

# Farm Management

Farm Management

## V(A). Planned Program (Summary)

### 1. Name of the Planned Program

Farm Management

## V(B). Program Knowledge Area(s)

### 1. Program Knowledge Areas and Percentage

KA Code	Knowledge Area	%1862 Extension	%1890 Extension	%1862 Research	%1890 Research
901	Program and Project Design, and Statistics	100%			
	<b>Total</b>	100%			

## V(C). Planned Program (Inputs)

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

Year: 2007	Extension		Research	
	1862	1890	1862	1890
<b>Plan</b>	3.0	0.0	0.0	0.0
<b>Actual</b>	3.0	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 82898	1890 Extension	Hatch	Evans-Allen
	0	0	0
1862 Matching 82898	1890 Matching	1862 Matching	1890 Matching
	0	0	0
1862 All Other	1890 All Other	1862 All Other	1890 All Other
0	0	0	0

**V(D). Planned Program (Activity)**

**1. Brief description of the Activity**

1. Conduct 10 county-based recording and data management workshops with a 250-family target. We will also present our Farm Record and Day Journal publication and instruct our clients how and why to use this tool. This work will be accented with articles in the Market Bulletin, Farm Bureau Newsletter, the Risk Manager, and various local newspaper articles. Much of this work is funded by several RMA grants. 2. We will teach 50 farm families how to incorporate the hand-held computer into their daily management chores. This will be accomplished by organizing 5 pilot groups who will develop the curriculum and then train the next generation of 30 families. We will develop and refine 7 new software programs and 15 online training pieces so families can learn at home. This work will be shared with the farm families nationwide in 2008 when the project is completed and tested. This work is funded by a SARE grant. 3. Teach through classroom, on-line, DVD. and video streams 500 families how to reduce their tax liability. We will also present tax training to 1,400 families through the winter educational series. This will also be accented by articles in the aforementioned state media outlets. Families will be surveyed to ascertain their level of success. 4. We will conduct "cost per unit of production" workshops to include 400 farm families. Seventy of these will be dairies. In year three, 200 farmers will know what it costs them to produce their products on a per-unit basis. Next, they will learn how to compare this to a database of their peers. The long-range outcome is for these farmers to make risk-management awareness and abatement to 5000 farmers through 45 risk-management classes. Material will also be available on the Web, in normal media channels, and through one-on-one visits with faculty. The team will first assess the risk-management awareness of the audience and then help them learn the tools available to them to better manage risk, including the two revenue products called AGR-lite and LR 6. Conduct a professional development program for team and other faculty members that will focus on farm and risk-management strategies. Will include a 2-day retreat series where professionals are taught the principles of managing risk and effective ways to teach producers.

**2. Brief description of the target audience**

The audience can be divided into three sectors. 1) The professionals namely the WVU Extension Agriculture and Natural Resources unit members who will ultimately provide the majority of the face-to-face contact and instruction. 2) The professionals of other agencies and allied businesses with whom we share our clientele. It is desirable that this group have talking knowledge of our educational efforts and the issues their/our clients are facing and where to send them for help. 3) The farm families themselves who are primarily beef producers, with the others involved in small ruminants, tree fruits, market gardens, dairy, contract poultry, and many smaller ones. The majority are part-time operations. The majority of these producers are farm owners who also have a farm woodlot to steward.

**V(E). Planned Program (Outputs)**

**1. Standard output measures**

**Target for the number of persons (contacts) reached through direct and indirect contact methods**

	<b>Direct Contacts Adults</b>	<b>Indirect Contacts Adults</b>	<b>Direct Contacts Youth</b>	<b>Indirect Contacts Youth</b>
<b>Year</b>	<b>Target</b>	<b>Target</b>	<b>Target</b>	<b>Target</b>
<b>Plan</b>	4000	800	0	0
2007	1539	8105	295	445

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

**Patent Applications Submitted**

<b>Year</b>	<b>Target</b>
<b>Plan:</b>	0
2007:	0

**Patents listed**

**3. Publications (Standard General Output Measure)**

**Number of Peer Reviewed Publications**

	<b>Extension</b>	<b>Research</b>	<b>Total</b>
<b>Plan</b>			
2007	0	0	0

**V(F). State Defined Outputs**

**Output Target**

**Output #1**

**Output Measure**

Farmer meetings and other training opportunities

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2007	245	51

**Output #2**

**Output Measure**

Risk Manager farm management newsletter distribution

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2007	5000	1726

**Output #3**

**Output Measure**

Farm Record and Day Journal

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2007	500	408

**Output #4**

**Output Measure**

Software adaptations for handheld and desktop computers

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2007	8	0

**Output #5**

**Output Measure**

Annual cost per unit compilation posted on Web site

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2007	1	0

**V(G). State Defined Outcomes**

O No.	Outcome Name
1	Participants will keep better and more useful records
2	Families will become more profitable or be able to track their performance and make changes
3	Pilot farmers will use handheld computers
4	Families will know the basics of handheld computer use
5	Families will become more profitable or reduce loss areas
6	Improved understanding of tax code
7	Families will reduce tax liability
8	Families will increase security for retirement years
9	Families know how to conduct cost per unit evaluation
10	Families conduct a cost per unit evaluation
11	Families make management changes as a result of cost per analysis
12	Families are more aware of risk
13	Families buy LRP and AGR-lite
14	Families are prepared to manage the risk on their operations
15	Professionals gain greater understanding of farm management
16	Percent of faculty who build farm financial and risk strategies into their educational programs
17	Percent of faculty members who develop Risk Management programs

**Outcome #1**

**1. Outcome Measures**

*Not reporting on this Outcome for this Annual Report*

**2. Associated Institution Types**

**3a. Outcome Type:**

**3b. Quantitative Outcome**

Year	Quantitative Target	Actual
------	---------------------	--------

**3c. Qualitative Outcome or Impact Statement**

**Issue (Who cares and Why)**

**What has been done**

**Results**

**4. Associated Knowledge Areas**

KA Code	Knowledge Area
---------	----------------

**V(H). Planned Program (External Factors)**

**External factors which affected outcomes**

Economy

Public Policy changes

Government Regulations

**Brief Explanation**

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

**1. Evaluation Studies Planned**

Before-After (before and after program)

Case Study

**Evaluation Results**

**Key Items of Evaluation**