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UNIVERSITY OF MARYLAND

COLLEGE OF AGRICULTURE AND NATURAL RESOURCES ♦ OFFICE OF THE DEAN

July 14, 1999

George Cooper, Director
USDA-CSREES, Partnership Office
800 9th St., SW, Suite 400
Washington, DC 20024

c/o Bart Hewitt

Dear Sir:

Please find attached a Joint Plan of Work for Maryland Cooperative Extension, Maryland Agricultural Experiment Station and Maryland's 1890 Research and Extension Programs as required by the Agricultural Research, Extension and Education Reform Act of 1998.

The document is submitted as an original, two copies and a reference URL for web access to the HTML document. The document may be found at:

<http://www.agnr.umd.edu/intranet/plan99/powoutline.htm>

We look forward to working with CSREES as the review of this document proceeds.

Sincerely,

Handwritten signature of Thomas A. Fretz in black ink.

Thomas A. Fretz
Dean
College of Agriculture & Natural Resources
UMCP

Handwritten signature of Carolyn B. Brooks in black ink.

Carolyn B. Brooks
Dean
School of Agriculture & Natural Sciences
UMES

Attachment

MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK

Submitted to
United States Department of Agriculture
Cooperative State Reserch, Extension and Education Service
Partnership Office

under requirement of the
Agricultural Research, Extension and Education Reform Act of 1998

July 15, 1999

by

Maryland Cooperative Extension
Maryland Agricultural Experiment Station

College of Agriculture and Natural Resources
University of Maryland
College Park, MD 20742

School of Agricultural and Natural Sciences
University of Maryland Eastern Shore
Princess Anne, MD

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This document exists electronically only as an html document and is located at the following URL:

<http://www.agnr.umd.edu/intranet/plan99/powoutline.htm>

No traditional typed document was created.

MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK

(University of Maryland and University of Maryland Eastern Shore)

Introduction

The Land-grant Universities of Maryland have developed this document as the Maryland Joint Extension and Research Plan of Work. The Plan of Work is the mutual efforts of the **College of Agriculture and Natural Resources, University of Maryland, College Park (UMCP)**, and the **School of Agricultural and Natural Sciences, University of Maryland Eastern Shore (UMES)**. The Plan of Work represents a portion of the planned efforts of these two institutions through the Maryland Agricultural Research Station, Maryland Cooperative Extension and the 1890 research programs at UMES. Maryland Cooperative Extension is a joint effort of the two institutions.

This Plan of Work is submitted in compliance with the Agricultural Research, Extension and Education Reform Act of 1998.

The Plan of Work covers efforts funded under US Department of Agriculture "formula funding" as Sections 3(b)(1) and 3(c)(1) of the Smith-Lever Act of 1914 as amended, and under Section 1444 of National Agriculture Research, Extension, and Teaching Policy Act of 1977 (NARETPA), Sections 3(c)(1), 3(c)(2) and 3(c)(3) of the Hatch Act of 1887 as amended and under Section 1445 of National Agriculture Research, Extension, and Teaching Policy Act of 1977 (NARETPA).

Additional funding from state, county and other sources are not explicitly accounted in this plan.

This document is submitted as a series of linked HTML files and is made available to the CSREES only in printed form, computer disk form and at the linked Web site. Others may gain access at the linked Web site. The document is dynamic and may be modified from time to time.

The following individuals are primary participants in the development of this Plan:

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Director, Maryland Agricultural Experiment Station
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MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK
(University of Maryland and University of Maryland Eastern Shore)

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MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK (University of Maryland and University of Maryland Eastern Shore)

Organization of Plan

Maryland's Land-Grant institutions have chosen to submit one plan of work to cover the following programs which receive funding from USDA under the Hatch, Smith-Lever and related acts:

Maryland Cooperative Extension

University of Maryland, College Park
University of Maryland Eastern Shore

Maryland Agricultural Experiment Station

University of Maryland, College Park

School of Agricultural and Natural Sciences Research and Academic Programs

University of Maryland Eastern Shore

Basis of Organization

To introduce this plan and to provide a link to the issues of importance to the US Department of Agriculture, Maryland has developed a statement of **Critical Issues for Maryland**.

The Plan of Work is organized to conform with the USDA Research, Extension and Education strategic planning goals which examine five areas of critical interest to the development of American agriculture and the communities from which it gains support.

These goals which are the **Central Components of the Plan** are:

Goal 1. To achieve an agricultural production system that is highly competitive in the global economy.

Goal 2. A safe, secure food and fiber system

Goal 3. A healthy, well-nourished population

Goal 4. Achieve greater harmony (balance) between agriculture and the environment

Goal 5. Enhance economic opportunity and quality of life for Americans

Maryland's response to these goals is outlined in a section for each goal. These sections provide a situation statement and a list of specific responses for each goal. The specific responses are formed into a statement sheet which provides critical information on the expected outcomes and indicators for each response. These statements also carry information about specific internal and external collaborations. A single table provides a summary of the **resource commitments by the institutions filing this plan of work**.

Plan for Stakeholder Input

The University of Maryland, College Park, and the University of Maryland Eastern Shore have developed a **Plan for Stakeholder Input**. This process is devised to utilize input currently received on a continuous basis by existing stakeholder groups as well as to start several additional stakeholder input initiatives.

Collaboration with Institutions in Other States

Maryland as a member of several important associations of research and extension institutions that help form the basis for the communications necessary to provide a strong commitment to multi-state research and extension efforts. Maryland participating universities have been very successful with multi-state efforts and plan to continue and enhance such efforts. A brief **Report of Multi-state Cooperation** is included in the plan.

Cooperation between Research and Extension

Efforts to cooperate in research and extension efforts in Maryland are important to providing the link necessary to develop significant impacts on the critical issues identified for the state.

Multi-county Extension Programs

Maryland Cooperative Extension has developed several arrangements for multi-county extension education programs over the past 20 years. These resulted somewhat from cutbacks in funding from both federal and state sources in the past 10 years. These results are discussed in a short section titled **Multi-county Extension Programs**.

Review Process

Merit Review for Extension education programs is provided in outline form for this initial planning effort.

A discussion of Peer Review for Research programs is also provided in the **Review Process** section.

Web Development

This document was developed using the WWW to facilitate the interaction among the participating organizations and to provide a consistent method for updating the plan which is viewed as a working document. This document was developed entirely as a WWW document and can be located at the following URL: <http://www.agnr.umd.edu/intranet/mce/plan99/powoutline.htm>

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MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK (University of Maryland and University of Maryland Eastern Shore)

Critical Issues for Maryland

The Chesapeake Bay is the largest estuary in the United States. Thus, the quality of the environment, and quantity of crab, oyster, rockfish harvests, and recreational facilities are of concern to Maryland residents. The bay, however, is under siege from the pressures of increasing population, and agricultural, residential, and industrial pollution. The recent outbreak of *Pfisteria piscida* that caused fish kills in the bay area is just one example. Public officials, educators and local citizens are faced with the challenge of attempting to understand, and successfully manage land-use changes resulting from population explosion and pollution. These changes have a major impact on agriculture which is a major Maryland industry. A strong agriculture will continue to be needed to provide the world's food supply as we move into the next millennium. Producers must be prepared to respond to new challenges and take advantage of opportunities for new markets, new relationships and new technological advances.

Conflicting reports about the risks associated with various foods have consumers asking to be reassured about the safety and quality of our food supply. The President's Food Safety Initiative and Hazard Analysis Critical Control Points (HACCP) emphasize the need for improved food safety from farm to table. Agriculture and related discipline scientists and educators, therefore, are faced with the awesome challenge of providing farmers with the income warranted, while ensuring that its food products are safe, and that the state's natural resources do not suffer from practices used to produce the food, fiber, and other necessary products.

Health concerns associated with diet and nutrition are pervasive as the nation assesses its citizens' health. Diet and inactivity are related to the top five leading causes of death in Maryland. Given that cardiovascular disease accounts for 35 percent of the deaths, and cancer 25 percent, both with strong dietary risk factors, it becomes clear that consumers need integrated food and nutrition education. This education must address the interaction of nutrition, diet, fitness, and lifestyle issues to be effective in reducing chronic disease risk. Individual groups affected most by these dietary related problems include elderly, ethnic minorities, youth, and food insecure individuals.

Maryland is a diverse state in many ways including geography, demographics, and size of community. Its long history is reflected in its communities, both large and small. Strategies for strengthening strong communities and revitalizing weaker ones are essential to the quality of life in Maryland. Quality of life requires strong families as well as strong communities. Our youth need both for healthy growth and development. All Maryland residents, rural and urban of all ages, races, ethnicity and economic groups deserve opportunities to build strong families and communities.

Maryland extension, research, and academic programs are designed to address these challenges. The Maryland Cooperative Extension (MCE) is one integral organization comprised of persons and resources from the University of Maryland in College Park (UMCP) and the University of Maryland on the Eastern Shore (UMES), the 1862 and 1890 land-grant institutions. Research efforts include collaborative projects of scientists from UMCP and UMES including those through the Maryland Agricultural Experiment Station. Multi-state partnerships are established with other universities and collaborations are in place with public and private sector organizations.

Stakeholder Input into Critical Issues

Stakeholder input into this Plan of Work comes through several sources.

The College of Agriculture and Natural Resources (UMCP) utilizes an **Advisory Council** consisting of a broad cross-section of agricultural industry leaders to provide input on major directions for the College's research, teaching and extension agenda. The Advisory Council meets periodically to discuss rising issues in the State.

The administrative officers of the Maryland Agricultural Experiment Station and Maryland Cooperative Extension set on and attend a wide array of committees with the State's agricultural leaders. Such continuous contact with the agricultural leadership including the Maryland Secretaries of Agriculture, Natural Resources and Environment provides additional contact to keep research and education issues examined by the research and extension in the State's two land grant universities current. The groups include the Maryland Agricultural Commission, the Maryland Grain Producers Association, the Delmarva Poultry Industry, the Southern Maryland Agriculture Commission, the Maryland Association of Soil Conservation Districts and many other similar groups.

In the development of a state plan of work in 1997, Maryland Cooperative Extension engaged conversation with a large number of its faculty and staff. This input sought to determine from their perspective the needs of local clients both in the then current education climate and in the five years that followed.

This exercise in planning resulted in a document titled **Outcomes 2000: A Framework for Our Future**. This document is a major source of input into this document. Faculty and staff input was not the only source of input as Outcomes 2002 was developed. The document when in draft form was shared with the Maryland **Extension Advisor Council** which is comprised of a community member from each county in Maryland. These citizens were instrumental in providing additional input that solidified the final form of the report. Their input was valuable in setting programming priorities for future Maryland Cooperative Extension (UMCP and UMES combined) programs. In addition, this document was shared with the College's **Advisory Council** for additional input.

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MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK
(University of Maryland and University of Maryland Eastern Shore)

Central Components of the Plan

- **Resources Matrix**

- **Goal 1** *To achieve an agricultural production system that is highly competitive in the global economy.*
- **Goal 2** *A safe, secure food and fiber system.*
- **Goal 3** *A healthy, well-nourished population.*
- **Goal 4** *Achieve greater harmony (balance) between agriculture and the environment.*
- **Goal 5** *Enhanced economic opportunity and quality of life for Americans.*

- **Appendix** *Specific project statements are included in an appendix to the main state plan of work. This appendix is available on the WWW site, but is not included as a part of the Plan of Work document submitted to USDA/CSREES. Projects described in the Appendix are specific to the general plan as described above.*

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MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK
(University of Maryland and University of Maryland Eastern Shore)

Resource Commitments

		Multi- Institutional Research	Multi- Institutional Extension	Extension/ Research	Multi-State Research	Multi-State Extension	Grand Totals
Goal 1	FTE		5.6	47.8	2.8	12.3	
	Budget		\$500,508	\$4,004,785	\$401,990	\$194,332	
Goal 2	FTE		.9	11.0	.3	1.9	
	Budget		\$100,102	\$1,243,286	\$60,000	\$88,333	
Goal 3	FTE		.9	11.85	2.3	2.1	
	Budget		\$100,102	\$1,404,528	\$174,856	\$100,110	
Goal 4	FTE		1.7	20.25	3.9	3.8	
	Budget		\$200,203	\$2,064,000	\$794,114	\$100,550	
Goal 5	FTE		3.4	22.5	.5	7.3	
	Budget		\$200,203	\$1,379,918	\$53,154	\$105,559	
Total	FTE		1.5	113.4	9.8	27.4	163.1
Total	Budget		\$1,101,118	\$10,096,517	\$1,484,114	\$588,884	\$13,270,633

Sources:

Maryland Cooperative Extension
Maryland Agricultural Experiment Station
School of Agricultural and Natural Sciences, University of Maryland Eastern Shore

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PROJECT/PROGRAM PLAN, 2000 - 2004
MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK
(University of Maryland and University of Maryland Eastern Shore)

REE Goal 1

To achieve an agricultural production system that is highly competitive in the global economy.

- **Situation Statement**

There are 13,000 farms in Maryland, covering 2.1 million acres; 1.5 million acres are devoted to crops. Total land area in Maryland is 6.7 million acres. Maryland farms are typically small and their land is expensive. With 162 acres, the average farm in Maryland is the 10th smallest in the nation. The estimated market value of land and buildings per acre is \$2,911, the fifth most expensive in the nation. Even though Maryland has one of the most progressive Land Preservation Programs in the nation, three times more farmland is lost to development every year than is preserved. Between 1950 and 1997, the number of farms and acres of farmland has fallen 66 percent and 51 percent, respectively.

Total annual gross farm income in Maryland averages 1.5 billion dollars. The important commodities are poultry and eggs, nursery and greenhouse (fastest growing industry), feed/food/oil crops, milk and dairy products, meat animals, vegetables, tobacco, and fruit. On average, the net income per farm in Maryland is \$20,000, while off-farm income averages \$20,000. Slightly more than half of the farmers describe farming as their principal occupation. A small percentage of producers account for the vast majority of agricultural sales. Farms with gross market sales exceeding \$100,000 represent 21 percent of Maryland farms by number, but their sales represent 86 percent of the total sales.

Maryland's principal agricultural advantage is location to markets. Grain farmers benefit from the poultry industry. Fruit, vegetable, dairy, beef, swine, horticultural products, and other specialty crops are sold to the five million people in the Washington-Baltimore region. The Port of Baltimore and Baltimore-Washington International Airport facilitate the export of products.

Maryland farmers are older and aging, reflecting a national trend. Maryland farmers average 53.9 years of age, compared to the U.S. average of 53.3. Their customers, Maryland citizens, demonstrate a strong tendency to purchase locally grown commodities and value-added products, support local farmers, and preserve open space. Maryland citizens want to preserve and protect such natural resources as the Chesapeake Bay, so environmental concerns about agriculture play an increasing and significant role in the operation of Maryland farms.

- **Primary Goals**

- Adopt management practices for agriculture production that improve profitability and increase efficiencies.
- Adopt improved farm business management and marketing practices.
- Increase the use of appropriate production and marketing strategies for high value products.
- Increase the investment in agricultural human capital.
- Facilitate informed debates of public issues concerning the neighborhood effects of agriculture, such as nuisance concerns and environmental impacts.

- Goal 1 - Appendix

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PROJECT/PROGRAM PLAN, 2000 – 2004

MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK

(University of Maryland and University of Maryland Eastern Shore)

Goal 1

Name: Adopt management practices for agricultural production that improve profitability and increase production efficiencies.

	REE - Goal 1	REE - Goal 2	REE - Goal 3	REE - Goal 4	REE - Goal 5
Research	X				
Extension	X				
Research/ Extension	X				
Multi-State	X				

Statement of Issue(s):

Maryland agriculture is affected by two major influences: the increasing number of people in the state (and resulting increase in the value of land) and concern for the environmental health of the Chesapeake Bay. Maryland has a diversified livestock and crop agriculture. Poultry continues to be the major component of agricultural income. Many farmers raise grain crops as feed for the poultry industry. Another group of farmers, located closer to the major population centers, have switched to high-value crops. Practices that improve profitability, marketing, management, and production are critically important to Maryland's agricultural producers.

Performance Goals(s):

Output Indicators:

1. Attendance at educational workshops, classes, etc.
2. Extension publications
3. Research publications
4. Professional presentations
5. Number of undergraduate and graduate students

Outcome Indicators:

1. Measurable changed behaviors
2. Adoption of research results
3. Impact statements

Note below for Source of Reporting Data

Key Program Components:

Farmers will:

1. Adopt best management practices for plant, poultry, and animals systems.
2. Choose farming systems based on productivity and environmentally sound decision-making models.
3. Better understand new technologies such as geographic information systems and biotechnology.

4. Optimize pasture and forage resources on the farm.
5. Practice economically sound alternatives to minimize the use of those agricultural practices that have the potential to degrade our natural resources.
6. Manage pasture properly, including nutrient management plans, for horses and other livestock on farmettes.

Internal and External Linkages:

1. Natural Resource Conservation Service
2. Cooperative Extension Services in Virginia, West Virginia, Delaware, New Jersey, and Pennsylvania.
3. Maryland Department of Agriculture
4. USDA Beltsville Agriculture Research Center
5. Maryland commodity groups
6. Northeast land grant universities
7. U.S. land grant universities
8. Private industry
9. Non-profit groups
10. Maryland Cooperative Extension (UMCP and UMES)

Target Audiences:

1. Traditional agricultural producers
2. Small farmers
3. Limited resource farmers
4. Food distribution industry

Program Duration: FY 2000 - 2004

Allocated Resources:

See Resource Table

Source of Reporting Data:

Maryland Cooperative Extension Reporting System (UMCP and UMES) – for output indicators
Agriculture Experiment Station Research Projects – for research results:

- Metabolic relationships in the supply of nutrients for lactating cows
- Regulation of nutrient use in food-producing animals
- Advanced technology for the genetic improvement of poultry
- Spatial dynamics of leafhopper pests and their management in alfalfa
- Epidemiology and control of emerging strains of poultry respiratory disease agents
- Perennial Weeds
- Effects of density and social factors on level of disturbances and performance in broiler chicken
- Biophysical models for poultry production
- High density culture and raising of chickens may have negative impacts on growth

University of Maryland Eastern Shore – for research results:

- Enhancing health and safety through protective equipment.

MCE Focus Teams (UMCP and UMES) – for impact statements

- Dairy
- Cattle
- Poultry
- Ornamental Horticulture
- Vegetable and Fruit
- Grains and Soybeans
- Pasture and Forage

Return to Goal 1

PROJECT/PROGRAM PLAN, 2000 - 2004

MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK

(University of Maryland and University of Maryland Eastern Shore)

Goal 1

Name: Adopt improved farm business management and marketing practices.

	REE – Goal 1	REE - Goal 2	REE - Goal 3	REE - Goal 4	REE - Goal 5
Research	X				
Extension	X				
Research/ Extension	X				
Multi-State	X				

Statement of Issue(s):

Good business management is critical for the financial soundness of a farm operation. Due to the competitive nature of agricultural production, farmers are always under pressure to produce at the lowest cost. Often times, they do not have sufficient record keeping systems to properly evaluate the financial health of specific enterprises and/or their farms. Many farmers are interested in pursuing these record keeping systems with computers. Related to the use of computers, is the spread of the Internet, which is a valuable source of information for farmers. Farm business decisions are also greatly affected by a myriad of state, local, and federal regulations. In addition to proper management practices, farmers are pursuing financial risk reduction through innovative marketing techniques and enterprise diversification.

Performance Goals(s):

Output Indicators:

1. Attendance at educational workshops, classes, etc.
2. Extension publications
3. Research publications
4. Professional presentations
5. Number of undergraduate and graduate students

Outcome Indicators:

1. Measurable changed behaviors
2. Adoption of research results
3. Impact statements

Note below for Source of Reporting Data

Key Program Components:

Farmers will:

1. Improve profitability, liquidity, solvency of farm operations through improved record-keeping systems, development of annual farm financial statements, and an increased ability to analyze and improve farm enterprises.
2. Establish markets for composted products.
3. Increase the use of information systems, such as automated production record keeping systems, spreadsheets, the Internet, and other computer management tools.
4. Improve long and short-term planning skills to enter or exit agriculture, enter new markets, change existing farm operations, or adjust to changing federal farm programs.
5. Properly manage agricultural enterprises through a better understanding of tax policies, federal programs, and other federal/state policies, such as land-use regulations.
6. Reduce financial risks through the increased use of forward pricing alternatives, such as futures and options contracts, crop insurance mechanisms, diversification of farm level enterprises, health care coverage and liability insurance alternatives.

Internal and External Linkages:

1. Cooperative Extension Services in Virginia, West Virginia, Delaware, New Jersey, and Pennsylvania.
2. Maryland Department of Agriculture
3. Maryland commodity groups
4. Northeast land grant universities
5. U.S. land grant universities
6. Farm lending institutions
7. Private industry
8. Maryland commodity groups
9. Maryland Cooperative Extension (UMCP and UMES)

Target Audiences:

1. Traditional agricultural producers
2. Small farmers
3. Limited resource farmers
4. Agricultural input suppliers
5. Food distribution industry

Program Duration: FY 2000 - 2004

Allocated Resources:

See Resource Table

Source of Reporting Data:

Maryland Cooperative Extension Reporting System (UMCP and UMES) – for output indicators

Agriculture Experiment Station Research Projects – for research results:

- Taxes as a tool for environmental regulation
- The economic organization of agriculture in modern and traditional agriculture

MCE Focus Teams (UMCP and UMES) – for impact statements:

- Pro-Farm
- FSA Borrowers Financial Training

- Computer, Internet, and Software instruction
- Financial Record keeping
- Tax Planning
- Grain Marketing
- Dairy Marketing

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PROJECT/PROGRAM PLAN, 2000 - 2004

MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK

(University of Maryland and University of Maryland Eastern Shore)

Goal 1

Name: Increase the use of appropriate production and marketing strategies for high value products.

	REE – Goal 1	REE - Goal 2	REE - Goal 3	REE - Goal 4	REE - Goal 5
Research	X				
Extension	X				
Research/ Extension	X				
Multi-State	X				

Statement of Issue(s):

Population growth has more than doubled since 1950 in Maryland. With increased development, land prices have risen. The majority of Maryland producers farm on small acreage. They need to raise and market high-value crops to be economically viable. This large population has also provided tremendous markets for Maryland farmers. Increasingly, citizens are purchasing local farm products because of their interest in supporting rural Maryland communities and they perceive local produce to be of higher quality.

Performance Goals(s):

Output Indicators:

1. Attendance at educational workshops, classes, etc.
2. Extension publications
3. Research publications
4. Professional presentations
5. Number of undergraduate and graduate students

Outcome Indicators:

1. Measurable changed behaviors
2. Adoption of research results
3. Impact statements

Note below for Source of Reporting Data

Key Program Components:

Farmers will:

1. Increase their access to markets by profitably selling high-quality ornamental horticultural products, services, fruits, and vegetables and by better using direct marketing and direct wholesaling strategies.
2. Practice properly post-harvest handling techniques to increase product quality and improve market

access.

3. Add value and/or find new uses for traditional agricultural products, develop niche markets, and expand their participation in alternative enterprises.
4. Increase their economic bargaining power through cooperative input purchasing and marketing (with special interest for small and part-time farmers).

Internal and External Linkages:

1. Cooperative Extension Services in Virginia, West Virginia, Delaware, New Jersey, and Pennsylvania.
2. Maryland Department of Agriculture
3. Maryland commodity groups
4. Northeast land grant universities
5. U.S. land grant universities
6. Private industry
7. Farmer cooperatives
8. Non-profit groups
9. Maryland Cooperative Extension (UMCP and UMES)

Target Audiences:

1. Traditional farmers
2. Small, part-time farmers
3. Limited resource farmers
4. Tobacco farmers wishing to transition to alternative crops

Program Duration: FY 2000 - 2004

Allocated Resources:

See Resource Table

Source of Reporting Data:

Maryland Cooperative Extension Reporting System (UMCP and UMES) – for output indicators

Agriculture Experiment Station Research Projects – for research results:

- Rootstock and interstem effects on pome and stone fruit trees
- Post-harvest physiology of fruits
- Determinants and impacts of changing patterns of vertical coordination in the food industry

MCE Focus Teams (UMCP and UMES) – for impact statements:

- Direct Marketing
- On-farm cheese production and marketing
- Organic Marketing
- Marketing Compost
- Post-Harvest Handling Focus Team
- Southern Maryland Regional Farmers= Markets
- Mt. Pride Meat Processing Cooperative
- Frederick County Part-time Farmer Cooperative
- Harford County Alternative Agriculture

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PROJECT/PROGRAM PLAN, 2000 - 2004

MARYLAND JOINT EXTENSION AND RESEARCH PLAN OF WORK

(University of Maryland and University of Maryland Eastern Shore)

Goal 1

Name: Increase the investment in agricultural human capital.

	REE – Goal 1	REE – Goal 2	REE - Goal 3	REE - Goal 4	REE - Goal 5
Research					
Extension	X				
Research/ Extension	X				
Multi-State	X				

Statement of Issue(s):

Similar to trends in the United States, the average age of farmers is increasing. Maryland's land prices are also the fifth highest in the nation. The value of farmers' retirement tends to be captured in the value of the land, not in traditional retirement accounts. Because of these factors, transferring land to the next farm generation, either through family inheritance or through farm sales, is difficult. There are not many opportunities for non-farm youth or farm employees to acquire the management skills associated with running a farm operation should they get the opportunity to operate a farm. Associated with the increasing age of farmers (fewer young farmers), there appears to be a leadership vacuum for the next generation of agricultural leaders.

Performance Goals(s):

Output Indicators:

1. Attendance at educational workshops, classes, etc.
2. Extension publications
3. Research publications
4. Professional presentations
5. Number of undergraduate and graduate students

Outcome Indicators:

1. Measurable changed behaviors
2. Adoption of research results
3. Impact statements

Note below for Source of Reporting Data

Key Program Components:

1. Farmers will have a better understand issues facing agriculture and improve their leadership skills, increasing the quality and number of farm leaders in rural communities.
2. Farmers will improve personnel and management skills so as to acquire, train, and retain labor,, and deal

effectively with labor laws and regulations.

3. Farm and non-farm youth will find business opportunities/internships so as to increase their participation in and understanding of agriculture.
4. Farm employees will increase their production and management skills so as to expand their opportunities for a viable career in agriculture.
5. Farm families will improve the transfer of management skills and resources form one generation to the next through he use of inter-generational business structure/management agreements and estate plans.

Internal and External Linkages:

1. Cooperative Extension Services in Virginia, West Virginia, Delaware, New Jersey, and Pennsylvania.
2. Maryland Department of Agriculture
3. Maryland commodity groups
4. Northeast land grant universities
5. Private industry
6. Non-profit groups
7. Maryland Farm Bureau
8. Rural communities
9. Maryland Cooperative Extension (UMCP and UMES)

Target Audiences:

1. Farmers
2. Young farmers
3. Land-owners
4. Young people desiring to farm

Program Duration: FY 2000 - 2004

Allocated Resources:

See Resource Table

Source of Reporting Data:

Maryland Cooperative Extension Reporting System (UMCP and UMES) – for output indicators

MCE Focus Teams (UMCP and UMES) – for impact statements:

- LEAD Maryland
- Water Resources Leadership Initiative
- Pro-Farm Personnel Management
- FarmLink
- Estate Planning

Return to Goal 1

