

## **OSU EXTENSION AGRICULTURE AND NATURAL RESOURCES COST RECOVERY GUIDELINES**

### **Introduction**

The Agriculture and Natural Resources program cost recovery guidelines help to categorize the many different types of Extension educational programs and information that we conduct and deliver. As you all realize, the success of identifying and securing long term revenue sources will be dependent on “everyone” working together cooperatively.

Within Ohio and our program area, we are and will continue to see our clientele facing an increasingly industrialized traditional agriculture system with concentration and vertical integration within every commodity. The bimodal distribution of farm size will continue to segregate out the larger least-cost commodity farms and the smaller scale operations that will continually need to differentiate their products and become entrepreneurial for economic survival. We have the opportunity and diversity of programs within our research and extension areas to have a positive impact in helping both of these types of production systems position themselves for the future.

We are also experiencing unprecedented economic growth within our commercial “green” industries that will continue to challenge our current ability to assist their highly supportive commodity organizations and growers. We will need to recruit more FTE’s with commercial horticulture expertise to be relevant to this very important agriculture sector.

Please take some time to review the four broad categories listed below and give thought as to how your current program portfolio fits within these examples. For some of you, the majority of programs have been and will continue to stay within Categories 1 & 2 while others (both agents and specialists) may be evolving toward more programs with private agendas and consulting with private sector audiences. We will continue to evaluate opportunities where we can develop more of these “New Generation” type programs that can bring additional revenue to OSU Extension and our Agriculture and Natural Resources program area.

### **General Program Philosophy**

The OSU Extension Agriculture and Natural Resources program area will continue to develop and deliver high impact non-formal and formal educational programs and products to an ever increasingly diverse and changing Ohio and national clientele base. All program area professionals will be engaged in a variety of cost recovery and “new generation” program opportunities as OSU Extension continues to explore new funding lines and partners that complement our mission, vision and values. Program/product user fees, competitive grants, program contracts and gifts will become a new sustainable revenue source for OSU Extension and their program area focus.

## **OSU Extension AG/NR Program Types/Categories**

**Category 1** – Classifies those programs/services that are fundamental to the mission of Ohio State University Extension. These are generally programs that are offered at no charge or to cover base out-of-pocket costs/expenses and to subsidize federal/state formula funding of compliance programs. (Examples are Pesticide Training and Livestock Mortality Compost Certification Programs)

**Category 2** – Classifies those programs/services that are highly targeted and content specific. Most programs/products would be delivered at a charge to cover out-of-pocket expenses plus personnel/travel costs. (Examples are Regional Agronomic Crop Conferences and Woodland Stewards Program Series)

**Category 3** – Classifies those programs/services designed for a specific business, group or individual. Benefits or impacts of these programs are for a narrowly defined private sector group or corporation. These programs would be offered at a charge designed to cover out-of-pocket expenses, personnel/travel costs and system costs. (Examples would be Human Resource Training for Corporate Livestock Entity and HACCP Training for Food Processing Industry Sector Companies). These programs may also include contracting with other OSU colleges and professional units that can complement and strengthen targeted program agendas.

**Category 4** – Classifies one-on-one consulting services provided to a specific individual or narrowly defined group. Each program/department unit will determine maximum number of consulting hours offered at no charge. (Example – State Specialist makes the first farm or business visit at no charge to prospective clientele to assess the situation and if further request for more in-depth specialist time needed will be charged according to agreed upon consultant fee schedule – may include laboratory analysis design preparation time as part of fee schedules.) Cost recovery fees will need to be determined and charged for consulting hours beyond the “no charge” maximum. Specific examples could be requests for Veterinary Specialists’ request from local practitioners to consult on problem cases or food safety/quality assurance programs for vertically integrated industries.

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