

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%	
601	Economics of Agricultural Production and Farm Management	30%		10%	
602	Business Management, Finance, and Taxation	25%		10%	
603	Market Economics	15%		20%	
605	Natural Resource and Environmental Economics	10%		10%	
606	International Trade and Development Economics	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: 2014	Extension		Research	
	1862	1890	1862	1890
Plan	3.5	0.0	2.0	0.0
Actual Paid	5.7	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
158259	0	189138	0
1862 Matching	1890 Matching	1862 Matching	1890 Matching
158259	0	189138	0
1862 All Other	1890 All Other	1862 All Other	1890 All Other
138232	0	571650	0

V(D). Planned Program (Activity)

1. Brief description of the Activity

The Farm and Ranch Management team reported 6,815 direct educational contacts through Extension and 23,210 indirect contacts. Team members published four articles in refereed journals and seven peer reviewed Extension publications. Members participated in projects funded by \$156,857 in grants. The Farm and Ranch Management team also worked with stakeholders to teach retirement and succession planning. Estate planning and succession vents and presentations were delivered in 12 different communities during 2014 and included four-day courses and one-day workshops focused exclusively on farmers and farm succession issues. The Team delivered a variety of other courses and workshops in 2014. Six to twelve-week farm management courses were taught in three Idaho counties, including farm management training required to meet FSA borrowing requirements. Individual schools, classes, workshops and workshop series covered topics including marketing and risk management, budgets and budgeting tools. Other important tools developed and used by UI Extension include dozens of enterprise budgets updated and published bi-annually. These budgets are distributed at workshops and other events, and are available on-line, to improve producers' ability to make sound financial decisions about their operations.

A very successful program piloted in 2014 included the Burley and Idaho Falls Outlook Seminars. These events attracted local producers and supporting industry members including bankers, processors, suppliers, etc., to learn about recent trends in their businesses and to discuss the likely scenarios for the near future. Other 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. Team members completed the 2013 edition of the Value of Idaho Agriculture compilation and publication, and presented results to State legislators and other decision makers, including county boards of commissioners in 2014; and collected the data for 2014 that will be needed to produce the 2015 edition of the publication.

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?

It was not reported whether eXtension was used in this program

V(E). Planned Program (Outputs)

1. Standard output measures

2014	Direct Contacts Adults	Indirect Contacts Adults	Direct Contacts Youth	Indirect Contacts Youth
Actual	6475	22885	340	325

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

Patent Applications Submitted

Year: 2014
 Actual: 0

Patents listed

3. Publications (Standard General Output Measure)

Number of Peer Reviewed Publications

2014	Extension	Research	Total
Actual	2	9	0

V(F). State Defined Outputs

Output Target

Output #1

Output Measure

- Farm Management Schools/Classes.

Year	Actual
2014	6

Output #2

Output Measure

- Crop & Livestock Costs and Returns Estimates Published.

Year	Actual
2014	15

Output #3

Output Measure

- Media Contacts.

Year	Actual
2014	106

Output #4

Output Measure

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

Year	Actual
2014	107

Output #5

Output Measure

- Office/one-on-one consultations

Year	Actual
2014	605

Output #6

Output Measure

- Hits on Idaho AgBiz web site
Not reporting on this Output for this Annual Report

Output #7

Output Measure

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

Year	Actual
2014	8

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	Determine the factors that influence private grazing lease rates and develop and refine ranch value modeling efforts in Idaho and other western states.

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

Year	Actual
2014	1669

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Agribusiness is Idaho's largest industry. Monitoring the financial health and well-being of Idaho agriculture is a constant concern for policy makers and industry leaders throughout the state. Conditions in the agricultural sector can be extremely volatile. In the past, timely information has not been available for the state's financial condition report.

What has been done

Economic Contribution of Idaho Agribusiness is an annual publication that has become one of the most widely circulated publications CALS has ever produced. Content from the report is covered in every major and minor newspaper in Idaho and the Northwest. The report also provides a foundation for the only extension program given as testimony to the state legislature, and for numerous agriculture conferences and workshops throughout the year.

Results

This program has propelled the University of Idaho to be the foremost spokesman for Idaho Agriculture. Without this program, University of Idaho research and Extension would have less of a presence with the state legislature, newspaper visibility, and other agriculture groups in Idaho.

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 Economics

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
2014	949

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Financial management is a key to success in farming or any other agriculture-related small business. Producers want to gain the ability to keep better records in order to get a handle on expenses and better ideas on how to use profit to make their operations more profitable.

What has been done

The Farm Management Team delivered financial and management information through farm management classes, financial outlook seminars, and financial management tools classes, as well as through presentations at dozens of producer meetings, and commodity-based workshops and field days.

Results

Following one of several farm management classes (40 participants) 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. Most completed enterprise budgets and cash flow budgets for the coming year. 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 Economics

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
2014	80

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Markets are constantly changing making it difficult to manage a farming operation. Having a better understanding of the markets and the projections of the markets can help in alleviating some of the stress in the marketing world.

What has been done

A market outlook conference was developed to study the markets of many different commodities in order to gain some confidence in the future prices and potential problems with those commodities. US and state issues related to different commodities were addressed so that producers and lenders could better understand the stressors of the different commodities and avoid potential problems. Proceedings of the conference were provided in order to help producers have the information available to see markets and be able to better judge where the markets are going. Producers and lenders were also given an idea of the year's input prices in order to gain knowledge of the expenses on an operation as well as the potential income for an operation.

Results

Lenders were able to leave the meeting with a better idea of the potential success of different commodities to allow them to lend money with greater confidence. 88% of Participants indicated a significant knowledge gain in the area of marketing.

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 Economics

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

Year	Actual
2014	421

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Farm/Ranch succession is a complicated and difficult process for many producers. Farm/ranch assets are often valued at millions of dollars. Without proper planning, farms/ranches can be lost due to taxes and other issues that could have been minimized with proper planning.

What has been done

. Eight faculty members on the Farm and Ranch Management team partnered to deliver 28 classes focused on farm estate planning and succession, including one-day workshops, a 4-week estate planning class (4 sessions), and a year-2 estate planning class. Classes were held in 18 communities representing each region of the state. 263 clients participated in the workshops where they learned strategies to better interact and communicate with family members. Class

members were given the opportunity to role-play in order to see the other side of an issue that they may be struggling with. People were given ideas of how to split operations that may help make the estate planning process easier and given ideas of who could help this process. Class members were taught that there is an amount of money required upon which to retire. This money needs to be provided by the operation so that both groups can be happy in retirement. People were introduced to professionals that would be able to help them accomplish their retirement and estate planning goals.

Results

. In one series (Keeping the Legacy Alive) 75% of participating individuals/families have begun the process of planning/preparing for succession of their farm or ranch. While they are at varying stages of the process, they are progressing. This will impact these families and help protect over \$1.2 million in assets per family. If the population of program participants includes three members from each family, then the value of these classes approximates \$80,000,000 in net benefit to those families.

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 Economics

Outcome #5

1. Outcome Measures

Determine the factors that influence private grazing lease rates and develop and refine ranch value modeling efforts in Idaho and other western states.

2. Associated Institution Types

- 1862 Research

3a. Outcome Type:

Change in Knowledge Outcome Measure

3b. Quantitative Outcome

Year	Actual
2014	0

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Continual policy debates related to the appropriate rates that governmental units charge for forage leases and 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.

What has been done

Publication of a research bulletin and two presentations on private grazing lease arrangements were completed. The Idaho Department of Lands and the Idaho Board of Land Commissioners were apprised of the results of the survey and analysis.

Results

Significant training opportunities exist for aspects affecting private grazing lease arrangements. Project results have been disseminated through face-to-face meetings, newsletters, presentations, listserves, websites, and interviews with media outlets.

4. Associated Knowledge Areas

KA Code	Knowledge Area
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

- Natural Disasters (drought, weather extremes, etc.)

Brief Explanation

V(I). Planned Program (Evaluation Studies)

Evaluation Results

In 2014, thirty producers completed the Farm and Ranch Management training in Rexburg. Participants came from Madison, Fremont, Jefferson, Clark, Teton, Bingham, and Bonneville 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. Most completed enterprise budgets and cash flow budgets for the coming year. 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%	

Key Items of Evaluation