Agriculture and Natural Resources

2010-2014 Plan of Work

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: Risk management education
122: Farm leases and land values
123: Women decision-makers and leaders
124: Financing agriculture
125: Next generation of agriculturists
126: Farm legal and business planning
127: USDA and state farm programs education
128: Alternative enterprises and value added agriculture
129: Iowa’s bioeconomy

Objectives

121: Crop and livestock producers will maintain or 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: Farm tenants and landlords will arrive at efficient and mutually agreeable leasing terms that reflect current market conditions. Landowners, buyers and sellers will have current, unbiased information about land values in Iowa.

123: 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.

124: 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. Farm families will finance their businesses so as to achieve their personal and business goals while controlling the degree of financial risk they face.

125: 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.

126: 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.
127: 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.

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

129: Farmers and agribusiness persons will understand the opportunities and risks presented by Iowa’s bioeconomy, and the impacts it will have on their own businesses. Key sectors include the production of biofuels and other alternative energy sources.

Outputs

121 - Management education (a) Farm or (b) Industry
- 6 Pro-Ag outlook meetings for agri-business professionals and producers
- 12 Iowa Farm Outlook newsletters
- 12 Ag Decision Maker newsletters
- 100 presentations/meetings on 2008 farm bill provisions
- 350 crop insurance agents trained on current issues

122 - Leasing and land values
- 1,000 contacts by telephone, e-mail or in-person regarding leasing questions
- New machinery leasing publication by July 2009
- Continue annual farm land value survey and publication
- Continue annual cash rental rate survey and publication (over 1,000 responses)

123 - 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
- Four regional conferences targeting women in agriculture

124 - Financing agriculture
- Agricultural Credit School (5 days, 80 enrollees)
- Financial Decision Making home study course (50 FSA borrowers will be certified)
- Financial management associates (50 consultations)

125 - Next generation of agriculturists
- Five workshops on getting established in farming
- Continuation of Farm On program matching 10 aspiring farmers with retiring farmers
- Ag Link program for students considering returning to the farm (65 enrollees)

126 - 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

127 - USDA and state farm programs education
• Twenty-five educational meetings and 30 additional presentations on provisions of the 2008 farm bill
• 25 radio interviews and press articles
• 10,000 downloads from the Ag Decision Maker information files and decision files

128 - Alternative enterprises or value retained
• Three new management/marketing publications for small-scale horticultural producers
• Two decision files (spreadsheets) for small-scale horticultural producers
• Ten new fact sheets on the Ag Marketing Resource Center web site

129 - Iowa’s bioeconomy
• 20 new files on the AgMRC Renewable Energy web site
• 5,000 downloads of files on the AgMRC Renewable Energy web site
• Five presentations to public audiences

Step C. Outcome Indicators: (to be measured later)

1. 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.

2. 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.

3. 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.

4. 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. At least 10,000 people will utilize the ACRE Payment Estimator tool to help make their decision.

5. Fifty percent of the producers who attend a meeting or presentation on managing crop margins will make a change in their crop input plan for 2009 or 2010 as a result.

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