indicating they will implement new management practices (Increasing Profitable Crop Yields Above Trendline)
10	Number of crop production acres that will implement best management practices for nutrient management (Increasing Profitable Crop Yields Above Trendline)
11	number of crop production acres that implement weed resistant management strategies (Increasing Profitable Crop Yields Above Trendline)
12	number of crop production acres where appropriate utilization of integrated pest management practices occur (Increasing Crop Yields Above Trendline)
13	number of individuals taught about disease identification, control, and scouting or key weed control concepts
14	number of farmers reporting positive changes in management and / or profitability of their farm from use of the disease identification, control and scouting or key weed control concepts (Increasing Crop Yield Above Trendline)
15	number of farmers reporting positive changes in management and / or profitability of their farm as a result of use of information from farm financial analysis (Increasing Crop Yields Above Trendline)
16	reported economic impact of cost savings, increased yield or other increased profitability from use of CORN newsletter reported as total dollars (Increaing Crop Yields Above Trendline)

Outcome #1

1. Outcome Measures

Number of producers that demonstrate an increase in biosecurity knowledge and skills.

Not Reporting on this Outcome Measure

Outcome #2

1. Outcome Measures

Number of food animal producers that increase their knowledge of the how to mitigate animal biosecurity hazards and risks on their farm operations and agribusinesses.

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Knowledge Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	639

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Improper handling and transport of pigs is one of the largest profit reducing issues facing the pork industry today and is a farm-to-market and a farm-to-farm biosecurity issue. Disease and the containment of disease directly affect agricultural production and public health.

What has been done

Livestock Mortality Composting training sessions were conducted at multiple locations across the state; Transport Quality Assurance Certification Classes were held across the state; and a Swine Health Symposium was conducted.

Results

Livestock Mortality Composting training was conducted at multiple locations across the state, resulting in certification of 326 people. 10 Transport Quality Assurance Certification Classes were held; 183 people were certified in Transport Quality Assurance; and a Swine Health Symposium was conducted with 130 in attendance.

4. Associated Knowledge Areas

KA Code	Knowledge Area
133	Pollution Prevention and Mitigation
307	Animal Management Systems
308	Improved Animal Products (Before Harvest)
315	Animal Welfare/Well-Being and Protection
402	Engineering Systems and Equipment

Outcome #3

1. Outcome Measures

Increased knowledge of current practices and emerging technology.

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Knowledge Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	1000

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Ohio's agriculture industry is valued at more than \$200 million dollars, but increasing input costs can have a negative effect on agriculture. Learning about new and emerging technologies and practices in agriculture allow Ohio farmers and agricultural business owners the opportunity to implement them into their business and ultimately save money.

What has been done

The 2-day Conservation Tillage Conference (CTC) attracted 1000 farmers, consultants, agricultural dealers, and agency personnel from over 28 states.

Results

CTC is thoroughly evaluated annually for the impact on Ohio agronomic production & economic outcome. By attending the 2012 CTC: *Participants reported an economic impact of \$12/acre on an average of 1,100 acres per farmer. *Crop consultants & agricultural dealers reported an economic impact of \$15/acre on an average of 30,000 acres/consultant. *An average of 80% of "Corn University", 78% of "Soybean School", & 92% of "Cover Crop" session participants learned at least 1 new idea that will increase farm profitability. *65% of attendees expected to increase soybean yields by 1-2 bushels/acre/year, 15% expect a 3-5 bushel/acre/year increase, and 10% expected a 5+ bushel / acre / year increase in soybean yields. *34% of attendees expected to

increase their corn yields by 3 bushels/acre/year, 29% 1-2 bushels,& 17% 4 bushels/acre/year.

4. Associated Knowledge Areas

KA Code	Knowledge Area
112	Watershed Protection and Management
123	Management and Sustainability of Forest Resources
133	Pollution Prevention and Mitigation
205	Plant Management Systems
216	Integrated Pest Management Systems
307	Animal Management Systems
308	Improved Animal Products (Before Harvest)
315	Animal Welfare/Well-Being and Protection
402	Engineering Systems and Equipment
601	Economics of Agricultural Production and Farm Management

Outcome #4

1. Outcome Measures

Number of youth food animal exhibitors at county fair youth livestock shows that implement animal ID or quality assurance programs.

Not Reporting on this Outcome Measure

Outcome #5

1. Outcome Measures

Number of producers (or units represented) adopting energy efficient practices (energy conservation plans, more efficient equipment, etc.)

Not Reporting on this Outcome Measure

Outcome #6

1. Outcome Measures

Increase profitability for the food animal sector of the Ohio agricultural industry.

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Condition Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	32

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Detailed financial and production data is essential for dairy farmers to understand their cost of production, profitability, and competitive advantage.

What has been done

Detailed, on-farm financial records analysis and dairy/crop enterprise evaluations were completed for 32 farms.

Results

Farmers were able to compare average on-farm data with the top 20% of their peers in the cohort group. For example, average cost per cwt \$21.69; top 20% for profitability had a lower cost of \$18.98 cwt. Net farm income per cow was \$317 on average, however the top 20% of farms averaged \$1290 per cow.

4. Associated Knowledge Areas

KA Code	Knowledge Area
112	Watershed Protection and Management
123	Management and Sustainability of Forest Resources
133	Pollution Prevention and Mitigation
205	Plant Management Systems
216	Integrated Pest Management Systems
307	Animal Management Systems
308	Improved Animal Products (Before Harvest)
315	Animal Welfare/Well-Being and Protection
402	Engineering Systems and Equipment
601	Economics of Agricultural Production and Farm Management

Outcome #7

1. Outcome Measures

Number of Schedule "F" tax forms filed by tax practitioners that participated in OSU Income Tax Schools.

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Condition Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	1046

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

The OSU Income Tax School program has been providing education for Income Tax Preparers for 49 years.

What has been done

Taught preparatory classes to Registered Tax Return Preparers (RTRP); conducted eight 2-day OSU Income Tax Schools which provide Continuing Education to Enrolled Agents, Registered Tax Return Preparers, Attorneys, and Certified Financial Professionals; conducted an Agricultural Issues Workshop for Tax Professionals.

Results

1046 people attended Tax Schools, classes, and workshops in 2012. Attendees reported a 1.90 gain with respect to their perceived preparedness to take the RTRP exam (1.95 (s.d. = 0.76) to 3.85 (s.d. =0.67) on 5 point scale. 100% (n=141) of the attendees indicated the Ag Issues workshop improved their knowledge of agricultural tax issues.

4. Associated Knowledge Areas

KA Code	Knowledge Area
602	Business Management, Finance, and Taxation
603	Market Economics

Outcome #8

1. Outcome Measures

Number of farms using transitioning planning.

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Action Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	180

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

As farm and agricultural enterprise/business owners age, they need to develop a transfer plan and to increase family communication.

What has been done

Six "Transferring the Farm to the Next Generation" workshops were held throughout 2012 with a total of 180 participants. A six-month survey was conducted to discover whether or not the tools they learned during the workshop had been implemented.

Results

Families are beginning the process of transferring the farm to the next generation. 180 participants in the "Transferring the Farm to the Next Generation" workshops where they gained skills to develop a farm transfer plan and to increase family communication. The 6-month survey indicated the participants made great strides in putting into action the tools they learned during the workshops. 85.1% have had discussions with their family about business transition, 84.8% have improved their communication, and 76.6% have started an estate plan. In addition, 54.2% of the participants held an intergenerational family meeting, 35.4% reported meeting with their attorney, and 33.3% met with their accountant to develop a succession plan.

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

Outcome #9

1. Outcome Measures

number of meeting participants indicating they will implement new management practices
(Increasing Profitable Crop Yields Above Trendline)

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Action Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	17725

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Adaption of management techniques that will increase farm profitability is the ultimate outcome.

What has been done

Topics at agronomy programs focus on maximizing production, integrated pest management, reducing pesticide resistance, understanding social impacts of agricultural practices, and best management practice adoption.

Results

End of program surveys using paper instruments and audience response technology show 83% of producers and professional agronomists learned at least one new idea that will increase farm profitability.

4. Associated Knowledge Areas

KA Code	Knowledge Area
133	Pollution Prevention and Mitigation
205	Plant Management Systems
216	Integrated Pest Management Systems
721	Insects and Other Pests Affecting Humans

Outcome #10

1. Outcome Measures

Number of crop production acres that will implement best management practices for nutrient management (Increasing Profitable Crop Yields Above Trendline)

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Action Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	750000

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Excess or lost soil-applied plant nutrients can cause water quality impairment when they enter Ohio's streams, rivers and lakes. Municipal and recreational uses of Ohio's water can be affected by declining water quality.

What has been done

OSU Extension teaches landowners and farmers production practices to mitigate the potential losses of plant nutrients to Ohio's waters. Education occurs at workshops, summer field days, conferences, and one-on-one consultation.

Results

39% of workshop participants report they will continue their current farming practices because they match university recommendations, 39% will change 1 or more current farming practices, 27% will adopt a new idea/practice learned at the workshop, 15% will recommend changes of 1 or more farm practices to clientele/customers, 18% will recommend adopting a new idea/practice to clientele/customers

4. Associated Knowledge Areas

KA Code	Knowledge Area
112	Watershed Protection and Management
133	Pollution Prevention and Mitigation
205	Plant Management Systems

Outcome #11

1. Outcome Measures

number of crop production acres that implement weed resistant management strategies (Increasing Profitable Crop Yields Above Trendline)

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Action Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	3200000

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Weed resistance causes yield loss and loss of herbicide products, which require a shift in weed control systems. Implementation of multiple modes of herbicide action, tillage, seed bank reduction and other integrated weed management practices can reduce weed impacts and cost of controlling weeds to farmers, and consequently to consumers.

What has been done

Through research and educational programs, a discussion of re-introducing primarily glyphosate-based pre-emergent herbicides into soybean production systems has encouraged different modes of actions. Discussion about weed size has focused on application timing to target smaller weeds with adequate rates to achieve control.

Results

Greater than 80% of Ohio's licensed private pesticide applicators have increased the efficiency of their applications by better timing, pest identification and correct product choice to manage resistant weed populations.

4. Associated Knowledge Areas

KA Code	Knowledge Area
205	Plant Management Systems
216	Integrated Pest Management Systems

Outcome #12

1. Outcome Measures

number of crop production acres where appropriate utilization of integrated pest management practices occur (Increasing Crop Yields Above Trendline)

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Action Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	280000

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Utilizing integrated pest management (IPM) practices has the intent of appropriate use of pesticides to protect cropland yields from insects, diseases, and weeds. This has environmental and economic benefits.

What has been done

The CORN newsletter is distributed to over 3500 subscribers weekly via e-mail. 63% of the articles in 2012 delivered IPM information and strategies to protect crop yields from damage and economic losses.

Results

In 2012, there was a 21% increase in the CORN newsletter subscriptions over 2011 subscription rates.

4. Associated Knowledge Areas

KA Code	Knowledge Area
216	Integrated Pest Management Systems

Outcome #13

1. Outcome Measures

number of individuals taught about disease identification, control, and scouting or key weed control concepts

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Knowledge Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	534

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Practical agronomic skills of pest identification, risk assessment knowledge, and control strategies are essential for servicing Ohio's cropland needs. This knowledge is of immediate benefit to farmers and Certified Crop Advisors (CCA), and of secondary benefit to farm product consumers (i.e., general public).

What has been done

Over 900 individuals attended the 2012 Conservation Tillage Conference which is a 2+ day educational event, with over 60 specialized speakers. Certified Crop Advisors (CCA) attend the conference to learn and earn continuing education credits for certification renewal.

Results

Conservation Tillage Conference attendees report their primary reason for attending is corn/soybean production knowledge (31%), or to earn CCA continuing education credits (31%). Overall, 88% of participants learned at least one thing that will improve their farm or business.

4. Associated Knowledge Areas

KA Code	Knowledge Area
133	Pollution Prevention and Mitigation
205	Plant Management Systems
216	Integrated Pest Management Systems

Outcome #14

1. Outcome Measures

number of farmers reporting positive changes in management and / or profitability of their farm from use of the disease identification, control and scouting or key weed control concepts (Increasing Crop Yield Above Trendline)

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Condition Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	534

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Farming and management practices change with developing production needs and environmental concerns. Farmers implement learned management strategies for profit and the protection of the natural resources of soil, water and air, which benefit everyone.

What has been done

Over 900 farmers, agronomists, and crop consultants attend the 2012 Conservation Tillage Conference. CTC is a 2+ day educational event, which provides participants with instruction on a broad selection of agronomic topics.

Results

2012 CTC participants reported:

*Crop consultants and Ag dealers reported an economic impact of \$15/acre on an average of 30,000 acres per consultant by attending CTC.

*Farmers reported an economic impact of \$12/acre on an average of 1,100 acres per farmer by attending CTC.

4. Associated Knowledge Areas

KA Code	Knowledge Area
112	Watershed Protection and Management
133	Pollution Prevention and Mitigation
205	Plant Management Systems
216	Integrated Pest Management Systems

- 402 Engineering Systems and Equipment
- 601 Economics of Agricultural Production and Farm Management

Outcome #15

1. Outcome Measures

number of farmers reporting positive changes in management and / or profitability of their farm as a result of use of information from farm financial analysis (Increasing Crop Yields Above Trendline)

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Condition Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	100

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Dairy, livestock and grain farms support the local economy including schools, families, public services, and businesses.

What has been done

Hands-on computerized farm record keeping workshops taught over 50 farmers how to transition from a paper/pencil/ledger system to a computerized accounting system.

Whole farm financial analysis was conducted on 50 Ohio dairy farmers to measure 16 financial standards.

Results

94% of the participants provided survey results. As a result of the OSU Extension workshop to prepare a farm tax return or farm financial analysis:

71% plan to begin using farm financial analysis software

23% indicated they will continue using a computerized farm record keeping system

Following the workshops, 50 Ohio dairy farms benchmarked their farm financial performance against farm financial standards established by the National Farm Financial Standards Council.

4. Associated Knowledge Areas

KA Code	Knowledge Area
601	Economics of Agricultural Production and Farm Management

602 Business Management, Finance, and Taxation

Outcome #16

1. Outcome Measures

reported economic impact of cost savings, increased yield or other increased profitability from use of CORN newsletter reported as total dollars (Increasing Crop Yields Above Trendline)

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Condition Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	2500

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Farmers, agronomists, and crop consultants seek access to timely and accurate information about crop land production. Information sought includes cost saving practices that increase yield while also increasing profitability.

What has been done

The CORN newsletter was delivered in 41 issues throughout 2012, mostly a weekly publication during the preseason, growing season, and postseason to nearly 3,500 subscribers.

Results

Ohio farmers reading the CORN newsletter have reported not treating fungicides and/or insecticides on over 53,000 acres after reading the research based recommendations from OSU State Specialists.

The calculated value to Ohio farmers, dealers, and CORN Newsletter readers, was over \$21 Million dollars in a year. This value includes input savings and crop yield increases for corn and soybeans.

4. Associated Knowledge Areas

KA Code	Knowledge Area
112	Watershed Protection and Management
133	Pollution Prevention and Mitigation
216	Integrated Pest Management Systems

V(H). Planned Program (External Factors)

External factors which affected outcomes

- Natural Disasters (drought, weather extremes, etc.)
- Competing Public priorities

Brief Explanation

V(I). Planned Program (Evaluation Studies)

Evaluation Results

The Conservation Tillage Conference (CTC), being a large (900+ annual attendance) and well established meeting, was evaluated using over 800 audience response clickers.

After attending CTC, the following expectations about soybean yields per acre per year were shared:

- 65% of participants indicated they expected to increase their soybean yields by 1-2 bushels
- 15% expected 3-5 bushel increase
- 10% expected 5+ bushel increase
- 10% indicated no expected increase in soybean yields/acre/year.

After attending CTC, the following expectations about corn yields per acre per year were shared:

- 34% expected a 3 bushel increase
- 29% expected 1-2 bushel increase
- 17% expected a 4 bushel increase
- 11% expected a 5+ bushel increase
- 9 % expected no increase

Key Items of Evaluation