

V(A). Planned Program (Summary)

Program # 6

1. Name of the Planned Program

Climate Change - Economic Growth and Development

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
602	Business Management, Finance, and Taxation		90%		0%
903	Communication, Education, and Information Delivery		10%		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	0.0	4.0	0.0	0.0
Actual Paid Professional	0.0	4.0	0.0	0.0
Actual Volunteer	0.0	4.0	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
0	283882	0	0
1862 Matching	1890 Matching	1862 Matching	1890 Matching
0	133764	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

Conducted educational programs
 Conducted business development seminars
 Provided one-on-one consultations
 Assisted communities in assessing their strengths and weaknesses
 Conducted business development training
 Assisted clients with writing business plans
 Continue to develop a Community and Economic Development Radio Program
 Continue to develop content for CED videos and promotions
 Maintain social media sites

2. Brief description of the target audience

Low-income individuals, underrepresented groups, limited resource business owners and small farm and potential small farm producers.

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	257	131111	336	0

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	0	0	0

V(F). State Defined Outputs

Output Target

Output #1

Output Measure

- Conduct educational programs on production, management and marketing for small farm producers. Conduct business development seminars and workshops. Provide one-on-one consultations for small business owners and aspiring entrepreneurs. Assist clients in developing business plans.

Year	Actual
2012	50

V(G). State Defined Outcomes

V. State Defined Outcomes Table of Content

O. No.	OUTCOME NAME
1	Business plans approved New businesses started Jobs maintained/saved Jobs created Businesses expanded Youth maintaining businesses Youth starting new businesses Dollars saved Businesses experiencing increased income Loans and grants received

Outcome #1

1. Outcome Measures

Business plans approved New businesses started Jobs maintained/saved Jobs created Businesses expanded Youth maintaining businesses Youth starting new businesses Dollars saved Businesses experiencing increased income Loans and grants received

2. Associated Institution Types

- 1890 Extension

3a. Outcome Type:

Change in Action Outcome Measure

3b. Quantitative Outcome

Year	Actual
2012	2434

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Limited exposure to knowledge and resources that can assist entrepreneurs has been one of the prevailing reasons why generations of minority business owners have been lacking what it takes to be successful in business. The lack of training and a viable network are key reasons why there are minority-owned disadvantaged business enterprises (DBEs) generating minimal income and failing at a much more alarming rate than those businesses owned by traditional entrepreneurs.

What has been done

Community and Economic Development staff have provided one-on-one counseling and assistance to business owners and aspiring entrepreneurs through small business workshops, general consultation, business planning assistance, efficient business management, business opportunities, and loan package development with emphasis placed in working with economically depressed communities. Workshops revolve around credit building, business plan development, understanding lender expectations, and contract opportunities.

Results

As a result of the training and technical assistance received approximately 462 small business owners and aspiring entrepreneurs have indicated that they plan to start or expand their small business. Over 2400 jobs are projected to be created as a result of start-ups, expansion, and loans attained. Small business clientele has received over \$8.2 million in loan package assistance.

4. Associated Knowledge Areas

KA Code	Knowledge Area
602	Business Management, Finance, and Taxation

V(H). Planned Program (External Factors)

External factors which affected outcomes

- Natural Disasters (drought, weather extremes, etc.)
- Economy
- Appropriations changes
- Government Regulations

Brief Explanation

Though the economic climate is getting better it is still a challenge to get our targeted audience the funding they need to be successful in their business. Underwriting guidelines continue to hamper our businesses forcing alternative financing.

V(I). Planned Program (Evaluation Studies)

Evaluation Results

Over 90% of participants in programs and one-on-one consultations reported an increase in knowledge, skills, and small business improvement through sustainability, increased capacity, job retention or expansion, and profitable business practices.

Key Items of Evaluation

Staff received positive feedback from community program participants.