

## 2007 RMA EDUCATION SMALL SESSIONS PARTNERSHIPS

Area(s)	Project Name	Organization	Contact	Amount	Objective
<b>Billings, MT Regional Office</b>					
Wyoming	Risk Management Education for Wyoming Apiarists	Agrimind, LLC	Keith Kennedy 307-547-3712 <a href="mailto:agrimind@wyoming.com">agrimind@wyoming.com</a>	\$9,999	To provide risk management education opportunities for WY producers who own over 40,000 honey-producing colonies. Partnering with the Rocky Mountain Farmers Union, they will develop Beekeeper's Risk Analysis Tool (BKRAT).
Montana	Oilseeds for Fuel, Feed and the Future Project: Workshops and Oilseeds Update Publication	National Center for Appropriate Technology	Al Kurki 406-449-0104 <a href="mailto:alk@ncat.org">alk@ncat.org</a>	\$9,915	To provide science-based information and farmer experiences in crop, pest and fertility management issues, as well as markets through which those products will be used, such as biodiesel and biolubricants. The project will provide information on oilseed crushing, insurance products and technical resources.
South Dakota	A Statewide Beef Industry Conference to Help Producers Manage Their Risks	South Dakota Department of Agriculture	Shannon Kulseth 605-773-6211 <a href="mailto:Shannon.kulseth@state.sd.us">Shannon.kulseth@state.sd.us</a>	\$7,849	To provide an educational forum on nuts and bolts of Radio Frequency Identification (RFID) and Electronic Identification (EID), as well as several niche-specific applications of the technology. RFID and EID can assist producers in managing marketing and financial risks.
Montana	RightRisk Ag Survivor Education for Women in Montana	RightRisk, LLC	Dana L. Hoag 970-217-3149 <a href="mailto:dhoag@coloradostate.edu">dhoag@coloradostate.edu</a>	\$10,000	To provide risk management education customized for female livestock producers and extension educators using the RightRisk curriculum, selecting from among several available scenarios that stimulate risk management decisions on a typical

					ranch setting. “Ag Survivor,” a computerized simulation program allows participants to make “real time” decisions that affect farm wealth.
<b>Montana</b>	RightRisk for Montana Sheep Producers	RightRisk, LLC	Jay Parsons 970-215-8043 <a href="mailto:Jay.parsons@OptimalAg.com">Jay.parsons@OptimalAg.com</a>	\$10,000	To provide risk management education and information to sheep and wool producers using the RightRisk based curriculum, capitalizing on a sheep production scenario on topics such as drought, production management, marketing alternatives and insurance products like AGR-Lite and LRP-Lamb.
<b>Davis, CA Regional Office</b>					
California	Reducing Risk Through Improved Farming and Handling Techniques	California Avocado Commission	Wayne Brydon 760-468-7944 <a href="mailto:wbrydon@avocado.org">wbrydon@avocado.org</a>	\$10,000	To mitigate risk management through educational efforts that provide information in areas of greatest impact to avocado producers: 1) pest control; 2) disease control, e.g. <i>Phytophthora cinnamomi</i> (root rot); 3) cultural management techniques for production efficiencies; and 4) post-harvest handling from farm to consumer.
California	Commodity Partnerships Small Sessions Program for Christmas Tree Growers (CT Plus)	National Christmas Tree Association	Pam Helmsing 636-449-5042 <a href="mailto:helmsing@drakeco.com">helmsing@drakeco.com</a>	\$8,916	To help Christmas tree farmers better understand how to manage risks in areas of management and marketing. Topics such as how to grow their business while minimizing risks and good business management practices will be covered including two sessions regarding risk management issues of management and marketing at a “CT Plus.”
California	Market Risk Education and	Prune Bargaining Association	Gregg Thompson 530-713-9909	\$10,000	To disseminate market risk training

	Information Opportunities		<a href="mailto:greg@prunebargaining.com">greg@prunebargaining.com</a>		and information developed by the University of California and others in five live training sessions and four market risk newsletters. Training will give independent prune plum producers tools to make information-based market risk decisions and survive turbulent markets.
California	Reducing Risks With Effective Negotiation and Business Planning	Prune Bargaining Association	Gregg Thompson 530-713-9909 <a href="mailto:greg@prunebargaining.com">greg@prunebargaining.com</a>	\$10,000	To provide training on win-win negotiating and strategic planning to producer members associations, which negotiate pricing and sales terms with processors on behalf of their producers. These organizations represent growers of specialty crops: prune plums, tomatoes, raisins, and walnuts.
Nevada	RightRisk for the American Sheep Industry	RightRisk, LLC	Jay Parsons 970-215-8043 <a href="mailto:jay.parsons@OptimalAg.com">jay.parsons@OptimalAg.com</a>	\$10,000	To deliver a RightRisk based curriculum, capitalizing on availability of a sheep production scenario simulating risk management decisions on a typical mountain west range operation. Supporting materials will inform participants about risk management topics such as range management, drought, production management, marketing alternatives, and insurance products like LRP-Lamb. This proven workshop format will be delivered to members of the American Sheep Industry Association at their 2008 Annual Convention in Nevada.
<b>Jackson, MS Regional Office</b>					
Arkansas	Moving Forward: Arkansas Women in Agriculture	Arkansas Women in Agriculture, Inc.	Carrie Hirmer 870-653-6258 <a href="mailto:carriehirmer@yahoo.com">carriehirmer@yahoo.com</a>	\$10,000	To deliver risk management education and training specifically related to the 4 <sup>th</sup> Annual

					Arkansas Women in Agriculture (ARWIA) Conference, to be held March 2008 in Little Rock, AR. This project will allow ARWIA to go deeper in two key risk areas: production risks and financial risks.
Arkansas and Mississippi	Program to Assist Limited Resource Producers in Improving Economic Viability	Black Farmers & Agriculturalists Association	Fernando Burkett 870-879-1299 <a href="mailto:bfaa@sbcglobal.net">bfaa@sbcglobal.net</a>	\$10,000	To reverse the number of limited resource farmers losing their farms in order to stabilize farm ownership. Topics will include diversifying farm income with alternative enterprises, finding new markets, acquiring agricultural loans, enhancing access to knowledge of and participation in USDA and risk management programs.
<b>Oklahoma City, OK Regional Office</b>					
Oklahoma and Texas	NBA Bison Handling and Injury Prevention Seminar	National Bison Association (NBA)	Dave Carter 303-292-2833 <a href="mailto:david@bisoncentral.com">david@bisoncentral.com</a>	\$9,195	To conduct a series of training on bison handling and injury prevention in conjunction with the Oklahoma and Texas Bison Associations,. Bison are not domesticated livestock like beef cattle and require special handling. Bison industry is experiencing a surge in consumer demand; continued restoration of American bison is necessary to meet the demand.
Oklahoma	Regional Risk Management Workshop	Country Hedging, Inc.	Keith Banta 800-961-1133 <a href="mailto:kbanta@countryhedging.com">kbanta@countryhedging.com</a>	\$10,000	To improve understanding of how to utilize seasonal trends and price differences in marketing decisions for crops and purchasing decisions for livestock feed. A simulation program called "Winning the Game" will be conducted.
New Mexico	RightRisk Education Project in Northern New	RightRisk, LLC	Jeffrey Tranel 719-251-0990 <a href="mailto:jeff@wycoassociates.com">jeff@wycoassociates.com</a>	\$10,000	To provide risk management education using RightRisk

	Mexico				curriculum, including a simulation scenario on a typical farm. Simulation software and supporting materials inform participants on topics such as AGR-Lite, crop insurance, drought, production management, and marketing alternatives.
Texas	Master Marketer Educational Event – Vernon, Texas	Texas Cooperative Extension	Stephen Amosson 806-677-5600 <a href="mailto:s-amosson@tamu.edu">s-amosson@tamu.edu</a>	\$10,000	To offer a Master Marketer training for crop and cattle producers in Vernon, TX, with four sessions on basic and advanced marketing techniques, fundamental analysis, technical analysis and general price or risk management, such as how to interpret long term weather patterns, value-added marketing, legal aspects of leases, and contract sales.
Texas	Blackland Cotton & Grain Risk Management Education	Texas Cooperative Extension of Hill County	Bernard Pustejovsky 254-749-6833 <a href="mailto:barneyp@hillsboro.net">barneyp@hillsboro.net</a>	\$4,000	To assist blackland producers in making better financial management decisions by providing information on emerging tools (rainfall index program), and discuss options on alternative fuels and growing specialty crops as fuel sources. Also assist in the feasibility study to determine if canola can be grown in the blacklands.
<b>Raleigh, NC Regional Office</b>					
North Carolina	Risk Management Training for North Carolina Christmas Tree Growers	Custom Ag Solutions (CAS)	Brett Crosby 307-548-9636 <a href="mailto:bcrosby@casnow.com">bcrosby@casnow.com</a>	\$9,702	To train 150 NC producers by providing risk management training and consultation opportunities for 1,500 NC Christmas Tree Growers who annually sell over \$50 million worth of this priority commodity, through partnering with the NC Christmas Tree Association
Vermont & Other New England States	Transfer the Farm Workshops for the Farmers Planning	University of Vermont	Debra Heleba 802-656-2990 <a href="mailto:Debra.heleba@uvm.edu">Debra.heleba@uvm.edu</a>	\$10,000	To develop farm business transition risk management

	Business Transition				educational tools presented to dairy farmers in VT and New England through farm business succession workshops.
Appalachian region of North Carolina	Web-Based Risk Management Resources for Appalachian Farmers	Appalachian Sustainable Agriculture Project	Charlie Jackson 828-236-1282 Charlie@asapconnections.org	\$10,000	To develop new markets in Appalachian NC aimed at specialty crops that will replace burley tobacco through web based resources.
Delaware, Maryland, New Jersey, Pennsylvania & Virginia	Risk Management Education & Direct Farm Markets	University of Delaware	Carl L. German 302-831-1317 clgerman@udel.edu	\$10,000	To focus on fruit, vegetable, dairy, and livestock producers as they diversify their businesses in developing direct-to-consumer marketing enterprises. Will target 200 producers and farm market operators in DE, MD, NJ, PA and VA that will attend a four-day retail farm marketing educational conference
Pennsylvania	Crop Insurance, Marketing and Finance to Reduce Risk and Strengthen Profitability: Case Farms Patterns	The Pennsylvania State University	Dr. Gregory Hanson 814-865-6362 gdh3@psu.edu	\$10,000	To improve risk management skills and plans of 90 Northeastern farmers through preparation of case studies that will be used to train producers based on the findings.
<b>St. Paul, MN Regional Office</b>					
Minnesota, Wisconsin, and Iowa	Strengthening Production and Business Skills for Underserved Organic Tree Fruit Producers in the Midwest	Midwest Organic and Sustainable Education Service (MOSES)	Deirdre Birmingham 608-967-2362 <a href="mailto:deidreb@mindspring.com">deidreb@mindspring.com</a>	\$9,934	To provide information, resources and peer support to traditionally underserved tree fruit growers in WI, MN, and IA. To organize a 1.5 day advanced grower production, business and marketing seminar in La Crosse, WI, February 2008. Growers will in turn host two field days at their orchards to discuss and demonstrate risk-reducing strategies in organic tree fruit production and marketing.
Wisconsin	Heart of the Farm – The Next Level	University of Wisconsin	Joy Kirkpatrick 608-263-3485 <a href="mailto:Joy.kirkpatrick@ces.uwex.edu">Joy.kirkpatrick@ces.uwex.edu</a>	\$9,999.29	To provide opportunity to farm women to develop skills in areas

					such as dairy milk marketing, employee management, and development of a value-added enterprise business plan. To organize focus groups comprised of past participants to hone their management skills. This project will take farm women to the next level of farm risk management.
Minnesota	Managing Financial Risk through Safe Processing of Home-canned Foods Sold at Minnesota's Farmers' Markets	Minnesota Fruit & Vegetable Growers Association	Marilyn Nysetvold Johnson 763-434-0400 <a href="mailto:mfvga@msn.com">mfvga@msn.com</a>	\$9,100	To provide information for small fruit and vegetable producers who wish to sell home-canned fruits & vegetables as outlined and regulated in Minnesota's "Pickle Bill," which recommends producers successfully complete a better process school recognized by the Commissioner of Agriculture. The series of workshops will provide producers information to process their pickles safely.
Wisconsin	Risk Management Training for Wisconsin Christmas Tree Growers	Custom Ag Solutions	Brett Crosby 307-548-9636 <a href="mailto:bcrosby@casnow.com">bcrosby@casnow.com</a>	\$9,702	To deliver previously developed Christmas Tree Risk Analysis Tool (CTRAT), a Microsoft Excel-based decision support tool used to analyze risk management decisions, partnering with the Wisconsin Christmas Tree Producers Association. Will provide further training in CTRAT and advanced risk management principles.
Minnesota	Commodity Partnership Small Session Program for Christmas Tree Growers (Convention)	National Christmas Tree Association	Pam Helmsing 636-449-5042 <a href="mailto:helmsing@drakeco.com">helmsing@drakeco.com</a>	\$8,000	To provide risk management education in finance and marketing at two sessions during their annual convention. Also provide mailings and articles in their magazine.

<b>Spokane, WA Regional Office</b>					
Idaho	Idaho RightRisk Education Project	RightRisk, LLC	Rodney Sharp 970 434 0136 <a href="mailto:rrrod@bresnan.net">rrrod@bresnan.net</a>	\$10,000	To provide risk management education (AGR-Lite, crop insurance, drought, production management, marketing alternatives) to ID producers in through RightRisk curriculum which includes a simulation scenario that stimulates risk management decisions on a typical farm.
Idaho, Oregon, Washington	Using Direct Marketing and Financial Planning to Decrease Farm Financial Risk in the Inland Northwest	RuralRoots, Inc.	Colette DePhelps 208 883 3462 <a href="mailto:Colette@ruralroots.org">Colette@ruralroots.org</a>	\$9,445	To conduct a two-day workshop covering direct marketing strategies and related farm financial planning; assessing the farm direct marketing potential of products in a community/region; and ways to maximize direct market.
Oregon and Washington	Risk Management Training for Oregon and Washington Christmas Tree Growers	Custom Ag Solutions	Brett Crosby 307 548 9636 <a href="mailto:bcrosby@casnow.com">bcrosby@casnow.com</a>	\$9,999	To provide risk management training and consultation opportunities for OR and WA Christmas tree growers through two days of one-on-one training as well as a group training session on tree pricing strategies.
Idaho	Keep the "Family" on the Family Farm Seminar Series	Idaho Agri-Women	Teri Ottens 208 321 2389 <a href="mailto:ams@cablone.net">ams@cablone.net</a>	\$10,000	To provide two seminars focusing on tools and techniques farm families can use to stay on their farms and pass it on to future generations, viable and intact.
Idaho	Risk Management Education for Potato Growers concerning Farm Sustainability and Succession	Potato Growers of Idaho, Inc.	Keith Esplin <a href="mailto:pgike@cablone.net">pgike@cablone.net</a> 208 785 1110 Daiko Abe <a href="mailto:pgida@cablone.net">pgida@cablone.net</a>	\$9,931	To provide producers, through a seminar and workshops, the major financial, management, and transitions risks associated with succession – emphasizing the need to develop a succession plan early.
<b>Springfield, IL Regional Office</b>					
Michigan	Risk Management Training for Michigan	Custom Ag Solutions	Brett Crosby 307 548 9636 <a href="mailto:bcrosby@casnow.com">bcrosby@casnow.com</a>	\$9,999	To provide risk management training and consultation

	Christmas Tree Growers				opportunities for MI Christmas tree growers through two days of one-on-one training as well as a group training session on tree pricing strategies.
Illinois	RightRisk Education in Northwestern Illinois	RightRisk, LLC	Jeffrey Tranel 719 251 0990 <a href="mailto:jeff@wyassociates.com">jeff@wyassociates.com</a>	\$10,000	To provide risk management education (AGR-Lite, crop insurance, drought, production management, marketing alternatives) to producers in northwestern IL through RightRisk curriculum including a simulation scenario that stimulates risk management decisions on a typical farm.
<b>Topeka, KS Regional Office</b>					
Nebraska (Holt and Cherry Counties)	RightRisk Ag Survivor Education Program in Nebraska	RightRisk, LLC	Dana L. Hoag 970 217 3149 <a href="mailto:dhoag@colostate.edu">dhoag@colostate.edu</a>	\$10,000	To provide, through award winning simulation software, AgSurvivor, and support materials, risk management education to livestock producers and extension educators in Holt and Cherry counties, NE
Missouri	Annie's Project I & II – Missouri	The University of Missouri, The Curators of	Mary Sobba 573 581 3231 <a href="mailto:sobbam@missouri.edu">sobbam@missouri.edu</a>	\$10,000	To provide Annie's Project I, which empowers farm women to become better business partners through networks and by managing and organizing critical information; participants learn to write business plans, compare insurance, construct financial statements, calculate financial ratios, evaluate leases and develop marketing plans. Annie's Project II is an in-depth four class session on market risk and tools.
Colorado	Risk Management Small Session for Goat Producers	Colorado State University	Shana Gillette 970 581 4853 <a href="mailto:Shana.Gillette@colostate.edu">Shana.Gillette@colostate.edu</a>	\$10,000	To provide training and develop a web resource to provide goat producers with

					up-to-date information on “hot topics” such as “Floppy Kid Syndrome” and zoonotic diseases.
Colorado, Kansas, Missouri	Regional Risk Management Workshop	Country Hedging, Inc.	Keith Banta 800-961-1133 <a href="mailto:kbanta@countryhedging.com">kbanta@countryhedging.com</a>	\$10,000	To provide a workshop to update farmers on changing environment of managing risk associated with livestock feeding, petroleum purchasing, grain marketing and legal issues.
Nebraska	Risk Management Mentoring for Farmers and Ranchers	Legal Aid of Nebraska	Michelle Soll 402 648 3457 <a href="mailto:msoll@legalaiddofnebraska.com">msoll@legalaiddofnebraska.com</a>	\$9,970	To provide one-on-one mentoring program to help Nebraska producers expand understanding of risk management tools and technological access to risk management information.
<b>Valdosta, GA Regional Office</b>					
Florida	Horticultural Risk Management Education & Training for Nursery & Landscape Industry-FNATS Short Course	Florida Nursery, Growers and Landscape Association	Linda Reindl 407-295-7994 <a href="mailto:lreindl@fngla.org">lreindl@fngla.org</a>	\$10,000	To provide a 1-1/2 day training program focusing on the woody ornamental production segment of the horticultural industry.
Florida	Horticultural Risk Management Education & Training for Tree Growers-Great Southern Tree Conference	Florida Nursery, Growers and Landscape Association	Linda Reindl 407-295-7994 <a href="mailto:lreindl@fngla.org">lreindl@fngla.org</a>	\$10,000	To provide a 2-day hands on, outdoor meeting geared toward the tree production industry to be attended by 400 people.
Florida	Horticultural Risk Management Education & Training for Tree Growers-Floriculture Field Day	Florida Nursery, Growers and Landscape Association	Linda Reindl 407-295-7994 <a href="mailto:lreindl@fngla.org">lreindl@fngla.org</a>	\$10,000	To provide a 2-day training program which will focus on the floriculture production segment of the horticultural industry.
Georgia	Commodity Partnerships for Small Agricultural Risk Management Education Sessions	Georgia Green Industry Association	Sherry Loudermilk 706-632-0100 <a href="mailto:sherry@ggia.org">sherry@ggia.org</a>	\$10,000	To teach participants about risk management tools so that they will be better equipped to apply these tools to their operations. Will provide 20 training seminars in four regions of GA to reach 600 producers.