

## Operational strengths

MU Extension is an innovator in programming, rising to meet the emerging needs of the state. For example, the Business Development Program was the first and remains the only comprehensive network providing Missouri firms with individualized business counseling and educational opportunities. In fiscal year 2016, the Business Development Program helped Missouri businesses:

- Create or retain more than 7,766 jobs
- Attract nearly \$112.6 million in new financing for their companies
- Win more than \$341 million in government contracts
- Increase sales by \$186.2 million

### Noncredit continuing education

MU Extension is one of only a few extension services that administers noncredit continuing education programs and incorporates them with other extension offerings. For example, the MU Extension Fire and Rescue Training Institute (MU FRTI), trains nearly 13,000 firefighters and emergency personnel annually with participants from each of Missouri's 114 counties. MU FRTI is also an essential component of MU Extension's Community Emergency Management Program, which provides education to emergency service personnel, government officials, citizens, businesses and local leaders to improve safety and minimize damages during disasters.

### Interdisciplinary programming

MU Extension's emphasis on interdisciplinary education and direct connections to campus academics and research is noteworthy. Our programs are connected with nearly all schools and colleges through program integration and shared leadership. For example, MU FRTI, the Law Enforcement Training Institute, and the Labor Education program now fall under the Harry S. Truman School of Public Affairs to strengthen their academic connections.

### Proximity to a wealth of research

MU Extension is located on the University of Missouri campus, which facilitates its ability to work strategically across schools and programs at Mizzou. The vice chancellor of extension and engagement, Dr. Marshall Stewart, reports to our campus chancellor.

The majority of other extension operations across the nation are located in their colleges of agriculture, which limits their ability to draw upon the expertise and resources of other disciplines to meet local needs. MU Extension's centrality and broad-based model offer opportunities to add to the campus's overall strength. For example, MU Extension is one of very few extension operations to have its own senior development officer, a function that will be very important in the campus campaign.

### Statewide network

MU Extension maintains a statewide network of offices, specialists and councils. Many extension services nationwide have given up a direct connection to local communities due to financial circumstances. MU Extension has an office in 113 of the state's 114 counties, but provides educational offerings and services through the district option in every county.

While maintaining a strong local presence, MU Extension reorganized to accommodate the needs of urban areas. MU Extension has multiple offices in St. Louis and Kansas City, including an office in the downtown Kansas City River Market area, to be more visible and accessible to urban citizens. In St. Louis, extension has an office in Creve Coeur near the Danforth Plant Science Center, where the university has research connections.

### Organizational partners

MU Extension programs are delivered in cooperation with and often with financial support from hundreds of agencies, organizations and private individuals. These organizations range from the Missouri Department of Natural Resources and Missouri Department of Agriculture to the United Way, from the Missouri Department of Elementary and Secondary Education to the Missouri Farm Bureau and the Missouri Foundation for Health. MU Extension also has program partnerships with other states. We partnered with Kansas State University to hire a food safety specialist to work in the Kansas City urban region. Nearly 150 faculty develop articles to post on the national eXtension website, in collaboration with peers from land-grant universities across the nation. MU Extension also has ties with other nations, such as an effort to improve food security in South Africa.