Welcome to eXtension Open Forum

Community, Local, and Regional Food Systems (CLRFS) eXtension Network

Facilitator – Dr. Kathleen Liang
Kellogg Distinguished Professor of Sustainable Agriculture
Director, Center for Environmental Farming Systems
North Carolina Agricultural and Technical State University
cliang@ncat.edu 336 285 4683
Acknowledgement

• USDA NIFA and many partners
• Katie Wright and Brian Raison
• Presenters and participants
Brief Overview of Agenda

• Brief introduction of our CoP – Kathleen Liang
• CoP survey results – Kathleen Liang and Katie Wright
• Project updates
• Announcement and discussion
How To Access eXtension Information
We help Cooperative Extension Professionals make a visible and measurable impact on local issues.

Community Partners
- Find your local Extension office
- Check out the knowledge base or search thousands of Extension publications
- Get answers to your questions

Accelerate Your Extension Career!
Are you an Extension professional?
- Get an eXtension ID - Connect with your peers
- Be a part of the next Impact Collaborative
- Be inspired - Read our blog
- Find or list webinars on Learn or browse professional development

JANUARY 2019 IMPACT COLLABORATIVE INNOVATION FACILITATOR & TRAINING REGISTRATION NOW OPEN
- Click here more information.

SAVE THE DATE! Second National Impact Collaborative Summit - Atlanta, GA. April 30th - May 3rd, 2019
- Click here for the event page.
<table>
<thead>
<tr>
<th>North Central Region</th>
<th>Western Region</th>
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<tbody>
<tr>
<td>Kansas State University</td>
<td>Colorado State University</td>
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<td>Michigan State University</td>
<td>Montana State University</td>
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<td>Montana State University</td>
<td>New Mexico State University</td>
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<td>North Dakota State University</td>
<td>Oregon State University</td>
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<td>The Ohio State University</td>
<td>University of Alaska Fairbanks</td>
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<td>Purdue University</td>
<td>University of California</td>
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<td>South Dakota State University</td>
<td>University of Hawaii at Manoa</td>
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<td>University of Wisconsin</td>
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<td>University of Wyoming</td>
<td>Utah State University</td>
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<table>
<thead>
<tr>
<th>Southern Region</th>
<th>Northeast Region</th>
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<tbody>
<tr>
<td>Clemson University</td>
<td>Cornell Cooperative Extension</td>
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<tr>
<td>Mississippi State University</td>
<td>Delaware State University</td>
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<td>North Carolina State University</td>
<td>Penn State University</td>
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<tr>
<td>Oklahoma State University</td>
<td>Rutgers University</td>
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<tr>
<td>Texas A&amp;M University</td>
<td>University of Delaware</td>
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<td>University of Florida</td>
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<td>University of Georgia</td>
<td>University of New Hampshire</td>
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<td>University of Kentucky</td>
<td>University of Vermont</td>
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<td>University of Tennessee</td>
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<tr>
<td>Virginia Tech</td>
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</tbody>
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1890 Region:
- Alabama A&M University
- Alcorn State University
- Fort Valley State University
- Florida A&M University
- Kentucky State University
- Langston University
- Lincoln University
- North Carolina A&T State University
- Prairie View A&M University
- South Carolina State University
- Southern University
- Tuskegee University
- University of Maryland, Eastern Shore
- Virginia State University

Updated October 25th, 2018
Local Meat and Poultry Processing: Business Commitments, Support Networks, and Policy Strategies to Expand the Sector

By Laurel Ovner, Oregon State University and Amos Tobesmury, Iowa State University

This article summarizes recent research about what it takes to...>Read More

More about this Resource Area

What we offer:

1. Examples
   • Program
   • Curriculum
   • Case study and practice
   • Evaluation and assessment
   • Article, report, news lease

2. Discussions
   • Issues
   • Challenges and risks
   • Success stories and strategies
   • Solutions and impacts

3. Connections
   • Project
   • Collaboration
   • Support
Request Letter of Support

• Contact Kathleen Liang at least 1 month before the proposal due date
  • Discuss your project and your intention to work with eXtension
  • Discuss types of services and functions that eXtension can support your project
  • Provide a summary of project purpose, goals, objectives, and expected outcome
  • Provide a few sentences of key elements focusing on what, why, and how you intend to collaborate with the eXtension Community of Practice, including an estimated budget to support eXtension services

• Letter of support will be prepared and returned to PI once we review your information

• We support majority of requests
Survey Results

87 completed between December 2018 and January 2019
Thanks to everyone who participated and responded!
Summarized comments:

2. How do you describe our CoP? Related interests in food systems, resources, connections, and share practices.
3. Need to know what our CoP is about, what we do, and where resources are.
4. Conference – use existing conferences to meet and connect, online forums to share resources and information.
How can a CLRFS network serve you today?

1. Listserv: 4.08
2. Blog: 3.61
3. Working groups: 3.91
4. Quarterly sharing:
   - Zoom meetings: 3.76
5. In-person conference: 3.78
Blog
(for new ideas and research briefs)

Mean: 3.614 | Confidence Interval @ 95%: [3.430 - 3.797] | Standard Deviation: 0.877 | Standard Error: 0.093
Working Groups
(create new or re-establish former teams: e.g., Urban Ag, Undoing Inequality, Webinar Development, Economic Impacts, North American Food Systems Network, etc.)

Mean : 3.909  |  Confidence Interval @ 95% : [3.710 - 4.109]  |  Standard Deviation : 0.955  |  Standard Error : 0.102
Quarterly sharing online Zoom meetings

- Strongly Disagree: 2.00%
- Disagree: 5.00%
- Neutral: 25.00%
- Agree: 51.00%
- Strongly Agree: 17.00%

Mean: 3.761  |  Confidence Interval @ 95%: [3.579 - 3.943]  |  Standard Deviation: 0.871  |  Standard Error: 0.093
In-person conference
(CLFRS has hosted two in the past: 2012 and 2014)

Mean: 3.784 | Confidence Interval @ 95%: [3.550 - 4.018] | Standard Deviation: 1.119 | Standard Error: 0.119
Project Updates
Building awareness about the interrelationship of food, equity, environment and public health among adults and high school students through Extension.

By: Aurora Buffington, PhD, RDN, LD, Assistant Professor
University of Nevada Cooperative Extension
Two audiences

- Adults interested in learning about the food system in urban setting
  - Delivered 3 lessons on Saturday mornings every 2 weeks; total 17 lessons
- Brought in COO of Regional Food Bank to speak on hunger initiatives during all day session; provided box lunch
- Mini-grants up to $599 awarded for Food Citizen Action Projects
  - Hot food recovery pilot; culinary kitchen composting; ADA accessible paths for community garden; food pantry enhancements; garden tower for elementary school; garden bed sponsorships

- High school horticulture class students in rural setting
  - Delivered 1 lesson per class, W & Th, every 2 weeks; total 9 lessons + culminating
  - Students decided topics
  - Food Citizen Action project presentations
    - Community garden revitalization*
    - School food composting & recycling*
    - Great Barrier Reef needs protection
    - Energy alternatives for vehicles
  *actionable projects
Outcomes & FAQs

• Community Class Outcomes
  • 16 people attended at least one class
  • Adults desired more information

• High School Student Outcomes
  • 16 students attended at least one class
  • Pre- and post-surveys
  • Mean responses increased for concerns about food system and environment, waste & community impacts
  • Increased discussion & thought
  • Decreased w/ regards to climate change & effects on natural resources

• FAQs
  • FoodSpan curriculum is created by the Center For a Livable Future, John Hopkins University
  • High School classroom ready lessons
  • Free! http://www.foodspanlearning.org/

Aurora Buffington, PhD, RDN, LD
Public Health Nutrition Specialist
University of Nevada Cooperative Extension
8050 Paradise Road, Suite 100 Las Vegas, Nevada 89123
(702)257-5534 buffingtona@unce.unr.edu
Produce Safety Alliance

• Cooperative agreement between Cornell University, FDA, and USDA
• Established in 2010
• Focused on outreach and education
• Assist produce growers with meeting regulatory requirements

Contact: Kristin Woods, Ph.D.
Southeast Regional Extension Associate
Produce Safety Alliance
251-753-1164 <woodskl@auburn.edu>
2019 Focus

• Developing PSA Lead Trainers across the country through supporting PSA Grower Trainings and developing advanced workshops

• Identifying and addressing existing and emerging training needs, especially the needs of smaller growers
Produce Safety Alliance Team

Northwest: Connie Fisk, Ph.D.

Southwest: Donna Clements, M.S.

Midwest: Don Stoeckel, Ph.D.
Laura Acuña-Maldonado, Ph.D.
Michele Humiston
Rob Way

Northeast: Betsy Bihn, Ph.D.
Gretchen Wall, M.S.

Southeast: Kristin Woods, Ph.D.
The PSA Website

http://producesafetyalliance.cornell.edu/

Find on the PSA website:
- Educational resources for growers & trainers
- Upcoming trainings
- Trainer Directory
- PSA Team Contact Info
- Quarterly training reports
- PSA newsletters
- Produce Educators Call Notes

Join the PSA Listserv  Follow us on Twitter  Follow us on Facebook
Courtney Long
Program Coordinator
Iowa State University Extension and Outreach
Agriculture and Natural Resources: Local Foods Program Team, Community Economic Development

515-460-3227  court7@iastate.edu
https://www.extension.iastate.edu/localfoods/community-food-systems-program/  http://www.extension.iastate.edu/communities
http://research.design.iastate.edu/communitydesignlab

Food Systems Training March 28
Food Systems Summit March 29
Local Food Leader

Audience: individuals interested and seeking foundational skills for food systems engagement

Objectives:
• have an understanding of common language in food systems;
• new skills for engagement;
• increased capacity for facilitating groups and leading projects;
• understanding of the importance of plans of work and evaluation

• One Day Workshop
• 4 online modules
  – Community Food Systems
  – Methods of Engagement
  – Building Teams
  – Evaluation

• Train-the-Trainer (March)
Community Food Systems

Audience: food systems practitioners seeking a process for food systems development

Objectives:
• Understand a framework for strategic planning for food systems development;
• increased knowledge and confidence for team building;
• understanding for how design connects to food systems development;
• Enhanced skills for food systems assessments, feasibility studies and impact analysis

• Two Day Workshop
• 6 online modules
  – Framework
  – Collective Thinking
  – Community Food Systems Assessment
  – Project Development
  – Feasibility
  – Economic Impact Analysis
• 4 different certifications
• Train-the-Trainer (October)
Mapping 101

Audience: food business or food systems practitioners

Objectives:

• new skills to develop maps as it relates to food systems assessments or feasibility studies;

• understand the importance of mapping as it relates to decision making

• All online modules
Minnesota Farm Business Management

- 60+ year history of delivery to active farmers
- 67 FBM Instructors working with 2500+ active farmers
- 1 Specialty Crop Management Instructor serving the state
- Farmers in program are part-time college students
- Primary focus: One-on-one instruction, Recordkeeping, Business Analysis, & Benchmarking
FINPACK is a tool to teach financial management and farm planning concepts. It includes Business Analysis, Cash Flow Planning, and Long Range Financial Planning—all in one. It uses financial management to help producers solve real world problems.

FINPACK includes:
- Balance Sheet (Cost & Market)
- Monthly and/or Annual Cash Flow Plan
- Long Range Strategic Plan (FINLRB)
- Financial Analysis (FINAN) (Accrual Adj)
- Income Statements & Tax database
- Enterprise Analysis
- Historic Database

Comparative Balance Sheets (cost)

<table>
<thead>
<tr>
<th>Current Assets</th>
<th>Income Statement</th>
<th>Crop Enterprise Analysis</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and checking</td>
<td>Income</td>
<td>Returns</td>
</tr>
<tr>
<td>Prepaid exp. &amp; supplies</td>
<td></td>
<td>Acres</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td></td>
<td>Unit</td>
</tr>
<tr>
<td>Crop inventory</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Livestock held for sale</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Current Assets</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Income:
- Corn Silage
- Hay, Grass
- Backgnd Beef
- Backgnd Beef, FIN
- Cull breeding lives
- Custom work inco
# Customizable Cash Flow

## Which projection tool should I choose?

<table>
<thead>
<tr>
<th>Feature</th>
<th>Annual</th>
<th>Monthly</th>
<th>Monthly + Budgets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Balance Sheet</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Pro Forma Statement</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Multiple Years</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Transition Planning</td>
<td>Good</td>
<td>Better</td>
<td>Best</td>
</tr>
<tr>
<td>Production Changes</td>
<td>Good</td>
<td>Better</td>
<td>Best</td>
</tr>
<tr>
<td>Tax Schedule</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Historical Data</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>FINPACK Analysis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Peak Operating Loan</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>Monitoring</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Excel YTD Worksheet</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

## Individual & Group Trend Data...and Charting

### Working Capital to Gross Revenues

- Measures operating capital available against the size of the business.
- Working capital divided by gross revenues.

<table>
<thead>
<tr>
<th>Year</th>
<th>FINBIN</th>
<th>My Farm</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>20</td>
<td>10</td>
</tr>
<tr>
<td>2012</td>
<td>30</td>
<td>20</td>
</tr>
<tr>
<td>2013</td>
<td>30</td>
<td>30</td>
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<tr>
<td>2014</td>
<td>30</td>
<td>40</td>
</tr>
<tr>
<td>2015</td>
<td>40</td>
<td>40</td>
</tr>
<tr>
<td>2016</td>
<td>40</td>
<td>40</td>
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</table>

- **Strong**: Greater than 30
- **Caution**: 30 to 10
- **Vulnerable**: Less than 10

### Planned vs Actual

#### Income Statement

<table>
<thead>
<tr>
<th>Cash Farm Income</th>
<th>Unit</th>
<th>Planned Quantity</th>
<th>Planned Value</th>
<th>Actual Quantity</th>
<th>Actual Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn Silage</td>
<td>ton</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grass Hay</td>
<td>ton</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Backgnd Beef</td>
<td>lb.</td>
<td>707,965</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Finish Beef</td>
<td>lb.</td>
<td>179,752</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Cull breeding livestock</td>
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<tr>
<td>Crop government payments</td>
<td></td>
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<tr>
<td>Custom work income</td>
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<tr>
<td>Patronage dividends, cash</td>
<td></td>
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<tr>
<td>Crop insurance income</td>
<td></td>
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</table>
Comparison Data – A major “Tool in the Producer’s Toolbox”

- www.cffm.umn.edu
- Financial Analysis Software
- National Benchmarking Database: www.finbin.umn.edu

www.agcentric.org
- Farm Business Mgmt Program
- Annual Analysis Data with 2100+ complete farm records
- On-line delivery

www.centerofagriculture.org
Colorado State University

**Leadership Team:** Dawn Thilmany, Becca Jablonski, Martha Sullins

**CSU Partnerships:** Allie Bauman, Rebecca Hill, Alessandro Bonanno, CSU Extension Agents

**External Partnerships:** USDA AMS, USDA ERS, City of Denver, Colorado Department of Ag, USDA Economics of Local Foods Toolkit Team, UC-Davis, Oklahoma State University, Rutgers University, National Good Food Network, Farm to Table (NM), American Farmland Trust, JAFSCD, National Farm to School Coalition
Colorado State University

• Food system community engagement process
  • Good Food Network presentation Spring 2018 highlighted Denver and Colorado Blueprint processes
    • Worksheets & best practices to frame food system discussions
    • Continues link with USDA AMS Toolkit’s modules

• Business and Marketing Workshops and Tech Asst.
  • Workshops to guide direct marketing farms and new food businesses
    • Draw from USDA Farm benchmarks, Marketing Channel assessments, Farmers market price reporting
    • USDA Direct Marketing Food Summit, CSU Building Farmers, Building your Food Business, Farm Credit, community- and industry-based workshops
Colorado State University

- Agritourism Website sharing research and workshop materials
  - https://agritourism.localfoodeconomics.com/
  - Masters of Agritourism Mgmt @CSU Online in 2019
  - Coordinated with Rutgers (but linkages could be stronger)

Materials available at: www.localfoodeconomics.com/
Or CSU specific:
http://foodsystmes.colostate.edu/
eXtension CLRFS committee on local food economics

- Original USDA Toolkit now embedded in a broader set of national initiatives
- Toolkit economic impact calculator will be updated in 2019
- Continuing to feature case studies across the projects and communities
- Listserv could be used more by this Community of Practice

www.localfoodeconomics.com/

localfoodeconomics total unique hits 2018: 18879
Announcement

1. National Small Business Institute annual meeting in Orlando, FL, February 13-15
   http://smallbusinessinstitute.org/2019-Conference

2. Iowa State University Food System Summit in Des Moines, March 29 (March 28 training program)
   https://www.extension.iastate.edu/localfoods/cfs-annual-event-accepting-proposals/

3. NACDEP conference in Asheville, NC, June 9-12 https://www.nacdep.net/renaissance-asheville

4. Northeast Agricultural and Resource Economics Association annual meeting in Portsmouth, NH, June 9-12
   http://www.narea.org/

5. Association for the Study of Food & Society (ASFS) and the Agriculture, Food and Human Values Society (AFHVS) conference in Anchorage, Alaska, June 26-29,
   https://www.aaa.alaska.edu/academics/college-of-arts-and-sciences/programs/ASFS/schedule.cshtml

6. Western Agricultural Economics Association annual meeting in Coeur d’Alene, ID, June 30 – July 2
   http://www.waeaonline.org/

7. Agricultural and Applied Economics Association (AAEA) annual meeting in Atlanta, GA, July 20-24 (including pre- and post-conference workshops)
   https://www.aaea.org/meetings/2019-aaea-annual-meeting

8. Sunbelt Ag Expo in Moultrie, Georgia, October 15-17 https://sunbeltexpo.com/about/
Open Discussion and Thank you!

Facilitator – Dr. Kathleen Liang

Kellogg Distinguished Professor of Sustainable Agriculture
Director, Center for Environmental Farming Systems
North Carolina Agricultural and Technical State University
cliang@ncat.edu  336 285 4683