

# LOGIC MODEL Worksheet

○ Name of Program: Farm and Agribusiness Management

**Situation:** Current and future forecasts of economic conditions for agriculture are extremely challenging. Farmers and business owners in commercial agriculture, agri-business, and small diversified farms need to improve their business management in order to meet these challenges in order to maintain profits. Strategic planning, business planning, and financial management are crucial to provide viability for these farmers and agri-business entrepreneurs.

**Goal:** To build capacity of agribusinesses and farms to address economic issues in business planning, operational management, strategic decision making, marketing and business transition. To assist farmers in dealing with stress related to volatile markets and unusual weather.

INPUTS	OUTPUTS		OUTCOMES – IMPACT		
	Activities	Participation	Short Increased Awareness/ knowledge gained	Medium New practices, tools skills adopted	Longer term Results from changed practices
<ul style="list-style-type: none"> <li>• Field Staff</li> <li>• Campus Staff</li> <li>• Purdue Ag Centers</li> <li>• Partnerships               <ul style="list-style-type: none"> <li>○ ISDA</li> <li>○ IN Farm Bureau</li> <li>○ IN Society of Farm Managers &amp; Rural Appraisers</li> <li>○ Indiana Conservation Partnership</li> <li>○ Lenders</li> <li>○ Attorneys</li> <li>○ CPAs</li> <li>○ Agriculture Commodity Groups</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Annual Purdue Ag Center Field Days</li> <li>• Women in Midwest Ag</li> <li>• Annie's Project</li> <li>• Agriculture Outlook</li> <li>• Commercial Center for Agriculture</li> <li>• Purdue Institute for Family Business</li> <li>• Indiana Farm Succession Planning Team</li> <li>• Educational Workshops in:               <ul style="list-style-type: none"> <li>○ Financial management</li> <li>○ Land leases</li> <li>○ Commodity marketing</li> <li>○ Succession planning</li> <li>○ New, Beginning &amp; Farmers</li> <li>○ Diversified and Urban Ag farmers</li> <li>○ Employer of Choice</li> <li>○ Code Red</li> <li>○ Farm stress-Weathering the Storm</li> <li>○ Mental Health First Aid</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Agriculture producers</li> <li>• Land owners</li> <li>• Women in Ag</li> <li>• Family Business Owners</li> <li>• Small business owners</li> <li>• Entrepreneurs</li> <li>• New and beginning farmers</li> <li>• Diversified farmers</li> <li>• Urban Ag farmers</li> <li>• Legislatures and governmental agencies (ISDA)</li> <li>• Industry professionals: such as bankers, attorneys, farm managers, etc.</li> </ul>	1.1 # of participants informed about financial management of agricultural operations 1.2 # of participants informed about risk management strategies for their operations 1.3 # of participants informed about commodity marketing strategies 1.4 # of participants informed about developing effective written leases and contracts 1.5 # of participants informed about starting new agricultural business ventures 1.6 # of participants that learn how to develop a business plan 1.7 # of participants informed about succession planning 1.8 # of participants learn about warning signs of emotional stress and available resources 1.9 # of participants learn about stress warning signs 110 # of participants that learn about positive HR practices.	2.1 # of participants indicate they adopted practices to monitor financial ratios 2.2 # of participants that completed a risk assessment of their business 2.3 # of participants that adopt new or revise current commodity marketing strategy 2.4 # of participants will adopt formal written land leases. 2.5 # of participants that will effectively evaluate a new business venture 2.6 # of participants that develop a business plan for their business 2.7 # participants that develop a succession plan 2.8 # of participants that use resources to relieve stress 2.9 # participants that incorporate positive HR policies	3.1 Producers positioned to develop strategies and benchmarks to ensure long-term profitability of operations (Measure= # of producers reporting improved financial position and/or increased profitability.) 3.2 Risk management strategies will result in continuity of farm operations beyond the first generation (Measure= # of contingency plans written) 3.3 Producers have improved income through marketing (Measure= # of participants reporting improved income as a result of improved marketing plan) 3.4 Enhanced land stewardship resulting from better tenant/landowner relationships (Measure= # of participants reporting longer term contracts) 3.5 Enhanced diversification of Indiana agriculture (Measure= # of successful new ventures formed) 3.6 # of successful business plans written that provided sustainability to the operation 3.7 # of farms successfully passed on to the next generation 3.8 # of farm families report their mental health has improved from incorporating stress relieving activities 3.9 # of participants report less turnover in employees and overall improved job performance 3.10 # of positive reviews employers receive from employees

ASSUMPTIONS 1) Tighter operating margins 2) Larger operations with more money at risk 3) Volatile input costs and commodity prices  
 EXTERNAL FACTORS 1) Funding 2) Federal policies 3) Availability of crop insurance 4) Interest rate variability 5) Availability of credit