

# Agriculture - Sustainable Business Management

Agriculture - Sustainable Business Management

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

### 1. Name of the Planned Program

Agriculture - Sustainable Business 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
601	Economics of Agricultural Production and Farm Management	60%		60%	
602	Business Management, Finance, and Taxation	40%		40%	
<b>Total</b>		100%		100%	

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

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

Year: 2008	Extension		Research	
	1862	1890	1862	1890
<b>Plan</b>	4.4	0.0	0.6	0.0
<b>Actual</b>	1.5	0.0	0.2	0.0

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

Extension		Research	
Smith-Lever 3b & 3c 50825	1890 Extension	Hatch	Evans-Allen
	0	0	0
1862 Matching 136007	1890 Matching	1862 Matching	1890 Matching
	0	0	0
1862 All Other 96568	1890 All Other	1862 All Other	1890 All Other
	0	0	0

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

### 1. Brief description of the Activity

•Agriculture Business Related (publication)    •Agriculture Business Related (refereed journal article)    •Consultations - Agriculture Business Management    •Cost of Production Dairy Farms and Forage Crops    •Crop Insurance Education - AV Resource    •Crop Insurance Education - Conference    •Crop Insurance Education - Display (Direct)    •Crop Insurance Education - Public Presentation    •Crop Insurance Education - Publication    •Crop Insurance Education - Radio Program    •Crop Insurance Education - Television Segment    •Crop Insurance Education - Train the Trainer    •Crop Insurance Education - Website    •Crop Insurance Education Display (Indirect)    •Developing And Implementing An Estate Plan To Preserve Wealth    •Farms for the Future    •Meetings on Agriculture Business Management    •Piscataquis Farming Newsletter

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

•4-H Leader or Project Skills Training Program Participants (Youth) •Agency Staff or Professionals (Adult) •Agricultural Producers (Adult) •Beef Producers (Adult) •Forestland Owner - Non-Industrial (Adult)

**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>	2118	90905	0	0
2008	2226	104236	0	3077

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

**Patent Applications Submitted**

**Year Target**

**Plan: 0**

**2008: 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>	0	0	
2008	0	0	0

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

**Output Target**

**Output #1**

**Output Measure**

Direct - Conference or symposium; Planning and/or participation  
*Not reporting on this Output in this Annual Report*

**Output #2**

**Output Measure**

Direct - Consultation; phone, written, in-person  
*Not reporting on this Output in this Annual Report*

**Output #3**

**Output Measure**

Direct - Display or exhibit  
*Not reporting on this Output in this Annual Report*

**Output #4**

**Output Measure**

Direct - Group Presentation  
*Not reporting on this Output in this Annual Report*

**Output #5**

**Output Measure**

Direct - Public Presentation  
*Not reporting on this Output in this Annual Report*

**Output #6**

**Output Measure**

Direct - Train-the-Trainer  
*Not reporting on this Output in this Annual Report*

**Output #7**

**Output Measure**

Direct - Workshop - single session  
*Not reporting on this Output in this Annual Report*

**Output #8**

**Output Measure**

Indirect - AV resource  
*Not reporting on this Output in this Annual Report*

**Output #9**

**Output Measure**

Indirect - Applied Research

Year	Target	Actual
2008	1	3

**Output #10**

**Output Measure**

Indirect - Display or Exhibit

Year	Target	Actual
2008	8	0

**Output #11**

**Output Measure**

Indirect - Publication  
*Not reporting on this Output in this Annual Report*

**Output #12**

**Output Measure**

Indirect - Publication - newsletter  
*Not reporting on this Output in this Annual Report*

**Output #13**

**Output Measure**

Indirect - Radio Program

*Not reporting on this Output in this Annual Report*

**Output #14**

**Output Measure**

Indirect - Television Segment

*Not reporting on this Output in this Annual Report*

**Output #15**

**Output Measure**

Indirect - Website

*Not reporting on this Output in this Annual Report*

**Output #16**

**Output Measure**

Direct - Collaborative or Cooperative Effort

Year	Target	Actual
2008	{No Data Entered}	11

**Output #17**

**Output Measure**

Direct - Conference/Symposium

Year	Target	Actual
2008	{No Data Entered}	1

**Output #18**

**Output Measure**

Direct - Consultation

Year	Target	Actual
2008	{No Data Entered}	12

**Output #19**

**Output Measure**

Direct - Educational Programs or Projects

Year	Target	Actual
2008	{No Data Entered}	834

**Output #20**

**Output Measure**

Direct - Train the Trainer or Volunteer Training

Year	Target	Actual
2008	{No Data Entered}	4

**Output #21**

**Output Measure**

Indirect - Media and Internet

Year	Target	Actual
2008	{No Data Entered}	3096

**Output #22**

**Output Measure**

Indirect - Professional, Peer-reviewed, or Refereed, Scholarship

Year	Target	Actual
2008	{No Data Entered}	44

**Output #23**

**Output Measure**

Indirect - Publication in the Popular Media

Year	Target	Actual
2008	{No Data Entered}	3

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

O No.	Outcome Name
1	Demonstrate advanced business management skills
2	Demonstrate basic business management skills
3	Demonstrate how to analyze records for decision making
4	Demonstrate production recordkeeping
5	Describe record keeping and record keeping systems
6	Describe the components of an estate plan
7	Adopt appropriate management strategies
8	Develop a business plan
9	Develop a financial plan
10	Develop an estate plan for business enterprise
11	Enroll in and work with Farms for the Future
12	Keep accurate records
13	Make better decisions using accurate records
14	Manage business to achieve profit
15	Secure financing
16	Use relevant UMCE web-based resources
17	Demonstrate sound agricultural practices
18	Adopt practices that maintain profitability
19	Enhance the economic and environmental sustainability of Maine agriculture and aquaculture.
20	Enhance the safety, sustainability and dependability of Maine's food supply.
21	Improve the lives of Maine citizens through positive human development, healthy lifestyles and nutrition, and lifelong wellness.
22	Protect and enhance Maine's natural resources and environment through sustainable.
23	Adopt practices that maintain long-term productivity
24	Create jobs
25	Adopt appropriate management strategies Develop a business plan Develop a financial plan Develop an estate plan for business enterprise Keep accurate records Make better decisions using accurate records

**Outcome #1**

**1. Outcome Measures**

*Not reporting on this Outcome for this Annual Report*

**2. Associated Institution Types**

**3a. Outcome Type:**

**3b. Quantitative Outcome**

<b>Year</b>	<b>Quantitative Target</b>	<b>Actual</b>
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**3c. Qualitative Outcome or Impact Statement**

**Issue (Who cares and Why)**

**What has been done**

**Results**

**4. Associated Knowledge Areas**

<b>KA Code</b>	<b>Knowledge Area</b>
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**V(H). Planned Program (External Factors)**

**External factors which affected outcomes**

Natural Disasters (drought, weather extremes, etc.)

Economy

Appropriations changes

Public Policy changes

Government Regulations

Competing Public priorities

Competing Programmatic Challenges

Populations changes (immigration, new cultural groupings, etc.)

**Brief Explanation**

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

**1. Evaluation Studies Planned**

Retrospective (post program)

Before-After (before and after program)

During (during program)

Time series (multiple points before and after program)

**Evaluation Results**

**Key Items of Evaluation**