



Annie's Project Idaho's Successes



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Idaho Background

- 144 different crops grown
- Seed crops
- Livestock Operations
- Row Crops
- Orchards
- Winery's



recision

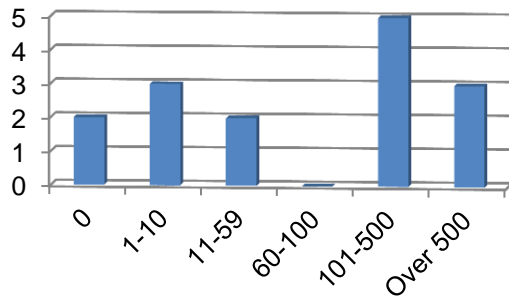
Demographics



- Commercial vs. Small farm Participants
 - Smaller land owners and smaller operations
 - Cattle ranches
 - Gardening
 - Variety of crops
 - Fruit

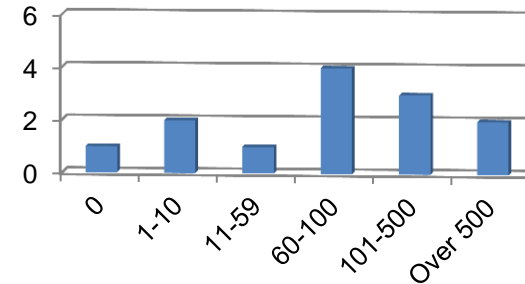
• Caldwell Class

Acres Owned



• Marsing Class

Acres Owned



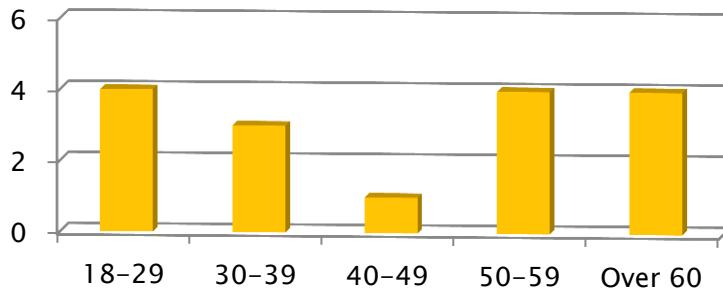
Demographics



- Experience Levels and Age Differences

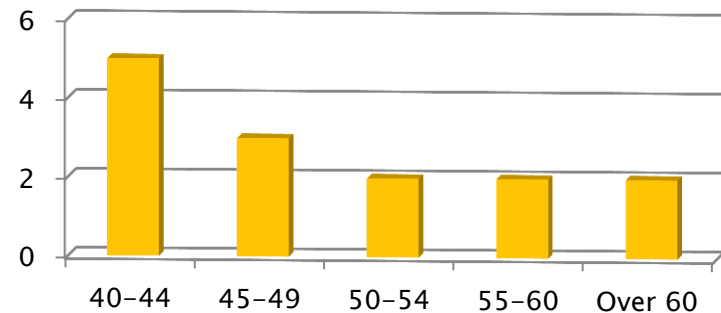
- Caldwell Class

Age Group



- Marsing Class

Age Group



Class Challenges



Changes and adaptations to topics

- Futures and Options- didn't apply to everyone
- Enterprise Budget scenarios
- Tax Reporting
- Timing of classes
- Retirement planning for agriculture families





Idaho Adaptations

- Enterprise Budgets
 - Idaho budgets
- Retirement Ready
 - FCS Educators
- Turning Point Technology
- 16 ratios
- Value Added Enterprises
 - Idaho Preferred
 - Mathews All Natural Meats
 - Canyon Bounty Farms

Materials

Annie's Project Portfolio
Pen
AG Decision Maker
Software
FAST Tools Software

Risk Management Education



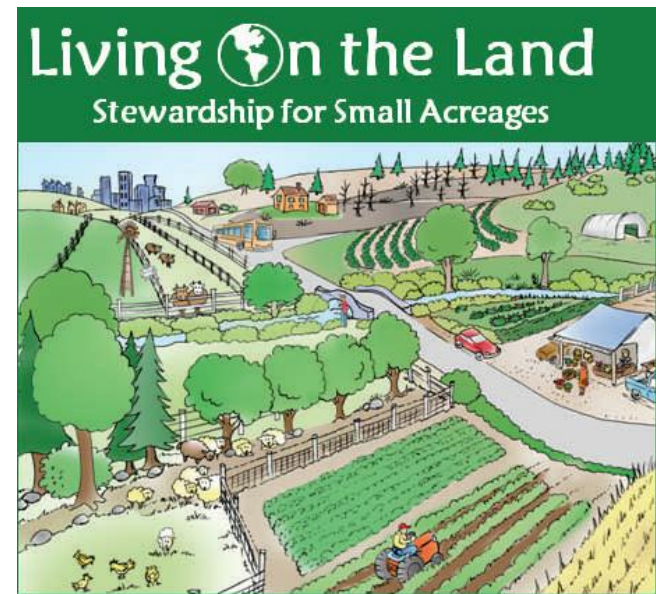
- Outcomes based
 - Helps develop program to reach result
 - Helps develop evaluation tools to gain information that determines if outcome was reached
- An asset in evaluation



Class Structure Similar Program

Living on the Land (LOTL)

- 15 week small acreage course for small landowners
- Variety of topics and speakers
- Best Management Practices
- Post Mid-term evaluation



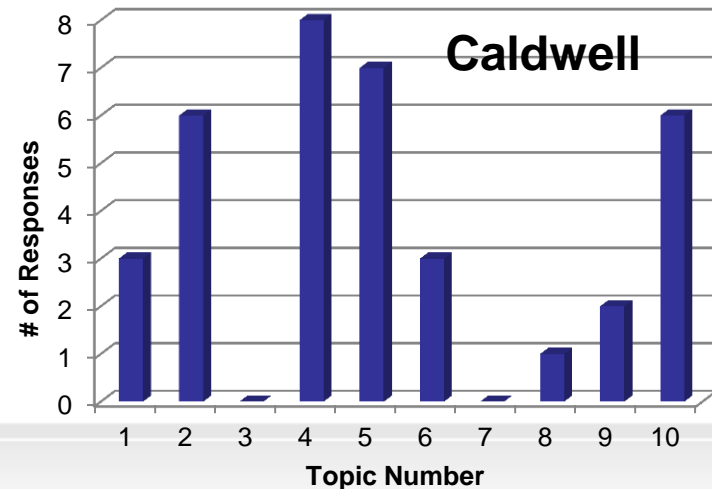
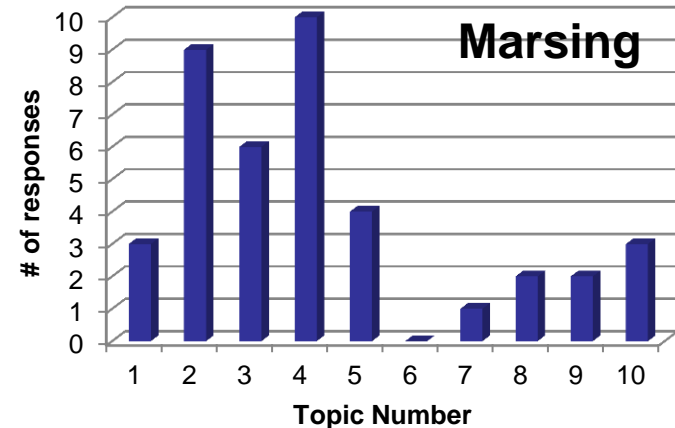
Social Science Research Survey

- 6 month post telephone survey
 - Scheduled for October 2011
- Behavioral change questions
- Analysis in January 2012



Outcomes- Most Valuable Topic

1. Personality Profiles
2. **Estate Planning**
3. Tax Reporting
4. **Financial documentation**
5. **Enterprise budgeting**
6. Farm Service Agency/
Natural Resource
Conservation Agency
7. Leasing
8. Futures and Options
9. Retirement Planning
10. **Value-Added
Enterprises**



Outcomes from class

What changes are you planning to make as a result of Annie's Project?

- *“Treat our operation as a business on a daily basis”*
- *“I will be taking on more responsibility from my husband so he can spend less time doing book work”*
- *“ Our operation will be setting goals, and cleaning up our record keeping system”*

“ I really enjoyed taking this class with all women, I wish there were more classes to continue. It ended too soon!”

“I would pay to take this class again!”



Questions?

