

Increasing Beginning Farmer
Sustainability using partnerships
in Risk Management Education

WebEx Agenda:

- Introductory Comments – Keith Olander
- Risk Management Agency Overview – Amanda Beck
- Grant Overview – Del Lecy

- Planning for upcoming meetings / winter workshops - Keith
- Division of Work – Judy Barka, Del Lecy
- Next Steps - Keith
- Q & A

- Adjournment

Increasing Beginning Farmer Sustainability using partnerships in Risk Management Education

USDA Risk Management Agency funded project

Minnesota State Farm Business Management Programs

Hosted by AgCentric at Central Lakes College

Key Concepts:

- Funding provided to support new / “program start up” instructors
 - 6 in total: CLC (2), MnWest (2), South Central (1), Riverland (1)
- Risk Management Education:
 - Underserved commodities and specialty crops
 - Importance of recordkeeping, analysis, trends, FBM database comparisons
 - RMA, Crop Insurance, Mental Health, Specialty Crop presentation support
- Communications with farm commodity/organizational partners
- Series of Fall partner meetings where presentations are made
- Communications with lenders to promote workshop series
- Series of day-long winter workshops targeting risk management
- Follow up individualized instruction for interested participants as an FBM credit offering

Leadership Team:

- Keith Olander – Project Investigator/Director
- Judy Barka – Alternate Project Director
- Del Lecy – Project Coordinator
- Amanda Beck – RMA lead

Work to be accomplished:

- Fall Activities

- Contact regional organizations to identify date for meeting presentation
- Contact regional lenders for sharing of promotional information
- Review current curriculum and develop Risk Management focused delivery
- Develop promotional material
- Develop pre and post assessment materials
- Communicate with Thaddeus McCamant and Ted Matthews as needed to support curriculum
- Present at state, regional, county organization meetings
- Establish dates for winter workshops

Work to be accomplished:

- Winter Activities
 - Finalize curriculum review & risk management focused material
 - Develop workshop agenda
 - Contact partners regarding presentations
 - Host meetings (Between February 6th and the 24th)
 - Proposed locations: Detroit Lakes, Little Falls, Marshall, Jackson, Mankato, Rochester
- Spring Activities
 - Hold follow up individualized instructional sessions
 - Project review and evaluation
 - Compile project data and prepare project summary

Producer Outcomes:

- Increased awareness of risk management concepts
- A risk management assessment completed
- A benchmark to personal farm data comparison completed
- Identification of risk management strategies
- The implementation of a risk management plan

Behavior changes will include:

- Critical thinking related to risk management concepts (production, marketing, financial, and human) learned in workshops
- Expanded data resulting from the development and use of a comprehensive record keeping system
- Use of benchmark comparison data
- Analysis of costs of production through a business analysis.

Budget Overview:

- Total Proposed Budget: \$98,018
- Brand New Instructor funding (\$9,923 per instructor): \$59,539
- Admin/Coordination (Keith O, Judy B, Thaddeus M, Del L): \$13,898
- Mileage (Fall meetings): \$ 4,293
- Travel (Winter Workshops): \$ 4,794
- Printing of promotional/instructional materials \$ 1,783
- Meeting Room Costs: \$ 4,800
- Indirect Expense: \$ 8,911

Questions or Comments

Potential Fall Presentation Topics:

- Scope of Risk Management
- Information needed to evaluate risk
- Overview of a Risk Management Plan
- Meeting dates

Potential Winter Workshop Topics:

- Welcome and Introductions
- Agenda Review and Pre-Assessment
- RMA Comments
- Intro to Risk Management – Instructor
- Crop and Livestock Insurance options – Ag Star
- Cost of Production and Benchmarking – Instructor
- Mental Health presentation – Ted Matthews
- Review of Risk Management principles and next steps - Instructor
- Post-Assessment

Statement of Work

Planned date for next WebEx meeting:

Wednesday, October 26 – 8:00 a.m.

To-Do list - prior to next WebEx:

- Identify potential meeting locations
- Recommend date for meeting – set priority for 2-3 options
- Develop a list of contacts for the workshops
 - Commodity Organizations
 - Lenders
 - Other organizations and stakeholders
- Workshop topic ideas

Final thoughts and/or questions...