
IECA Extension Council Conference

April 15, 2025

Topics of Conversation

- Working in a Time of Uncertainty
- What is happening at the State Legislature?
- What is happening at the Federal Legislature?

The Mission and Vision Remains True

Vision Statement:
Iowa State University Extension and Outreach
will advance land-grant values by engaging all Iowans and
solving today's problems and preparing for a thriving future.

ISU Extension and Outreach is a Catalyst for Growth and Change in Iowa

What are the Opportunities?

- Priority Program Initiatives
- Entrepreneurial and Innovative Ag and Food System
 - Food Business Entrepreneurship and Innovation
 - Digital Ag Innovation
- Sustainable and Adaptable Natural and Built Environments
 - Disaster Response and Recovery
 - Water Quantity

What are the Opportunities?

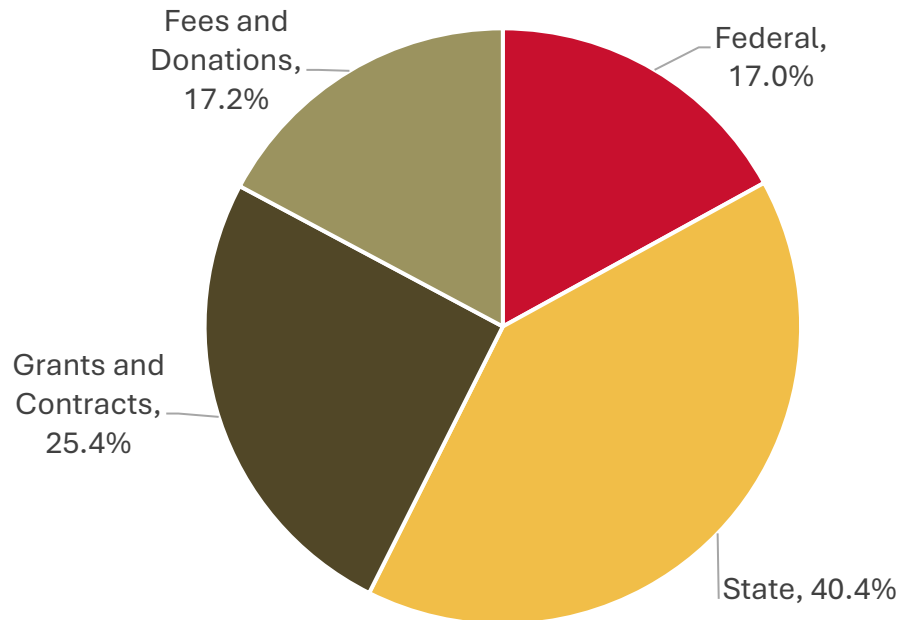
- Other Programs
 - Urban Agriculture
 - Housing – Rural Housing Readiness Assessment
 - 4-H STEM and NASA Iowa Space Grant
- Pilot Programs – State Collaborations
 - Digital Security and Municipalities
 - Community Health and Vitality

What is the Challenge?

- Not enough capacity to deliver on the promise of Extension.
- What is needed to overcome this challenge? Funding
- What needs to be different?
 - Less reliance on government funding (taxes) to support our mission.
 - Focus on programs that meet mission and generate revenue

ISU Extension and Outreach Revenue

ISU Extension and Outreach Revenue
Percent of Total (2020-2024)



- Traditionally, revenue generation emerged in the form of grants
 - 25.4% of ISU Extension funding comes from grants
 - 80% of ISU Extension grants are federal grants
 - 11% growth in grants in FY25 year to date
- Goal: shift revenue generation to fees and donations.
 - Projected to increase 12% this year based on first eight months of the year
 - Priorities will be based on mission and revenue

State of Iowa Budget Update

- Topline budgets are being released
 - Governors budget: \$9.411 billion
 - Senate budget: \$9.434 billion
 - House budget: ?
- Sub-committee budgets: Waiting on Education
 - Extension line item: \$1 million request from Regents
 - Most likely scenario - flat
- Property Tax reform: revenue less than inflation

Federal Budget Update

- FY25: Continuing Resolution through September
 - Oct. 2024 through Sept. 2025
 - Most likely outcome: flat budgets at \$10.2 million for ISU Extension
- FY26: Skinny Budget?
 - Oct. 2025 through Sept. 2026
 - During Trump I Administration, proposed 4 to 5% cuts
 - Waiting on President's budget – late April/early May?
- Federal Grants
 - Pauses and holds are still emerging
 - Facilities and Administrative (F&A) costs will decline

Moving Forward: Next Steps

- Understand the “true” cost and potential revenue for programs
 - Stop saying programs are “free”
- Collect impacts: knowledge gain, behavioral change and conditions change
 - Ex. How many people learned new technology?
 - How many people used the new technology?
 - How much did people save by using the new technology?
- Clarify roles and responsibilities in 4-H

Summary

- Committed to our Mission and Vision
 - Being a Catalyst for Change and Growth by Solving Problems
- Opportunities are Available, but Focus is Needed
- Funding Model Needs to be Less Dependent on Government
- Next Steps
 - Understand programming costs and revenue
 - Collect and share impacts: knowledge, behavior and conditions change
 - County and campus collaborations in 4-H