

Farm Management Education Team Meeting
RDI Building, Conference Room C, UW-River Falls
November 30, 2001
9:00 – 2:45 pm

Team members present:

Tom Anderson, Dave Williams, Bob Cropp, Randy Knapp, Jenny Vanderlin, Dave Trechter, Ken Harter, Gregg Hadley, Lee Cunningham and Cheryl Skjolaas

Introductions were made as meeting was starting. Ken Harter provided a brief overview of the Farm Management team to give new team member and Extension specialist Gregg Hadley an introduction to the team.

Grant funding opportunities

Dave Trechter invited Laura Walsh, College of Agriculture grant coordinator and Bill Campbell, UW-River Falls grant coordinator to meet with the team. They indicated an interest in working with the team through a UW-RF specialist to seek grants. When grants are received they receive overhead costs for their activities.

Several grant opportunities were presented. These grants were:

USDA Challenge Grants for undergraduate work in agriculture and agriculture related fields. These grants focus on meeting the needs of undergraduates for field research. Due in February 2002.

A suggestion to consider developing is to involve undergrads in collection of financial data collection. Would require some development and work with UW-RF faculty in farm management because to be competitive the project has to be part of a coherent program, meaning it would have to be built into the college curriculum and provide a unique, significant, and powerful experience for the students.

UW-AgNR Consortium grants are for collaborative research between faculty at UW Madison, River Falls, Platteville, and Stevens Point. Non-integrated Extension faculty including county agents are invited to apply. Projects must include a UW-Madison research faculty member and a faculty member from another of the UW AgNR consortium campuses as collaborators. One of the priority focuses this year is adaptation to structural changes in agriculture. Average funding available is \$20,000 per project.

UW System Applied Research grants require work between UW-Madison and other UW system campuses. Maximum of \$50,000 per project. The focus for these grants is systems applied research demonstrating an economic impact for one year.

Agriculture Development and Diversification grants are awarded from DATCP. These grants are due January – March 15, 2002. Open to farmers to apply.

SARE – These USDA grants are very competitive. Guidelines for 2002 are not available yet.

Finpack Business Plan Demonstration

Kevin Klair, University of Minnesota, Center for Farm Financial Management joined the team to provide a demonstration of the new Finpack Business Plan. Nate Splett, Wisconsin contact person for Finpack also joined the team meeting. Nate explained that he had been contacted by several people interested in the new updates on Finpack and for training using the software. Nate arranged with Kevin to provide this demonstration on the Business Plan component of Finpack.

The Business Plan helps producers prepare a business plan. Currently, limited on example plans. This software differs from other software in that it focuses on agricultural operations. Nate will return later in meeting to discuss action related to purchasing this software.

Hadley Presentation

Gregg Hadley, will start his position at UW -River Falls on January 2, 2002. He presented the seminar he had prepared on his research discussing dairy herd culling rates. After Gregg's presentation, he opened discussion up for questions from the team. The team welcomes Gregg.

Team broke for lunch.

Minutes of October meeting

The team approved the minutes of the October 2001 meeting during ANRE program conference. Ken Harter will send an electronic file of the minutes to Jenny Vanderlin for posting on the team's web site.

External Partner Survey

Cheryl distributed information collected through the External Partner survey. She explained that the Dillman method (1st mailing, postcard reminder, 2nd mailing) was followed. The responses are still coming in so data was not complete but team reviewed raw data. In reviewing the information team member agreed that we have an obligation to share results with other teams and provide results to all external partners initially sent the survey.

Dave Williams, Ken Harter and Cheryl Skjolaas will continue to work with the data. Friday, December 7 will be the cut off date. The page of ranking of factors will be returned to external partners by early January 2002. It may be beneficial to filter written responses for the top 6 ranked factors. Dave Trechter will help draft the letter to be sent with information back to external partners. Randy Knapp noted item #9 of other factors.

Team also would like to work with Jo Futrell on a possible news release through state media. This would be after first sharing with partners and secondly internally with other teams.

Draft Article

Dave Trechter distributed a draft paper authored by Nate Splett, Doug Jackson-Smith and himself. He indicated how the External Partner survey and the results discussed in the paper were parallel. If anyone has comments on the draft paper, please forward comments to Nate Splett.

Finpack (part two)

Nate Splett returned for discussion on Finpack and coordinating a group purchase for the software. Team members recommended that Nate proceed by offering purchase of software and training to counties. Some questions on the user license for the Finpack software were discussed and Nate will check into them.

Horticulture Business Management Simulation Model

Dave Trechter and Nate Splett had met with the Hort Team via ETN prior to the withdrawal of the team funding requests. Nate has funding to modify an agronomic crop enterprise simulation model for the horticulture business management decision-making. This summer he will be putting on a 2-3 day seminar in June for working with industry folks to develop the tool. There would be a possibility that computer model could be used by Extension as a training tool. Lee Cunningham will work with Nate to coordinate participation of Hort Team and FMET in this effort, as he is coach for both teams.

Farm Transfer Workgroup

Tom Anderson provided an update on the Farm Business and Transfer workgroup. A joint workgroup with Risk management has met and is updating the related AgVentures module. The group would like a couple of counties for piloting. The module would be used for a train the trainer workshop in September 2002. Tom indicated that when the module is completed it can be burned on a cd rom for distribution and then project would be done.

Funding ideas

Jenny noted that Kevin Bernhardt had called her about some possible funding provided through dollars he has available. He needs the team to create a laundry list of purposes. These dollars can be used for information dissemination, training or professional development.

AgVentures

Jenny indicated that the Center for Dairy Profitability Advisory team recommended less of the CDP funding be used for AgVentures. If additional work to be done on AgVentures we need to provide funding to cover cost and time.

Unfinished Agenda

Not surprisingly we ran out of time to work on team plans of work and reporting. Cheryl distributed information on reporting from impact indicators as of November 28, 2001. While people indicated reporting since the report was printed it was intended to be a review of impact indicators being used.

Team decided to schedule a team teleconference for January 10, 2002. Cheryl will schedule the call. Purpose of call is to work on team's work plan.

Tom Anderson asked if the joint meeting at the ANRE conference between Risk Management and FMET was symbolic of things to come. Discussion followed that it might be a possibility but will take some exploration. Team would like to see work with external partner survey completed first.

Team Leadership

Cheryl indicated that she'd be willing to continue through the year. Ken mentioned that he could be retired as early as April or the end of 2002, depending on early retirement options being offered. Dave T. recommended that Cheryl and Ken come up with a plan for revolving leadership.

Team Meeting Schedule

Discussed the need for the team to meet more often to get work done. Suggestion was made to schedule meetings via teleconference or ETN at regular times. Optimum time for those present was discussed. Consensus was to meet the second Thursday of the month.

Meeting adjourned.