## LOGIC MODEL

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. Goals: 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** OUTCOMES - IMPACT **OUTPUTS** Activities Participation Short Medium Longer term Increased Awareness/ New practices, tools Results from changed know ledge gained skills adopted practices Field Staff Annual Purdue Ag Agriculture FARMmgt 1.1 # of participants FARMmgt 2.1 # of participants FARMmgt 3.1 Producers positioned to Center Field Days develop strategies and benchmarks to producers informed about financial indicate they adopted CampusStaff management of agricultural practices to monitor financial ensure long-term profitability of Women in Midwest Land owners • Purdue Ag Centers operations (Measure = # of producers operations ratios Partnerships Aq • Women in Aa FARMmgt 1.2 # of participants FARMmgt 2.2 # of participants reporting improved financial position o ISDA Annie's Project Family Business informed about risk that completed a risk and/or increased profitability.) o IN Farm Bureau · Agriculture Outlook Owners managementstrategies for assessment of their business FARMmgt 3.2 Risk management strategies o IN Society of Farm Commercial Center Small business their operations FARMmgt 2.3 # of participants will result in continuity of farm operations Managers & Rural for Agriculture owners FARMmgt 1.3 # of participants that adopt new or revise beyond the first generation (Measure=# Appraisers • Purdue Institute for Entrepreneurs informed about commodity current commodity marketing of contingency plans written) Indiana Family Business New and FARMmgt 3.3 Producers have improved marketing strategies strategy Conservation Indiana Farm beginningfarmers FARMmgt 1.4 # of participants FARMmgt 2.4 # of participants income through marketing (Measure=# Partnership Succession Diversified farmers informed about developing will adopt formal written land of participants reporting improved income o Lenders Planning Team Urban Ag farmers effective written leases and leases. as a result of improved marketing plan) Attorneys Educational Legislatures and FARMmgt 3.4 Enhanced land stewardship contracts FARMmgt 2.5 # of participants o CPAs Workshops in: governmental FARMmgt 1.5 # of participants that will effectively evaluate a resulting from better tenant/landowner Agriculture o Financial agencies (ISDA) informed about starting new relationships (Measure = # of participants new business venture Commodity management Industry FARMmgt 2.6 # of participants reporting longer term contracts) agricultural business Groups Land leases professionals: ventures that develop a business plan FARMmgt 3.5 Enhanced diversification of Commodity such as bankers, FARMmgt 1.6 # of participants for their business Indiana agriculture (Measure=# of marketing attorneys, farm that learn how to develop a FARMmgt 2.7 # participants that successful new ventures formed) Succession managers, etc. FARMmgt 3.6 # of successful business business plan develop a succession plan planning FARMmgt 1.7 # of participants FARMmgt 2.8 # of participants plans written that provided sustainability o New, Beginning informed about succession to the operation that use resources to relieve & Farmers FARMmgt 3.7 # of farms successfully planning stress Diversified and FARMmgt 1.8 # of participants FARMmgt 2.9 # participants that passed on to the next generation Urban Ag farmers learn about warning signs of FARMmgt 3.8# of farm families report their incorporate positive HR Employer of emotional stress and policies mental health has improved from Choice available resources incorporating stress relieving activities Code Red FARMmgt 1.9 # of participants FARMmgt 3.9 # of participants report less o Farm stressturnover in employees and overall learn about stress warnings Weathering the improved job performance sians Storm FARMmgt 1.10 # of FARMmgt 3.10 # of positive reviews o Mental Health participants that learn about employers receive from employees

positive HR practices

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

First Aid