

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

**Program # 14**

**1. Name of the Planned Program**

Global Food Security and Hunger - Economics, Markets and Policy

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
601	Economics of Agricultural Production and Farm Management		50%		0%
602	Business Management, Finance, and Taxation		25%		0%
604	Marketing and Distribution Practices		25%		0%
	<b>Total</b>		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	6.8	0.0	0.0
Actual Paid Professional	0.0	7.0	0.0	0.0
Actual Volunteer	0.0	30.0	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	496793	0	0
1862 Matching	1890 Matching	1862 Matching	1890 Matching
0	234087	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 8 workshops and educational programs focusing on farm financial management, production and marketing. Provide one-on-one technical assistance/consultations to 42 small and socially disadvantaged farmers. Conducted educational programs. Assist clients with development of farm plans

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

Small farmers; limited resource farmers; family farmers and socially disadvantaged farmers.

**3. How was eXtension used?**

Agents received training on establishing eXtension accounts and how to search for information to provide to clients in the Counties.

**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>	230	717	30	450

**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
<b>Actual</b>	3	0	3

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

**Output Target**

**Output #1**

**Output Measure**

- Conduct educational programs focusing on farm financial management, production and marketing. Provide one-on-one technical assistance/consultations. Assist small scale and

socially disadvantaged farmers with farm plans.

<b>Year</b>	<b>Actual</b>
2012	230

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

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

O. No.	OUTCOME NAME
1	Program participants are expected to benefit from the educational training programs, workshops and technical assistance offered by extension service personnel. This will be measured by: Number of farms adopting a record keeping system Number of farm plans developed Number of farms with increase in income Number of farms adopting new management practices Number of farm loans received as a result of farm business planning

## **Outcome #1**

### **1. Outcome Measures**

Program participants are expected to benefit from the educational training programs, workshops and technical assistance offered by extension service personnel. This will be measured by: Number of farms adopting a record keeping system Number of farm plans developed Number of farms with increase in income Number of farms adopting new management practices Number of farm loans received as a result of farm business planning

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

- 1890 Extension

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

Change in Action Outcome Measure

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

<b>Year</b>	<b>Actual</b>
2012	42

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

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

Many farmers lack the necessary management skills to grow and prosper. They do not look at themselves as a business. The first step in improving a business is to look at the records to determine where the gaps are. Many small farmers have no records to look at.

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

Extension staff members work one-on-one with small farmers to improve their record keeping and business management skills. Additionally, educational programs and workshops were held to assist small farmer improve their management skills.}

#### **Results**

230 Small farmers participated in farm management workshops. Over 700 small and socially disadvantaged farmers received one-on-one contact by Extension staff and volunteers.

### **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
604	Marketing and Distribution Practices

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

### **External factors which affected outcomes**

- Natural Disasters (drought, weather extremes, etc.)
- Economy
- Public Policy changes

### **Brief Explanation**

The number one concern of limited resource producers is access to capital. All too often small producers are not aware of the requirements of either government or private lender. They do not understand that farming/ ranching is a business or the role that business planning plays. A direct mail promotion was developed to send to 4-Her and FFA members in a three county area to promote FSA Youth Loans it was sent to over 450 youth.

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

### **Evaluation Results**

CEP provided technical assistance to 42 applicants submitting a total of \$5,207,600 in loan requests. CEP also conducted borrower training for 10 producers who received approval for Direct Farm Ownership Loans.

### **Key Items of Evaluation**

Number of participants applying for loans.  
Number of farm loans received.  
Number of workshops conducted.  
Number of borrower trainings conducted .