

2025



ANNUAL REPORT

2025 MANAGE PROGRAM REPORT

manage.tennessee.edu

The MANAGE team consists of Extension specialists across the state who help farm families evaluate their farm financial situation so they can make informed business decisions through on-farm consultations and educational programs. Farm Management specialists work closely with county agents to help farm families evaluate their current financial resources, implement recordkeeping systems, develop farm and financial plans, and analyze the potential impacts of various on-farm decisions.

Farm Management Specialist and MANAGE Coordinator: David Bilderback

Farm Management Specialists:

Eryn Bell

Tori Griffin

Leann Hopper

Les Humpal

Logan Meeks

Rachel Painter

Ty Wolaver

Jake Watts



2025 MANAGE PROGRAM HIGHLIGHTS



773 Farm Visits and Group Meetings Conducted,
 Contacting **11,564** Farmers

301 Farms Were Helped Through Comprehensive
 Farm Management Assistance

225 Presentations Given at Educational Meetings



12 Extension Publications



MANAGE SUCCESS STORY

Farm Management Specialists assisted **12** farms with developing financial statements and written business plans to evaluate capital purchases. These efforts helped the farmers secure **\$3,924,513** in cost-share funding.



“This kind of help really made a difference for our nursery, giving us a clearer path forward, helping us secure funding, and ensuring our sons can continue the nursery for years to come.”

MANAGE Program Whole Farm Planning Statistics

TOTAL NET WORTH

\$391,765,417

AVERAGE CURRENT RATIO

1.89

AVERAGE DEBT TO ASSET RATIO

36%



UTIA Funding Awarded

FARM MANAGEMENT SPECIALISTS COLLABORATED TO SECURE FUNDING

AWARDED IN 2025

3 grants awarded for a total of \$4,422,304

2 grants with Farm Management Specialist as lead PI for \$972,304



PREVIOUSLY AWARDED CONTINUED IN 2025

6 grants with funding continued in 2025 for a total \$31,303,931



*reported as total funding for the grants farm management specialists support and serve as PI or I.

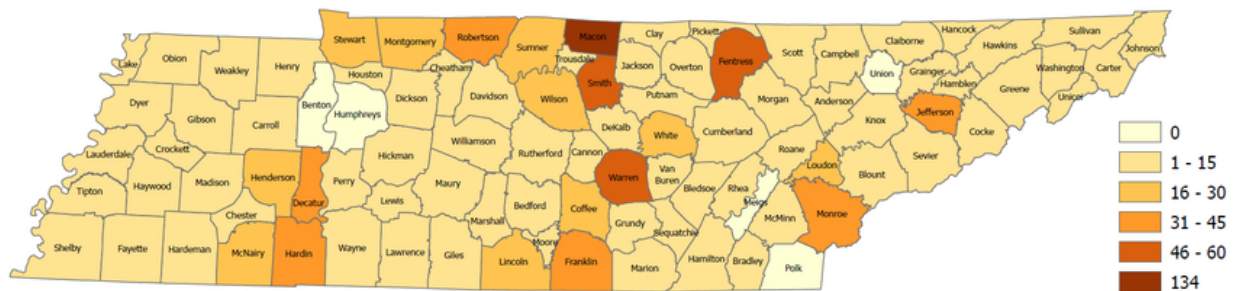


The Tennessee Master Farm Manager course is designed to help producers better manage their operation. This course focuses on teaching solid business principles that help producers utilize resources on the farm efficiently. Through this program producers gain a strong business foundation that helps them make better decisions for their farm's future.

1,106 producers completed the course in 2025

\$14,332,654 in reported value of educational knowledge gained and potential changes to operations, with average value of \$12,959 per respondent

Attendance by County



UT Farming Fundamentals

BEGIN WITH A STRONG FOUNDATION.

The UT Farming Fundamentals was launched in 2022 and is an online resource focusing on producers who are beginning a new venture in agriculture. This program includes resources and information on the essential principles needed to build a successful operation.

135 Producers Completed the Course in 2025

\$1,951,695 Total
\$14,457 Per Respondent
 Value gained from Information and Potential Changes to Operation

40% of Participants are New Clientele to Extension

"As a first time emerging farmer... the information is invaluable to me!"



The Dairy Gauge Program is a joint effort between UT Dairy and the MANAGE Program. This financial program is focused on one-on-one support between consultants and dairy farmers to help understand cost of production, identify areas of financial strength, and opportunities to gain efficiency.

31 farms Participated in Tennessee, Kentucky, and North Carolina

11 participating farms in Tennessee represented **62%** of the state's milk production

The **31** farms reported a gross income of **\$130 million** and incurred **\$107 million** in expenses, contributing significantly to the local economy.



The Tennessee AgVOLs Program is a partnership of TN agricultural service providers that focuses on assisting transitioning service members and veterans into agriculture through technical, educational and financial assistance.

33 veterans were awarded a total of **\$4,800** in scholarships to attend UT Master courses and other agricultural learning opportunities.

15 farms across Tennessee became mentorship farms for veterans.

215 veterans participated in AgVOLs program activities such as workshops, webinars, and other services provided by our team.

13 veteran owned farms completed business plans for their operation.