

Farm Profitability Training Survey Summary

December 10, 2018 - St. Martinville, LA

- Total Number of Attendees: 35
- Total Number of Surveys: 28
 - Total Number of Farmers: 12
 - Total Number of Extension Personnel: 4
- Knowledge and Confidence Growth (Scale of 1 – 5, with 1 being little to no knowledge/no confidence gained and 5 being full understanding/full confidence on the topic)
 - Record Keeping - Before: 2.68 After: 3.63
 - Budgeting- Before: 2.68 After: 3.46
 - Marketing Channels- Before: 2.46 After: 3.89
 - Cost of Production- Before: 2.57 After: 3.96
 - Breakeven Point- Before: 2.64 After: 3.86
 - Limiting Factors- Before: 2.57 After: 3.61
- 11 participants currently use a record keeping system. 17 do not.
- 4 use a tool to make decisions, like deciding which crops to grow. 24 do not.
 - Tools are LSU AgCenter Budget, Excel, LSU planting guide, and “try to plant crops that sell the best”
- 9 have calculated their cost of production. 19 have not.
- Microsoft Excel use
 - 12 are Comfortable
 - 7 are Somewhat
 - 7 are not Comfortable
 - 1 does not use Excel
- Event Logistics (scale 1-5, 1 for unsatisfactory, 5 for outstanding)
 - Location- 4.43
 - Registration- 4.68
 - Lunch- 4.74
 - Speaker- 4.81
- 100% participants said this training was worth their time and effort to attend.
- Quotes on the training:
 - “all of the speakers were very informed and conveyed information that was easy to comprehend”
 - “concepts about farm profitability and the determining whether or not a crop is valuable for your farm operation”
 - “great time of year and day of week. love this speaker! resources were great and will be very useful”
- Quotes on what needs to be improved:
 - “seemed like a lot of penny-pinching micromanagement of data, but I can see the importance of having an accurate assessment of the business/profitability”

- “the way the excel tables were organized was confusing. Some stapled and some weren’t etc...”
- “access to the PowerPoints and forms shown in presentations”
- Plans to use the information gained at the training:
 - “incorporation of this information into the small livestock operation/family farm - being able to pass this information on to our college students”
 - “I will use certain information I obtained to assist me in making decisions that hopefully will assist me in improving my profitability”
 - “plan to create spreadsheets and use the veggie compass on farm”
- Quotes on Contribution:
 - “increased my commitment to personal and business finances”
 - “the training has enhanced my perspective on the labor and marketing of ag-production”
 - “feel more confident on which records are going to be more useful”
- 100% participants recommend the training to a colleague
- Additional Comments:
 - “doesn’t LSU Ag statistics have charts with all these costs, inputs, outputs that can be expected or considered industry averages? including tractors, implements, etc. for people that may be interested in getting started in this type of farming?”
 - “please continue this service and others at this location”
 - “preparing and conditioning soil to increase nutrients”