



## **Making Small Acreage Profitable – Workshop 1**

*Developed by Chad Gulley, County Extension Agent – Agriculture & Natural Resources, Nacogdoches County, with support from the Extension Education Unit, Department of Leadership, Education, & Communications, Texas A&M University*

**Relevance.** Small Acreage Landowners are a growing number of Agriculture producers in many counties across Texas. According to the 2002 Census of Agriculture, in Texas, 33% of all farms and ranches are 50 acres or less. This 33%, accounts for over 111,685 farms with over 38,210 of these farms owned and operated by women. Making small acreage profitable takes planning, goals and strategies, and implementation of your plan. Workshop one was coordinated to educate small acreage landowners on how to develop the Business Plan.

**Response.** The Making Small Acreage Profitable in East Texas Workshop One was held Thursday, September 6, 2007 at Thompson's Grill in Lufkin, Texas. This program was the first meeting in a series of six workshops to help small acreage landowners that are starting a new or existing Agriculture business on their small farm or ranch. Dr. Greg Clary, Extension Economist from the Texas A&M Research and Extension Center in Overton, was our speaker for the evening. Dr. Clary gave an overview of developing a business plan.

**Results.** A post only evaluation was given to determine satisfaction and program improvements of participants attending the Making Small Acreage Profitable in Nacogdoches County.

- **30 of 35 (85.71%)** respondents stated they were satisfied or very satisfied with the overall program.
- **33 of 34 (97.06%)** respondents stated the information presented will help them make more informed decisions.

### **What do you expect to take away from this series of workshops?**

- Options for land profitability (4 comments)
- Information and ideas on starting a business (4 comments)
- Government programs and taxes (3 comments)
- Is the idea of starting a business worth the effort (2 comments)

### **What Agriculture enterprises are you interested in starting or currently have started on your small acreage operation?**

- Cattle operation (6 comments)
- Fruit operations (5 comments)
- Nursery plant operation (5 comments)
- Timber operation (5 comments)
- Vegetable operations (3 comments)
- Poultry operations (2 comments)

### **What is the most significant thing you learned during the Making Small Acreage Profitable Program?**

- Importance of planning and having a plan (6 comments)
- Networking opportunities (5 comments)
- Marketing options (2 comments)
- Anything is possible (2 comments)
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**What other information do you need pertaining to this topic?**

- More networking opportunities (3 comments)
- Financial aid and exemptions (2 comments)
- Ag Business information (2 comments)

**Looking ahead.** Workshop Two will take place in Nacogdoches County. Topics for workshop two will be Opportunities and Trends in Agriculture. Guest speakers will be Dr. David Creech and Dr. Leland Thompson, both Professors from Stephen F. Austin State University in Nacogdoches, Texas.