V(A). Planned Program (Summary)

Program # 4

1. Name of the Planned Program

Farm and Business Management

V(B). Program Knowledge Area(s)

1. Program Knowledge Areas and Percentage

<table>
<thead>
<tr>
<th>KA Code</th>
<th>Knowledge Area</th>
<th>%1862 Extension</th>
<th>%1890 Extension</th>
<th>%1862 Research</th>
<th>%1890 Research</th>
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</thead>
<tbody>
<tr>
<td>601</td>
<td>Economics of Agricultural Production and Farm Management</td>
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<td></td>
<td>60%</td>
<td></td>
</tr>
<tr>
<td>602</td>
<td>Business Management, Finance, and Taxation</td>
<td>10%</td>
<td></td>
<td>10%</td>
<td></td>
</tr>
<tr>
<td>603</td>
<td>Market Economics</td>
<td>20%</td>
<td></td>
<td>20%</td>
<td></td>
</tr>
<tr>
<td>605</td>
<td>Natural Resource and Environmental Economics</td>
<td>10%</td>
<td></td>
<td>10%</td>
<td></td>
</tr>
</tbody>
</table>

Total 100% 100%

V(C). Planned Program (Inputs)

1. Actual amount of professional FTE/SYs expended this Program

<table>
<thead>
<tr>
<th>Year: 2009</th>
<th>Extension</th>
<th>Research</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1862</td>
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<tr>
<td>Plan</td>
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</tr>
<tr>
<td>Actual</td>
<td>20.0</td>
<td>0.0</td>
</tr>
</tbody>
</table>

2. Actual dollars expended in this Program (includes Carryover Funds from previous years)

<table>
<thead>
<tr>
<th>Extension</th>
<th>Research</th>
</tr>
</thead>
<tbody>
<tr>
<td>Smith-Lever 3b &amp; 3c</td>
<td>Hatch</td>
</tr>
<tr>
<td>736200</td>
<td>106852</td>
</tr>
<tr>
<td>1890 Matching</td>
<td>1890 Matching</td>
</tr>
<tr>
<td>736200</td>
<td>106852</td>
</tr>
<tr>
<td>1890 All Other</td>
<td>1890 All Other</td>
</tr>
<tr>
<td>1556964</td>
<td>31427</td>
</tr>
</tbody>
</table>

V(D). Planned Program (Activity)

1. Brief description of the Activity

Risk Management Education: 159 county level meetings discussing farm leasing agreements were held, with over 3,000 attendees. 25 radio interviews and mass media articles were disseminated. Approximately 4,000 personal consultations were carried out. A one-day continuing education seminar for crop insurance agents was held, with 375 people attending.

Women Decision-makers and Leaders: Approximately 10 Annie's Project groups were established in Iowa, in which 408 farm women attended 60 workshops that addressed financial and economic issues of their choosing.

Financing Agriculture: 70 agricultural lenders and auditors enrolled in the 2009 Agricultural Credit School conducted by ISU Extension. They each received 35 hours of instruction on legal requirements of lending, financing crops, livestock and farm real estate, risk management, financing new businesses, and problem loan solving.
Next Generation of Agriculturalists: 24 aspiring farm operators enrolled in the AgLink program, a four-day seminar for multiple generations. It allows students, their parents and others with whom they will be farming the opportunity to explore transition options and plans. The FarmOn program is designed to match unrelated beginning and retiring farmers. Over 50 individual consultations were provided. Speeches, lectures, workshops, and short courses have been initiated. Materials have been developed. Extension has worked with other groups and organizations.

Farm Income Tax Education: ISU Extension and the ISU Center for Agricultural Law and Taxation conducted eight schools in Sheldon, Mason City, Denison, Ames, Muscatine, Waterloo, Griswold, and Ottumwa. Attendees received fourteen hours of continuing education credits. The Center has also been involved in continuing education in the area of taxation in the areas of women in agriculture, farm estate and business planning, and the Iowa Bar Association Tax School.

Farm Bill Education: Two new commodity programs were introduced in the 2008 Farm Bill. Farmers and landowners were informed of the details of these programs through meetings, mass media, newsletters, website postings. Electronic spreadsheet programs were made available to help evaluate the costs and benefits of each program.

Alternative Enterprises or Value Retained: Extension bulletins on vegetable and organic budgets, as well as how to use them in decision making were developed. A series of informational meetings on organic agriculture, long-term rotations, vegetable economics, and enterprise budgets were held throughout the state. Interactive decision making tools were developed and put on the ISU Agricultural Decision Maker website. Alternative agricultural information was added on the Agricultural Marketing Resource Center website.

2. Brief description of the target audience

Grain, livestock and dairy producers
Agribusiness professionals including USDA employees
Agricultural lenders
Farm employees
Female farmers and farm partners
On-farm and off-farm heirs
Beginning farmers
Landowners
Tax practitioners
Entrepreneurs
Farm families
State agencies and NGOs
New food cooperatives, networks and consortiums

V(E). Planned Program (Outputs)

1. Standard output measures

<table>
<thead>
<tr>
<th></th>
<th>Direct Contacts Adults</th>
<th>Indirect Contacts Adults</th>
<th>Direct Contacts Youth</th>
<th>Indirect Contacts Youth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plan</td>
<td>15000</td>
<td>3350000</td>
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<td>0</td>
</tr>
<tr>
<td>Actual</td>
<td>40328</td>
<td>1091000</td>
<td>125</td>
<td>1000</td>
</tr>
</tbody>
</table>

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

Patent Applications Submitted

<table>
<thead>
<tr>
<th></th>
<th>Plan</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year</td>
<td>2009</td>
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<td>Plan</td>
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<td></td>
</tr>
<tr>
<td>Actual</td>
<td>0</td>
<td></td>
</tr>
</tbody>
</table>

Patents listed

3. Publications (Standard General Output Measure)

Number of Peer Reviewed Publications

<table>
<thead>
<tr>
<th></th>
<th>Extension</th>
<th>Research</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### V(F). State Defined Outputs

#### Output Target

Output #1

**Output Measure**

- {No Data Entered}
### V(G). State Defined Outcomes

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

<table>
<thead>
<tr>
<th>O. No.</th>
<th>OUTCOME NAME</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Number of crop and livestock producers who choose marketing, insurance and USDA program alternatives that are consistent with the risk bearing ability of their businesses and their personal preferences for managing risk.</td>
</tr>
<tr>
<td>2</td>
<td>Number of female farmers and farm partners who take a more active role in decision making for their businesses.</td>
</tr>
<tr>
<td>3</td>
<td>Number of agricultural lenders who finance the acquisition of new resources or implementation of new technology for their borrowers while maintaining liquidity and controlling financial risks.</td>
</tr>
<tr>
<td>4</td>
<td>Number of beginning farmers who objectively measure the likelihood of meeting their individual and family goals through entering a farm business.</td>
</tr>
<tr>
<td>5</td>
<td>Number of income tax practitioners that increase the accuracy and efficiency of the farm returns that they prepare.</td>
</tr>
<tr>
<td>6</td>
<td>Number of producers and landowners who make choices among CRP, CSP and commodity payment programs consistent with their goals of increasing profits and protecting agricultural resources.</td>
</tr>
<tr>
<td>7</td>
<td>Number of producers and other entrepreneurs who increase their awareness of alternative enterprises or value retained opportunities by either attending an educational program or downloading educational materials from a website.</td>
</tr>
<tr>
<td>8</td>
<td>Number of producers and other entrepreneurs who increase their awareness of renewable energy or climate change by either attending an educational program or downloading educational materials from a website.</td>
</tr>
<tr>
<td>9</td>
<td>Number of producers and landowners who make choices among existing new commodity payment programs consistent with their goals of increasing profits and protecting against financial losses due to reduced production and/or lower commodity prices.</td>
</tr>
</tbody>
</table>
Outcome #1

1. Outcome Measures

   Number of crop and livestock producers who choose marketing, insurance and USDA program alternatives that are consistent with the risk bearing ability of their businesses and their personal preferences for managing risk.

2. Associated Institution Types

   ● 1862 Extension

3a. Outcome Type:

   Change in Action Outcome Measure

3b. Quantitative Outcome

<table>
<thead>
<tr>
<th>Year</th>
<th>Quantitative Target</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>500</td>
<td>4929</td>
</tr>
</tbody>
</table>

3c. Qualitative Outcome or Impact Statement

   Issue (Who cares and Why)
   Two new financial risk management programs were introduced in the 2008 Farm Bill. In Iowa, 90 of 99 counties were declared eligible for disaster payments for 2008 crops under the SURE program. Producers need to know how to determine their individual eligibility and how to apply for benefits. Over 90% of Iowa farmers enrolled in the DCP program in 2003. They must all make a choice whether to remain in that program or enroll in the new ACRE program.

   What has been done
   Fact sheets about the new programs were written. Electronic spreadsheet programs were developed to help farmers analyze the benefits and costs of each program. These were posted to the Ag Decision Maker website and downloaded over 100,000 times. A total of 233 educational presentations were made. Additional information was disseminated through radio interviews, newsletter and magazine articles, webinars and news releases.

   Results
   Approximately 15% of Iowa farmers enrolled in the ACRE program. The remainder made the decision to remain in the DCP program.

4. Associated Knowledge Areas

<table>
<thead>
<tr>
<th>KA Code</th>
<th>Knowledge Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>601</td>
<td>Economics of Agricultural Production and Farm Management</td>
</tr>
</tbody>
</table>

Outcome #2

1. Outcome Measures

   Number of female farmers and farm partners who take a more active role in decision making for their businesses.

2. Associated Institution Types

   ● 1862 Extension

3a. Outcome Type:

   Change in Action Outcome Measure
3b. Quantitative Outcome

<table>
<thead>
<tr>
<th>Year</th>
<th>Quantitative Target</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>100</td>
<td>408</td>
</tr>
</tbody>
</table>

3c. Qualitative Outcome or Impact Statement

**Issue (Who cares and Why)**
Women who are independent farm operators, farm partners and farm owners all need information to make better management decisions. Experience has shown that they prefer receiving information in an all-female environment.

**What has been done**
Approximately 10 Annie’s Project groups were formed where farm women received information about financial management, communication and business organization. Five larger workshops were organized to focus specifically on farm women and their concerns. An Iowa dairywomen peer group was formed.

**Results**
About 140 women participated in Annie's Projects in Iowa last year. They have increased their understanding of topics such as USDA farm programs, farm accounting and budgeting, interpersonal communication, machinery economics and leasing arrangements. An additional 600 women attended one-day and two-day conferences where they learned about similar topics. Members of the Dairywomen Peer Group have taken leadership for their group, and have become officers in a new dairy producers group.

4. Associated Knowledge Areas

<table>
<thead>
<tr>
<th>KA Code</th>
<th>Knowledge Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>601</td>
<td>Economics of Agricultural Production and Farm Management</td>
</tr>
<tr>
<td>602</td>
<td>Business Management, Finance, and Taxation</td>
</tr>
<tr>
<td>603</td>
<td>Market Economics</td>
</tr>
</tbody>
</table>

**Outcome #3**

1. Outcome Measures

Number of agricultural lenders who finance the acquisition of new resources or implementation of new technology for their borrowers while maintaining liquidity and controlling financial risks.

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Action Outcome Measure

3b. Quantitative Outcome

<table>
<thead>
<tr>
<th>Year</th>
<th>Quantitative Target</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>100</td>
<td>70</td>
</tr>
</tbody>
</table>

3c. Qualitative Outcome or Impact Statement

**Issue (Who cares and Why)**
Agricultural lenders need to understand the legal steps needed for making new farm loans, how to analyze and
evaluate new loan applications, how to service and monitor existing credits, and how to meet the credit needs of beginning farm operators and new enterprises.

What has been done
70 agricultural lenders and auditors enrolled in the 2009 Agricultural Credit School conducted by ISU Extension and the Iowa Bankers Association. They each received 35 hours of instruction on legal requirements of lending, financing crops, livestock and farm real estate, risk management, financing new businesses, and problem loan solving.

Results
50% of the attendees rated the School as Excellent and 36% rated it as Good relative to meeting their educational needs. They expect that their credit institutions will be able to increase their agricultural loan portfolios with fewer delinquencies and nonperforming loans.

4. Associated Knowledge Areas

<table>
<thead>
<tr>
<th>KA Code</th>
<th>Knowledge Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>602</td>
<td>Business Management, Finance, and Taxation</td>
</tr>
</tbody>
</table>

Outcome #4

1. Outcome Measures

Number of beginning farmers who objectively measure the likelihood of meeting their individual and family goals through entering a farm business.

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Action Outcome Measure

3b. Quantitative Outcome

<table>
<thead>
<tr>
<th>Year</th>
<th>Quantitative Target</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>25</td>
<td>57</td>
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</tbody>
</table>

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)
The next generation of agriculturalists was identified as one of the top areas in both the survey and listening sessions held by Extension. The major concerns are the lack of young people on the farms, transitioning farms from one generation to the next and the difficulty getting started in today's capital intensive agriculture. Iowa land owners are aging and there will be a major shift in wealth over the next several years. Much of Iowa's land will be owned by people who do not live in the state.

What has been done
The AgLink program is a four-day seminar for multiple generations. It allows students, their parents and others with whom they will be farming the opportunity to explore transition options and plans. The FarmOn program is designed to match unrelated beginning and retiring farmers. Individual consultations have been provided. Speeches, lectures, workshops, and short courses have been initiated. Materials have been developed and disseminated. Extension has worked with other groups and organizations. Eleven radio interviews on Extension programs for beginning farmers were done.

Results
Currently there are matching files for 359 beginning farmers and 53 retiring farmers in the FarmOn program. There were 10 active matches facilitated. During the year approximately 800 calls were fielded regarding beginning farmer programs. The Ag Link seminar was attended by 16 families and their students, with 53 people being reached. Each of the students created a draft of a farm transition plan.
4. Associated Knowledge Areas

<table>
<thead>
<tr>
<th>KA Code</th>
<th>Knowledge Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>601</td>
<td>Economics of Agricultural Production and Farm Mgmt</td>
</tr>
<tr>
<td>602</td>
<td>Business Management, Finance, and Taxation</td>
</tr>
</tbody>
</table>

Outcome #5

1. Outcome Measures

Number of income tax practitioners that increase the accuracy and efficiency of the farm returns that they prepare.

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Action Outcome Measure

3b. Quantitative Outcome

<table>
<thead>
<tr>
<th>Year</th>
<th>Quantitative Target</th>
<th>Actual</th>
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</thead>
<tbody>
<tr>
<td>2009</td>
<td>1000</td>
<td>1213</td>
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</table>

3c. Qualitative Outcome or Impact Statement

**Issue (Who cares and Why)**

Nearly all farm income tax returns filed in the state are completed by attorneys, CPAs and other professional preparers. Federal and state tax regulations are constantly changing, and new court cases affect how returns are completed. Errors in tax preparation can cost farmers thousands of dollars.

**What has been done**

ISU Extension and the ISU Center for Agricultural Law and Taxation conducted eight Farm Income Tax Schools throughout Iowa. Attendees are eligible for up to fourteen hours of continuing education credits. The Center has also been involved in continuing education in the area of taxation, women in agriculture, farm estate and business planning, and the Iowa Bar Association Tax School.

**Results**

1,127 professional tax preparers attended the eight 2008 Farm Income Tax Schools. They increased their knowledge of new tax regulations and court rulings. Implementation of this knowledge will lead to fewer errors and omissions in the preparation of farm income tax returns in Iowa and increased compliance with IRS policies and procedures.

4. Associated Knowledge Areas

<table>
<thead>
<tr>
<th>KA Code</th>
<th>Knowledge Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>602</td>
<td>Business Management, Finance, and Taxation</td>
</tr>
</tbody>
</table>

Outcome #6

1. Outcome Measures

Number of producers and landowners who make choices among CRP, CSP and commodity payment programs consistent with their goals of increasing profits and protecting agricultural resources.

Not Reporting on this Outcome Measure
Outcome #7

1. Outcome Measures

Number of producers and other entrepreneurs who increase their awareness of alternative enterprises or value retained opportunities by either attending an educational program or downloading educational materials from a website.

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Action Outcome Measure

3b. Quantitative Outcome

<table>
<thead>
<tr>
<th>Year</th>
<th>Quantitative Target</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>300</td>
<td>25</td>
</tr>
</tbody>
</table>

3c. Qualitative Outcome or Impact Statement

**Issue (Who cares and Why)**
Commodity agriculture is historically a high volume, low margin industry. High land and machinery costs make entry into commodity agriculture difficult. Interest, therefore, is increasing in alternative agricultural farming operations including, but not limited to: organic agriculture, fruit and vegetable production, and various livestock enterprises. Profit margins, however, vary a great deal and are based on what product is grown and how it is priced. Potential farmers need assistance in evaluating which alternative enterprise makes sense for them.

**What has been done**
New educational materials were created to inform producers and prospective producers about the opportunities and requirements for initiating alternative enterprises, and posted to ISU Extension websites. Educational meetings were held regarding production of meat goats and signing leases for wind energy turbines.

**Results**
Individual consultations increased due to the additional interest. Producers are changing practices as a result of their educational experiences. For example, a few vegetable growers told us they were changing product mix, production practices, and pricing and promotional strategies as a result of their educational experience. A few farmers are slowly transitioning their crops into organics (a field at a time) from conventional agriculture. Producers tell us that as they learn how to budget, price, and/or plan for a particular decision, they are learning how to use the same process for the other decisions they need to make within their farming operation.

4. Associated Knowledge Areas

<table>
<thead>
<tr>
<th>KA Code</th>
<th>Knowledge Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>601</td>
<td>Economics of Agricultural Production and Farm Management</td>
</tr>
<tr>
<td>602</td>
<td>Business Management, Finance, and Taxation</td>
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<td>603</td>
<td>Market Economics</td>
</tr>
<tr>
<td>605</td>
<td>Natural Resource and Environmental Economics</td>
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</tbody>
</table>
Outcome #8

1. Outcome Measures

Number of producers and other entrepreneurs who increase their awareness of renewable energy or climate change by either attending an educational program or downloading educational materials from a website.

2. Associated Institution Types

- 1862 Extension

3a. Outcome Type:

Change in Knowledge Outcome Measure

3b. Quantitative Outcome

<table>
<thead>
<tr>
<th>Year</th>
<th>Quantitative Target</th>
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</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
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<td>33941</td>
</tr>
</tbody>
</table>

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)
Renewable energy sources, particularly ethanol and biodiesel, continue to play an important role in the supply of fuel in the U.S. They help keep fuel prices and emissions lower. In addition, they constitute an important demand for corn, soybeans and other grains, which affects market prices for these commodities and overall profits for the farmers who grow them.

What has been done
The Ag Decision Maker and Ag Marketing Resource Center websites feature a large number of articles and data bases about renewable energy and climate change. In FY09 32 new articles were posted, as well as economic models of ethanol and biodiesel production plants that allow the public to track their profitability. Extension specialists also made 5 educational presentations about renewable energy and climate change.

Results
People who downloaded and read the articles or attended a presentation increased their knowledge and understanding of the economics of renewable energy fuels.

4. Associated Knowledge Areas

<table>
<thead>
<tr>
<th>KA Code</th>
<th>Knowledge Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>601</td>
<td>Economics of Agricultural Production and Farm Management</td>
</tr>
<tr>
<td>605</td>
<td>Natural Resource and Environmental Economics</td>
</tr>
</tbody>
</table>

Outcome #9

1. Outcome Measures

Number of producers and landowners who make choices among existing new commodity payment programs consistent with their goals of increasing profits and protecting against financial losses due to reduced production and/or lower commodity prices.

2. Associated Institution Types

- 1862 Extension
3a. Outcome Type:
Change in Action Outcome Measure

3b. Quantitative Outcome

<table>
<thead>
<tr>
<th>Year</th>
<th>Quantitative Target</th>
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</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>(No Data Entered)</td>
<td>4929</td>
</tr>
</tbody>
</table>

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)
The 2008 Farm Bill contained several provisions offering opportunities for farmers to improve their financial risk bearing position. The SURE program provides disaster payments to crop farmers in eligible counties who suffer at least a 10% yield loss for one or more crops. Ninety counties in Iowa are eligible for 2008, and 73 counties are eligible for 2009. Farmers need information about their potential benefits and how to apply for them. The ACRE program is offered as an alternative to the DCP program that over 90% of Iowa farmers enrolled in during 2003. ACRE offers some advantages as well as some costs compared to DCP. All farmers enrolled in DCP need to decide whether to switch to ACRE or not. They need information and analytical tools to make this decision.

What has been done
A total of 4,929 persons attended 233 presentations by Extension specialists. Some included workshops where participants used electronic spreadsheet programs to analyze their own farming operations. Additional information was disseminated through website postings, radio interviews, webinars, newsletters, and magazine articles.

Results
Farmers, landowners and agribusiness persons have more knowledge of the new commodity programs in the 2008 farm bill. 15% percent of Iowa farmers decided to enroll in ACRE, the remaining 85% decided to remain in the DCP. Applications for SURE payments will not be accepted until January 2010.

4. Associated Knowledge Areas

<table>
<thead>
<tr>
<th>KA Code</th>
<th>Knowledge Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>601</td>
<td>Economics of Agricultural Production and Farm Management</td>
</tr>
<tr>
<td>603</td>
<td>Market Economics</td>
</tr>
</tbody>
</table>

V(H). Planned Program (External Factors)

External factors which affected outcomes
- Natural Disasters (drought, weather extremes, etc.)
- Economy
- Appropriations changes
- Government Regulations

Brief Explanation
Delays in the implementation of the conservation programs authorized by the 2008 farm bill made it impossible to carry out the planned programming in the area of natural resource and environmental economics.

V(I). Planned Program (Evaluation Studies and Data Collection)

1. Evaluation Studies Planned
   - After Only (post program)
   - Retrospective (post program)
Evaluation Results

A total of 77 people who attended a Farm Leasing Workshop presented by ISU Extension farm management specialists replied to a mail questionnaire sent approximately 6 months after the workshop to a random sample of participants. The data below show what actions they took related to their lease arrangements as a result of attending the workshop. The most common action taken was to adjust the cash rent to a level consistent with grain prices and costs of production. Nearly half of the respondents used the ISU fair rent calculator program to do this. The next most popular action was to change from an oral to a written lease. This will help reduce misunderstandings and disputes in the future, as well as provide documentation for future income and estate tax filings.

Actions:

A) Changed from a fixed to flexible rent

- 10% Have taken
- 36% Might
- 29% Will Not
- 12% Doesn't Apply
- 13% Did not answer

B) Changed from a cash to a crop share lease

- 1% Have taken
- 6% Might
- 58% Will Not
- 14% Doesn't Apply
- 19% Did not answer

C) Changed to a custom farming agreement

- 3% Have taken
- 10% Might
- 57% Will Not
- 14% Doesn't Apply
- 16% Did not answer

D) Adjusted the level of cash rent for 2009

- 66% Have taken
- 9% Might
- 5% Will Not
- 10% Doesn't Apply
- 9% Did not answer

E) Changed from an oral to a written Lease

- 45% Have taken
- 8% Might
- 5% Will Not
- 26% Doesn't Apply
- 16% Did not answer

F) Applied for the Beginning Farmer Income tax credit
• 1% Have taken
• 13% Might
• 10% Will Not
• 55% Doesn't Apply
• 21% Did not answer

G) Rented property to a different tenant

• 10% Have taken
• 16% Might
• 26% Will Not
• 29% Doesn't Apply
• 19% Did not answer

H) Gave up some land you were renting

• 3% Have taken
• 5% Might
• 12% Will Not
• 60% Doesn't Apply
• 21% Did not answer

I) Rented additional land

• 3% Have taken
• 6% Might
• 9% Will Not
• 61% Doesn't Apply
• 21% Did not answer

J) Reviewed soil test information

• 25% Have taken
• 18% Might
• 6% Will Not
• 32% Doesn't Apply
• 18% Did not answer

K) Used the ISU decision tool to estimate a fair rental rate

• 45% Have taken
• 29% Might
• 3% Will Not
• 12% Doesn't Apply
• 12% Did not answer

L) Used the ISU decision tool to analyze a flexible lease arrangement

• 22% Have taken
• 23% Might
• 16% Will Not
• 22% Doesn't Apply
• 17% Did not answer

Key Items of Evaluation
Respondents indicated that the changes they made to their lease arrangements increased their net income per acre by an average of $35.23. Respondents reported that they rented in or rented out an average of 381 acres each. Thus, total increase in net income amounted to an average of $13,428 per respondent. We believe that this represents a significant return on Extension resources expended.