Critical Number
An operational or financial number that represents a weakness or vulnerability that if not addressed and corrected will negatively impact the overall performance and long-term security of the business.

1. Know & Teach Rules
- Business Plan for Greene County Extension Council: [Updated and available online](#)
- Budget Planning for Council: [Background and Planning for 2016 Budget Online](#)
- Specialist’s Plan of Work: Specialist headquartered in Greene Specialists serving county
- GGOB Training

2. Follow the Action & Keep Score
- Weekly huddles: Staff huddles are held at various times; Council members huddle the last Monday of every month @ noon.
- Scorecard to track critical numbers, drivers and more: [available online](#)
- Public sharing of details: Available for programs and Information is shared online.

Critical # - Net Income

3. Provide a Stake in the Outcome
When a critical number improves we “win” with:
Team celebrations build team work and support, including mini-games.
Current games in 2016: [Pot of Gold](#) | [Whack an Extension Specialist](#)
Past games in 2015: [Pot of Gold](#) | [Legislative Bingo](#) | [Growing Soil Tests](#)
Professional development funds for staff in Greene County | Funding for a 4-H educator

Greene County Extension Goals
For a Stake in the Outcome
First goal: Finish in the black and better engage council members in the mission and work of extension in this county.
Second goal: Funds for staff professional development, and GGOB training.
Third goal: Expand programs and move toward funding a 4-H educator or specialist in Greene County.

What is the impact of Greene County Extension?
There are materials online that explain the role of Greene County Extension and demonstrate our local impact.
We recommend reading the following:
- Reaching Out Report (newsletter)
- Annual Report for 2015
- Monthly Financial Statement
- Greene County Extension Bylaws
- Monthly Council Agenda packets