

# **Agriculture and Natural Resources Extension**

## **2009-2013 Plans of Work Update**

### **120 Farm and Business Management**

#### **Statement of Issues:**

The Farm and Business Management team proposes to extend information and build skills of farm operators, farm families, related agribusiness managers and agricultural educators. Seven areas of knowledge and/or target audiences will be emphasized:

- 121: Management education
- 122: Women decision-makers and leaders
- 123: Financing agriculture
- 124: Next generation of agriculturists
- 125: Farm legal and business planning
- 126: USDA and state farm programs education
- 127: Alternative enterprises and value retained businesses

#### **Performance Goals:**

121: Crop and livestock producers will increase the profitability of their operations and meet their other business and family goals, while controlling risks consistent with their financial resources and personal preferences.

122: Women involved in farm businesses will increase their understanding of the financial, economic and legal aspects of their businesses and be able to function as full partners in managing the farm.

123: Providers of credit to farmers and agricultural businesses will increase their ability to analyze and manage credit portfolios and identify new financing opportunities, which will lead to business growth and financial stability.

124: Young and aspiring farm operators will increase their participation in assistance and educational programs targeted to them, and will enter farming in a manner that enhances their opportunities for long-run success.

125: Farmers, landowners, attorneys, tax practitioners and farm managers will use contracts, leases, business organization plans and tax management to increase their control of key resources, control financial and legal risks, and conserve assets and efficiencies for the next generation.

126: Farm operators, land owners and managers will participate in federal and state agricultural programs in a manner consistent with their individual farm goals for profit enhancement, risk bearing ability and environmental stewardship.

127: Producers and other entrepreneurs will increase the number of alternative or value retained businesses in Iowa. The number of Iowa communities looking at agriculture as an important component of community economic development will increase.

**Objectives:**

1. Fifty percent of participants who attend a workshop on machinery and labor sharing will seriously evaluate joint ownership of machinery and/or sharing of labor within 6 months.
2. Fifty-five percent of the women who complete a series of Annie's Project classes will implement a significant change in how their family farming operation manages risk within one year.
3. Twenty-five percent of the tenants and landowners who attend a farm leasing meeting will seriously consider a change in their lease contract and 15 percent will implement a change within 6 months.
4. Ten percent of the landowners who attend a farm leasing meeting will analyze whether they are eligible for the Beginning Farmer Tax Credit and five percent will apply for the credit within one year.
5. Forty percent of the producers who attend a program on provisions of the 2008 Farm Bill will analyze the decision to participate in the ACRE program and make a decision within one year.

**Outputs (number of activities, contacts, products):**

**121 - Management education (a) Farm or (b) Industry:**

- 9 Pro-Ag outlook meetings for agri-business professionals and producers
- 24 Iowa Farm Outlook newsletters
- 12 Ag Decision Maker newsletters
- 12 presentations/meetings on 2008 farm bill provisions
- 500 contacts by telephone, e-mail or in-person
- New publications on the 2008 farm bill, equipment leasing, economics of tiling

**122 - Women decision-makers and leaders:**

- Establishment of an Annie's Project national outreach center
- Six new Annie's Project groups with 100 participants
- Publication of catalog of programs for women in agriculture

**123 - Financing agriculture:**

- Agricultural Credit School (5 days, 100 enrollees)
- Financial Decision Making home study course (50 FSA borrowers will be certified)

**124 - Next generation of agriculturists:**

- Five workshops on getting established in farming
- Continuation of Farm On program matching aspiring farmers with retiring farmers

**125 - Farm Legal and Business Planning**

- Fifty farm leasing educational meetings
- Publication of surveys on cash rental rates, farm leasing arrangements, and land tenure
- Eight Farm Income Tax Schools for tax practitioners
- One thousand individual contacts on leasing and tax questions

**126 - USDA and state farm programs education**

- Training for Extension staff on provisions of the 2008 farm bill
- Five educational meetings and 12 additional presentations on provisions of the 2008 farm bill

**127 - Alternative enterprises or value retained:**

- Three new management/marketing publications for small-scale horticultural producers
- Expansion of Ag Marketing Resource Center web site materials

**Outcome Indicators: (to be measured later)**

1. Number of participants who attend a workshop on machinery and labor sharing who seriously evaluate joint ownership of machinery and/or sharing of labor within 6 months.
2. Number of women who complete a series of Annie's Project classes who implement a significant change in how their family farming operation manages risk within one year.
3. Percent of the tenants and landowners who attend a farm leasing meeting who seriously consider a change in their lease contract and who implement a change within 6 months.
4. Percent of the landowners who attend a farm leasing meeting who analyze whether they are eligible for the Beginning Farmer Tax Credit and number who apply for the credit within one year.
5. Number of producers who attend a program on provisions of the 2008 Farm Bill will analyze the decision to participate in the ACRE program and make a decision within one year.

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