

# Penn State **Extension**

April 18, 2013

Dr. Daryl Buchholz  
Associate Director, Extension and Applied Research  
Kansas State University  
123 Umberger Hall  
Manhattan, KS 66506

Dear Daryl:

I am writing on behalf of the Northeast Extension Directors to share concerns about eXtension. Prior to the NEDA meeting and during the NEDA meeting we, as a region, discussed the challenges with our current model for funding Cooperative Extension. During the course of our conversations the topic of eXtension arose. There was general, but not unanimous, sentiment from the Directors across the region that our model for funding eXtension was not working and not sustainable. As we drilled down on the specific issues, several common concerns were identified. These included: the low number of submissions to "Ask an Expert"; the marginal quality and applicability of eXtension resource areas; the accessibility and use of eXtension resources (extension agents can't find and don't use eXtension); and the cost to our institutions. Collectively, the Northeast Directors expressed a deep concern about the "value proposition" of eXtension, especially in this time of constrained resources.

The impact of these collective concerns led the Northeast Extension Directors to make the following resolution:

*Be it resolved: The Northeast Extension Directors will not pay the 2014 assessment for eXtension under the current business model.*

The resolution had strong support from the region: 8 Directors-for, 1 Director-against and 3 Directors-abstain. It should be noted that this resolution is not binding to Director's that wish to continue paying their annual assessment.

eXtension might have value to the region. However, we as a region do not believe that value is captured in the current business model. We are open to having a frank conversation about our resolution and the potential of eXtension providing value to the

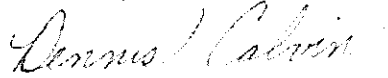
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Cooperative Extension  
College of Agricultural Sciences

Northeast. Directors from the Northeast have already responded to eXtension questions posed by Jimmy Henning and to the consultants from Socient who are currently evaluating eXtension. We look forward to the discussion.

Sincerely,

A handwritten signature in cursive script that reads "Dennis Calvin".

Dennis Calvin  
Chair, Northeast Extension Directors

cc: Northeast Extension Directors  
Ian Maw  
Jane Schuchardt  
Jimmy Henning