



COLLEGE OF AGRICULTURE AND LIFE SCIENCES
 AGRICULTURAL AND
 APPLIED ECONOMICS
 VIRGINIA TECH.

EXTENSION SUCCESS STORIES

Extension and Outreach with Value

Every year, the Agribusiness Management & Economics program team conducts a Needs Assessment to identify key learning priorities.

Co-chairs John Bovay, specialist in the Department of Agricultural and Applied Economics, and Crysti Hopkins, Extension agent in Family and Consumer Sciences in Louisa County, develop tailored in-person or virtual training sessions on topics like beef cow leasing, understanding heirs' property at the community level, and building fruitful Virginia State University and Virginia Tech Extension relationships.

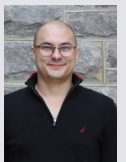
In August 2024, a comprehensive two-day in-service training in Nelson County will cover nearly all the priority topics through farm visits and classroom presentations.



John Bovay and Crysti Hopkins

As part of a land-grant university, we serve our community, state, nation, and the world at large through our Extension and outreach programs.

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 John Bovay, Extension Program Leader | bovay@vt.edu
aaec.vt.edu/extension.html



Michael Cary

Michael Cary, research assistant professor in the Department of Agricultural and Applied Economics, specializes in local economic development and natural resources. His current Extension work has three focuses.

1. Works with non-profits in the Northern Neck and Middle Peninsula to help understand what constitutes a living wage in the region and how to improve the economic wellbeing of residents.
2. Leads the Extension committee for the Center for Advanced Innovation in Agriculture agrivoltaics initiative.
3. Helps lead the Virginia Tech Data Science for the Public Good (DSPG) program where undergraduates learn data science while working on projects for Virginia Cooperative Extension.

Current DSPG projects include understanding the geography and correlates of deaths of despair in Virginia (e.g., opioid overdose), forecasting food insecurity in southwestern Virginia, and understanding how utility scale solar facilities influence house prices in rural communities.

Mike Ellerbrock



Mike Ellerbrock, professor in the Department of Agricultural and Applied Economics, is the founding director of the Virginia Natural Resources Leadership Institute (VNRLI), focusing on teaching conflict resolution skills and strategies to citizens across the Commonwealth.

One of the program's major themes is Diversity, Equity, and Inclusion among its participants and the addressed topics. In collaboration with key stakeholders like the University of Virginia's Institute for Environmental Negotiation, Virginia Department of Conservation & Recreation, Virginia Department of Environmental Quality, and Virginia Department of Forestry, VNRLI trains community leaders in developing consensus-based solutions for resolving environmental conflicts. Honored by the General Assembly in Joint Resolution #865 in February 2009, VNRLI received \$100,000 in funding from the 2018-'19 state budget.

Celebrating its 23rd year, the program has enrolled over 620 fellows, focusing on marginalized communities in environmentally stressed areas of the state. Mike Ellerbrock leads sessions on social ethics and environmental justice, guiding participants towards sustainable resolutions.

Patrick Kayser is the research associate for the Virginia Land Use-Value Assessment (LUVA) program.

Collaborating with LUVA program director Jennifer Friedel, Patrick crafts annual use-value estimates for agricultural and horticultural land. These estimates are crucial as they are presented to the Virginia State Land Evaluation Advisory Council for review and potential adoption by localities for property tax assessments.

Once approved, the recommended estimates may be used by localities for property tax assessment purposes. Typically use-value assessment reduces the tax burden on qualified owners of land that have enrolled in their locality's use-value assessment program and preserves land that is actively used for agriculture, forestry, and open space.

He routinely presents the technical process behind the estimates, educating interested parties such as Virginia landowners, Virginia Cooperative Extension agents, and local governments. Other topics he presents are commodity outlook, ag policy, farm financial statements, and enterprise budgeting.

Patrick Kayser



RESOURCES

The Center for Agricultural Trade
Keeping the United States and Virginia agriculture competitive in a diverse global economy by producing model-based forecasts and policy projections.

The Kohl Centre
Harnessing modern data analytics tools to address a diverse spectrum of challenges spanning agribusiness, food and health, environmental concerns, public policy dilemmas, and the vast landscape of applied economics.

Center for Economic Education at Virginia Tech
Provides resources for K-12 educators to teach economics and personal finance to students in Virginia's primary and secondary schools.

Virginia Commodity Marketing
A free site that outlines commodity information and resources to help Virginia producers build successful agricultural enterprises. It includes auctions, historical prices, basis, and marketing trends.

Virginia's Land Use-Value Assessment Program
Supports the preservation of land and for the reduction of tax burden on owners of land used in producing food, fiber, and timber.

Virginia Tech Income Tax School

Virginia Sustainable Farms and Agribusiness Education

Financial Resources

Publications

Examples include: Farm and food sustainability, food safety, animal welfare, farming and the environment, food labels, farm and financial management, guidance for Extension programming, aquaculture, and the effects of regulations of the U.S. salmonid industry.