

**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%		5%	
132	Weather and Climate	0%		5%	
601	Economics of Agricultural Production and Farm Management	25%		25%	
602	Business Management, Finance, and Taxation	25%		0%	
603	Market Economics	15%		25%	
605	Natural Resource and Environmental Economics	15%		10%	
606	International Trade and Development	10%		5%	
609	Economic Theory and Methods	5%		20%	
610	Domestic Policy Analysis	5%		5%	
	<b>Total</b>	100%		100%	

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

1. Actual amount of FTE/SYs expended this Program

Year: 2013	Extension		Research	
	1862	1890	1862	1890
Plan	3.2	0.0	2.0	0.0
Actual Paid Professional	5.6	0.0	2.0	0.0
Actual Volunteer	0.0	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
152868	0	124427	0
1862 Matching	1890 Matching	1862 Matching	1890 Matching
152868	0	124427	0
1862 All Other	1890 All Other	1862 All Other	1890 All Other
149013	0	652695	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 2013. Six to twelve-week farm management courses were taught in four Idaho counties, including farm management training required to meet FSA borrowing requirements. Individual schools, classes, workshops and workshop series covered topics including estate and succession planning, marketing and risk management.

UI Extension faculty members partnered variously with the Fort Hall Tribal Tax Department, the Intertribal Agriculture Council, the Western Risk Management Education Center, and Idaho State University to create and deliver a suite of programs including a tax clinic, a farm business management course, and related educational services for the Fort Hall Reservation and Southeastern Idaho farmers and ranchers. Elsewhere, educational events included farm tools 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. The Farm and Ranch Management team members maintain current publications for enterprise budgets and also contribute to numerous regional economic studies each year. In 2013, regional contributions included a grazing lease rate study, a wolf-cattle interaction project, and a ranch-level economic analysis of the impact of juniper encroachment onto grazing lands.

### 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**

2013	Direct Contacts Adults	Indirect Contacts Adults	Direct Contacts Youth	Indirect Contacts Youth
<b>Actual</b>	11188	7016	213	197

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

**Patent Applications Submitted**

Year: 2013

Actual: 0

**Patents listed**

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

**Number of Peer Reviewed Publications**

2013	Extension	Research	Total
<b>Actual</b>	4	9	13

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

**Output Target**

**Output #1**

**Output Measure**

- Farm Management Schools/Classes.

Year	Actual
2013	11

**Output #2**

**Output Measure**

- Crop & Livestock Costs and Returns Estimates Published.

Year	Actual
2013	28

**Output #3**

**Output Measure**

- Media Contacts.

<b>Year</b>	<b>Actual</b>
2013	56

**Output #4**

**Output Measure**

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

<b>Year</b>	<b>Actual</b>
2013	92

**Output #5**

**Output Measure**

- Office/one-on-one consultations

<b>Year</b>	<b>Actual</b>
2013	693

**Output #6**

**Output Measure**

- AERS web site visits related to farm management

<b>Year</b>	<b>Actual</b>
2013	1675

**Output #7**

**Output Measure**

- Popular press articles and papers in proceedings published for commodity schools

<b>Year</b>	<b>Actual</b>
2013	14

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

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

O. No.	OUTCOME NAME
1	O: Educational material is widely available 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 make management changes by applying 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	O: An increase in the number of trained graduate students prepared to enter the workforce. I: Number of M.S. and Ph.D. candidates relevant to this topic team.

## **Outcome #1**

### **1. Outcome Measures**

O: Educational material is widely available 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**

<b>Year</b>	<b>Actual</b>
2013	474

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

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

Clientele are seeking resources (publications and decision-aid tools) to help them analyze their farming operations and make better management decisions.

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

Numerous publications and decision-aid tools were distributed, including crop enterprise budgets, Idaho's custom rates guide, and Idaho's Crop Enterprise Budget Worksheet Program and Machinery Cost Analysis Program. Dozens of additional publications are made available online.

#### **Results**

Resource material distributed at educational events serve as a helpful tool for participants to review and gain additional insight to course topics. No cost delivery via electronic formats provide just-in-time education to clientele prior to making decisions.

### **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
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**

<b>Year</b>	<b>Actual</b>
2013	612

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

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

Tribal and non-Tribal Fort Hall agricultural producers running on range Unit III voted to use mandatory Expected Progeny Differences (EPD's) on their range unit. This resulted in a need for recordkeeping strategies to maintain large amounts of data.

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

Extension developed a spreadsheet for keeping bull records that incorporated EPD's. The tool was presented to 25 producers who were instructed about how they could maintain their records.

#### **Results**

Twenty- three of the twenty five producers implemented the use of the recordkeeping spreadsheet to manage their bull records.

### **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
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**

<b>Year</b>	<b>Actual</b>
2013	223

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

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

Marketing of agriculture products occurs in a dynamic, ever-changing environment. To help with this, we addressed marketing strategies and value-added production.

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

Workshops addressing costs of production, marketing strategies, and risk reduction are held across the state. In one county, a panel of innovative, agriculture marketers were brought to present. They discussed their marketing plans, and opened the floor for questions from the participants.

##### **Results**

Workshop participants indicate that they learned new marketing techniques and it opened their eyes to the endless marketing possibilities. Workshop attendees are expected to make better informed management and marketing decisions.

#### **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
603	Market Economics
605	Natural Resource and Environmental Economics
606	International Trade and Development

## **Outcome #4**

### **1. Outcome Measures**

O: Clientele make management changes by applying 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**

<b>Year</b>	<b>Actual</b>
2013	159

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

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

Many agricultural producers possess limited understanding of finances and are unable to control financial problems on their operations. Also many producers have not planned for the future to see who will carry on the family farm. These problems are of great concern to the stability of the farm and the farm family.

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

Farm and Ranch Management classes have been taught in numerous locations in Idaho. One of these classes, Annie's Project, focuses education on farm and ranch women, who often are responsible for financial decisions and records. The course covers the five main areas of risk management. Participants determine their risk management strategies, understand financial documentation, and plan out their retirement. Annie's Project meets for six-consecutive weeks for three hours each session.

#### **Results**

Our post-class evaluation of 2013 Annie's Project graduates indicated that women learned "a great deal" in the areas of improving record keeping, estate planning, leasing, tax planning. Participants stated that this class was most valuable in the areas of; networking, finding resource connections, record keeping and estate planning. This course helped them discover areas of improvement needed in their own operation as well as gaining new marketing strategies.

### **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
603	Market Economics
605	Natural Resource and Environmental Economics
606	International Trade and Development

## **Outcome #5**

### **1. Outcome Measures**

O: An increase in the number of trained graduate students prepared to enter the workforce. I: Number of M.S. and Ph.D. candidates relevant to this topic team.

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

- 1862 Research

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

Change in Knowledge Outcome Measure

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

<b>Year</b>	<b>Actual</b>
2013	1

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

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

Continual policy debates related to the appropriate rates which governmental units charge for forage leases on state and federal lands require current information on private grazing costs. Numerous issues related to land-use and management changes impact ranch profitability, rangeland values and sustainability of rangeland ecosystems and rural communities in Idaho and other western states. Economic analysis is critical information for many of the choices which society faces.

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

The GAMS economic models were developed/updated for Idaho, Oregon, Nevada and Wyoming. Models are being used to assess ranch-level economic impacts of alternative sage-grouse management strategies and western juniper invasion.

#### **Results**

A graduate thesis was completed in 2013 (McClain, Ashley). There are publication alternatives being pursued with this work. The private grazing lease survey was completed. A draft publication has been prepared, yet not reviewed. Upon approval from the Idaho Department of Lands, a publication will be released.

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

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<b>KA Code</b>	<b>Knowledge Area</b>
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601	Economics of Agricultural Production and Farm Management
605	Natural Resource and Environmental Economics

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

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

- Economy
- Appropriations changes
- Public Policy changes
- Government Regulations
- Competing Programmatic Challenges

##### **Brief Explanation**

{No Data Entered}

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

##### **Evaluation Results**

In 2013, seventy-five producers participated in the Farm Succession and Estate Planning workshops in Idaho Falls, Burley, and Preston. Participants came from Bannock, Bear Lake, Bingham, Blaine, Bonneville, Butte, Cassia, Franklin, Fremont, Jefferson, Madison, Minidoka, Oneida, Power, and Teton Counties. An evaluation of the program showed: 100% of participants indicated they had started or planned to begin the estate planning and farm succession process. 96% of participants said they planned to put a team (accountant, lawyer, financial planner, etc.) together to assist them with estate planning. 100% said they would or already had recommended the program to a friend.

##### **Key Items of Evaluation**