

General Comments

Costs of Program

- **My charge given to me by Purdue extension was to make the program known within Purdue, the state and the nation; goal was to create an extension pesticide specialist position.**
- **Cost to run program is about \$450,000 a year.**
- **Only the director's salary is paid by the College of Agriculture. All other salaries and program expenses paid for by money's generated by the sale of products and services and the receipt of gifts (e.g., speaking fees).**
- **Program managed as a business, because PPP is responsible for all debt.**
- **We want repeat customers!**
- **Be responsible to those who have spent decades helping the program move forward.**

Products/Services/Contacts

Manuals

Initial Certification Training

Private Applicator Recert Program (PARP)

Online Programming

~~Testing in state for PARP~~

eLearning (new past 3 years)

Website

Client Communication

Social Media

Printing

Extension Publications

Outreach

YouTube Videos

History Books

~~Site Visits for Regulatory Compliance~~

Newsletter

~~Pesticide Survey~~

People/Focus

Cheri Janssen (20 years)

Jeff Stoupe (3 years)

Cindy Myers (23 years)

Fred Whitford (29 years)

**PPP Is In A Sound Financial Position At the
Current Time**

Grey Clouds on the Horizon

1. Class Size is Reduced to Covid Restrictions

2. In 2022, OISC Will No Longer Provide Paper Exams at Initial Certification Training Programs

3. Changes in OISC Penalty Fine Structure

Sources of Income

- **Initial Certification Training Registration** ↓ 30/65; without paper test after program, numbers will drop 50-90%. Registration cost \$103.
- **Manual Sales** ↑ \$30 to \$40
- **eLearning Registration** ↓ \$110; Too early to tell much about potential income stream.
- **Private Applicator Recertification Program** ⇔ ↓ Farmers pay \$30 over 5 years with half to PPP and the other half to extension educations in the county.
- **OISC Fines (P + F)** ↓ Assume it will go down 50% based on proposed regs
- **Product Registration** ⇔ \$10/registration x 13,000 products
- **Gift Account** unstable

Hope This Will Solve 'Anticipated' Problems Without Resorting to Drastic Measures

- **Manual Sales** Provides a cushion in drop in other areas
- **Certification Training Registration** The drop in registration not as severe as planned. Online training is accepted. Possible selling paper manuals as electronic manuals to save printing cost. Change refund policy.
- **eLearning Registration** 3A eLearning course shows popularity and leads the way for developing more courses.
- **PARP** Similar numbers as in year's past
- **OISC Fines** Fine money only down slightly
- **Product Registration** Products continue to be registered at current rates

Being Prepared for the Worst Case Scenarios.....

- 1. Work with Indiana Farm Bureau to raise private applicator 5-year permit from \$20 to \$30, \$2 a year.**
- 2. Ask pesticide manufacturers to support increase in product annual registration fees from \$10 to \$15.**
- 3. Ask businesses to support a \$5 increase on annual certification renewal from \$40 to \$45.**
- 4. Ask the OISC to partially support salary to write manuals and/or program.**
- 5. Request CCHs for initial training programs***

Being Prepared for the Worst Case Scenarios..... Less Interest

- 1. Use fine money to partially pay for salaries and manuals. This could mean stopping the publication of PPP extension publications. Cancel special projects.**
- 2. Charge county extension programs for PPP publications and for providing presentations.**

**Staff reduction along with
reduction in program output.**

**PPP Is In A Sound Financial Position At the
Current Time**

**Planning for the Future of the Program
Given What We Know Today**

**Questions and/or
Comments**