

2007 RMA OUTREACH PARTNERSHIP AGREEMENTS

Project Name / Area(s)	Organization	Contact	Amount	Objective
Delivery Risk Management Through a Comprehensive Sustainable Program State: GA	African American Family Farmer Inc	Melvin Bishop 706-485-9673	\$100,000	To increase the viability, profitability and survivability of limited-resource farmers through the Comprehensive Sustainability Program.
Comprehensive Education and Training Program for Native American Farmers	Ag Force, Inc.	Jason Schickendanz (979) 229 – 1481	\$100,000	To develop and implement risk management awareness, techniques, and strategies to a very hard to reach Native American farming and Pueblo community population.
Risk Management and Community Outreach Program for Minority and Underserved Agricultural Producers in Alabama	Alabama A&M University	Dr. Ducan Chembezi (256) 372 – 4970	\$180,000	To conduct community outreach and provide risk management education to minority and socially disadvantaged agricultural producers in Alabama’s underserved communities.
Strengthening and Expansion of ASD's System of Risk Mitigation for Small, Limited Resource Farmers in Southwestern VA and Northeast TN.	Appalachian Sustainable Development	Anthony Flaccavento (276) 632-1121	\$125,000	To expand and strengthen Appalachian Sustainable Development’s system of risk mitigation for small, limited resource farmers in southwestern Virginia and northeast Tennessee.
Southwest Indian Country Rural Enhancement Through Improved Recordkeeping, Agri-Tourism, AGR-Lite and other Programs State: AZ	Arizona Board of Regents, University of Arizona	Mr. Trent Teegerstrom (520)621-6245	\$125,000	To enhance the risk management skills and economic vitality of rural tribes and other limited resource and socially disadvantaged individuals through building upon RMA Outreach programs delivered over the last two and a half years on joint agri-tourism and specialty agri-products.
Empowering Under-served Farmers to Manage Risk Through Business Planning, Farm Financing, Crop	California FarmLink	Mr. Steve Schwartz (707) 829 - 1691	\$105,000	To offer trainings on business planning, farm financing, crop insurance, and land tenure to minority and young farmers, as well as succession planning

Insurance and Farm Transition State: CA				and diversity training for retiring farmers.
Risk Management Training for Immigrant Farmers in Maine State: NH ; ME	Coastal Enterprises	James Hanna (207)882-7552	\$100,000	To encourage and support socially disadvantaged farmers to successfully acquire, own, and operate farms in Maine and New Hampshire.
Building Direct Marketing Capacity Among San Joaquin Valley and Central Coast Farmers State: CA	Community Alliance with Family Farmers	Kristen Schroer (530) 756-8518 Ext: 39	\$59,275	To address risk factors in the Central Coast Valley by developing more efficient and profitable farms and increasing long-term economic viability of limited resource growers, specifically by assisting them in reaching new markets, building stronger direct marketing skills, developing new income streams, and accessing agency resources to assist in strategic use of these resources.
Food Policy Councils: Supporting Local Food Systems and Limited Resource Producers State: CA	Community Food Security Coalition Inc	Andrew Fisher (310) 822-5410	\$100,000	To build capacity of current and emerging food policy councils and food system coalitions, and to catalyze partnerships between FPCs and limited resource producers to improve the economic viability of those producers.
New Entry Sustainable Farming Project - Risk Management Outreach, Training and Technical Assistance Program State: MA	Community Teamwork, Inc.	Jennifer Hashley (617) 636 - 3793	\$150,000	To extend and improve their outreach, training and technical assistance programs; build constituent base to include many other underserved producers; and provide many new training and technical assistance services to this broadened farmer base.
Alternative Livestock Production as a Tool for Risk Management State: NC	Concentric Management Applications	Renita Carter Page (336) 638-2170	\$150,000	To serve as a training pilot for development of marketing management systems which can be replicated and transferred to other small scale farm operations.
New Farmer Development Project	Council on the Environment,	Kate Granger (212) 341-	\$100,000	To educate and support immigrants with agricultural

(NFDP) State: NY	Inc	2254		experience to become successful local farmers in the northeastern United States
Western Navajo Nation Traditional AG Outreach State: AZ	Developing Innovations in Navajo Education	Kyril Calsoyas (928) 714-9422	\$130,000	To provide support and direct services programs to disadvantaged Navajo families within eight communities of the Southwestern region of the Navajo Nation. These programs will promote restoration and adoption of traditional agricultural practices and provide direct services support for Navajo farmers and value added food producers.
Sheep is Life Outreach and Education Partnership State: AZ; NM; UT	Dine be iina, Inc	Roy Kady	\$100,000	To inform traditionally underserved Navajo sheep and goat producers on tribal lands in Arizona, New Mexico, and Utah about Risk Management solutions, training, and education, to improve community economic stability.
Southwest Marketing Network for Limited Resource, Socially Disadvantaged and Traditionally Underserved Farmers and Ranchers State: NM; AZ; UT; CO	Farm to Table, Inc	Ms Pamela Roy (505) 473-1004	\$150,990	To improve the economic viability of limited resource, socially disadvantaged and traditionally underserved farmers, ranchers, and organizations in the Southwest (New Mexico, Arizona, Utah, Colorado and Tribal communities).
Emerging Risk for AG Producers V State: GA	Federation of Southern Cooperatives	Jerry Pennick (404) 765-0991	\$250,000	To assist the target population with managing their legal risks.
Emerging Farmer Training & Outreach Program State: OR	Friends of Zenger Farms	Beth Delmar (503)282-4245	\$75,000	To perform outreach and training needs assessment within Hispanic immigrant and refugee farming community, host a simultaneous translation training for farm business interpreters, provide hands-on trainings for immigrant and refugee farmers in the Portland metro area.

<p>Heir Education and Long-Term Planning Program (H.E.L.P.)</p> <p>State :GA</p>	Fort Valley State Univ.	Keishon Thomas	\$15,992	To assist minority producers and farmers with heir property challenges by implementing the Heir Education & Long-term Planning Program.
<p>Landowner Initiative for Forestry Education (LIFE) Program in Georgia</p> <p>State: GA</p>	Georgia Forestry Commission	Marc Thomas	\$68,706	To increase outreach, awareness and technical assistance to minority and limited resource forest landowners about land management and its value.
<p>Cultivating New Farmers</p> <p>State: GA</p>	Georgia Organics, Inc	Alice Rolls (770) 993-5534	\$110,000	To cultivate new farmers through innovative and collaborative strategies that build on its foundation of risk management education and outreach to historically underserved farmers.
<p>The Farm-City Link</p> <p>State: WI</p>	Growing Power Inc	William Allen (414) 527 - 1546	\$500,000	To provide comprehensive training in risk mitigating production, marketing, legal, and financial strategies through on site and outreach visits with a focus on minority-people of color, immigrant and women family farmers and ranchers.
<p>National Immigrant Farming Initiative</p> <p>State: NY</p>	Heifer International	Rebecca Morgan (718) 875-3249	\$165,000	To create resources that will be of national use and improve access to risk management strategies and agricultural support systems for approximately 400 underserved immigrant producers.
<p>Hispanic Farmers and Ranchers of America Outreach and Assistance Project in Conjunction with RMA</p> <p>State: NM; TX</p>	Hispanic Farmers and Ranchers of America, Inc.	Lupe Garcia (505) 644-6534	\$150,000	To provide outreach and technical assistance to farmers and ranchers in Southern N.M. and West Texas who have and annual gross receipts of less than \$100,000.00 or have suffered severe financial losses in the scope of their operation.
<p>Economic Enhancement Opportunities</p> <p>State: Arkansas</p>	Hmong National Development, Inc	Nou Vang (202) 463-2118	\$115,000	To establish centers of knowledge within the Hmong community and widely promote their availability so that families will know where

				to get the assistance they need with farm management questions and problems.
Iowa Women in AG Mobile Computer Lab State: IA	Iowa Women in Agriculture	Elaine Gaesser (641)344 - 2367	\$75,000	To improve the risk management capability and options for women farmers as underserved producers by offering hands-on training/ education on existing and emerging on-line and/or electronic risk management tools and programs.
Community Outreach and Assistance State: KS; OK	Kansas State University	Charles L Griffin (785) 532-2025	\$100,000	To provide an outreach mechanism for women involved in agriculture to come together for information and support in Kansas and Oklahoma.
Older, Minority, Women, Small and Tobacco Farmers Face Strategic Decisions, Phase III State: KY	Kentucky State University Cooperative Extension Program	Marion Simon (502) 597-6437	\$100,000	To address the risk management needs of African American, Hispanic and Native American farmers, women farmers, small farmers, limited-resource farmers, tobacco and peanut farmers, and target farmers who are “un-reached” by USDA and Extension programs.
New Forensic Ag Project State: MN	Land Stewardship Project	Amy Bacigalupo (320) 269-2105	\$93,940	To help beginning farmers who want to raise alternative crops and livestock find strategies to mitigate risk
Partnership for Success among Small and Limited Resource Producers State: OK	Langston University	Dr. D Chongo Mundende (405) 466 - 6167	\$220,000	To train producers on how to reduce, avoid, and manage financial risks.
On-Farm Energy Production: New Risk Management Strategies State: ME	Maine Rural Partners	Mary Ann Hayes (207) 581 - 4520	\$175,000	To deliver the most current information about alternative energy approaches to Maine’s limited resource and socially disadvantaged farmers, particularly organic growers, women and Native American farmers.

Building Grant Writing Assistance for Socially Disadvantaged and Immigrant farmers and Ranchers Nationwide	Michael Fields Ag Institute, Inc	Margaret Krome (608)238 - 1440	\$150,000	To increase the number of successful applications to RMA and other USDA programs from immigrant and other underserved farmers and ranchers; assure that language and culture are not a barrier to successful application.
Serving Michigan's Multicultural Agriculture State: MI	Michigan Food and Farming Systems	Scott Corrin (517) 432 - 0712	\$139,000	To provide comprehensive risk management educational opportunities, information, and access to risk management tools for women, small-scale, limited resource and minority producers of fruits and vegetables (under served) producers in Michigan.
Training and Tools in Northwest Michigan to Manage Production, Marketing, and Financial Risks Among Underserved and Aspiring, Beginning, Women, Hispanic, Native American, Organic, Sustainable and Other Farmers State: MI	Michigan Land Use Institute	Patty Cantrell (231)941 - 6584	\$88,744	To increase the number, and, success of, small scale farmers in the region by providing targeted risk management outreach planning, promotion, and delivery of information addressing production, marketing and financial risks.
Crop Risk Management for Berry Production in the Great Lakes Region Integrated Pest Management (IPM) Training for Minority and Disadvantaged Specialty Crop Producers State: MI	Michigan State University	Dr. John Wise (517) 432-2668	\$150,000	To provide Blueberry IPM Scout Training for blueberry and other underserved small berry producers.
Passive Solar Greenhouses: Reducing Risk for Multicultural and Limited Resources Farmers	Michigan State University	Jeanette Dubendorf	\$78,052	To provide women, limited resource, socially disadvantaged and other traditionally under-served farmers, experiential educational programs covering

State: MI				intensive small-scale farming skills related to year-round, organic production methods of vegetables, fruits, herbs and flowers using passive solar greenhouses and integrated perennial polyculture plantings.
MN Risk Management Outreach and Assistance Program to New Immigrant Farmers State: MN	Minnesota Food Association	Paul Hustich (651) 433-3676	\$85,000	To work with Latino/Hispanic and Southeast Asian/Hmong immigrant farmers in the state of Minnesota to increase their level of agricultural business management and expertise.
Providing Risk Management Tools and Education for Upper Midwest Specialty Crop, Limited Resource and Hmong Producers State MN	Minnesota Fruit & Vegetable Growers Association	Marilyn Nysetvoid Johnson 7634139585	\$150,000	To develop and deliver a variety of risk management solutions for MFVGA members and specialty crop producers in the Upper Midwest through a series of educational conferences and workshops and the development of new risk management materials.
Making Record Keeping and Sustainable Production Information Accessible to Immigrant Farmers: Designing Pictorial Narratives Integrated with Appropriate Language State: CA	National Center for Appropriate Technology	Kathleen Hadley	\$129766	To develop six graphic-heavy training materials in support of six workshops held in California for immigrant farmers.
Community-Based Organization Development, Planning and Participation as a Critical Risk Management Tool for Limit Resource Farmers State: CA	National Hmong American Farmers, Inc.	Chukou Thao (559) 225-5309	\$150,000	To provide collaborative outreach, informational opportunities, assistance and USDA RMA risk management training via eleven collaborators and advisors to traditionally underserved Hmong, Hispanic/Latino and women producers.
The Whole Farm Roadmap to Success	National Tribal Development	Billi Ann Morsette	\$165,000	To assist 300 individual minority farmers and ranchers

Initiative State: MT	Association	(406) 395-4095		on a one-on-one basis to overcome the barriers and risks associated with farming and ranching.
Alternative Risk Management Strategies for Limited Resource Farmers and Rural Families State: NC	NC Coalition of Farm and Rural Families	Charnell T. Green	\$180,000	To ensure that our targeted audience will be better able to use business/financial management, crop insurance, marketing contracts, and other existing and emerging risk management tools to reduce risk they are now facing.
Small and Minority Farm Viability: Risk Management Strategies State: NC	NCABL's Land Loss Prevention Project	Savonala Horne	\$110,000	To work collaboratively with local produce and food delivery experts and to use its years of loss prevention experience to reduce the number of farmland losses and assist with the expansion of farming output in rural North Carolina counties.
Planning the future of your farm: Managing the legal, financial, and human resources risks of farm expansion, transition, and transfer State: NC	North Carolina Farm Transition Network, Inc	Robert Branan	\$125,000	To offer outreach and assistance to limited resource and other underserved farmers on risk management with farm estate and transition planning through several distinct collaborative programs.
Expansion and Continuation of Delivery of Agricultural Risk Management Training & Outreach to Small Farmers in Florida State: FL	North-South Institute	Dr. Samuel Scott (954) 434-8220	\$162,800	To develop and implement Risk Management Training and Outreach for small-scale farmers, growers groups and community-based organizations in selected areas in Florida.
Plasticulture Using Compost-Amended Soils to Minimize Risk for Small & Socially Disadvantaged Farmers State: OK	OK Black Historical Research Project Inc	Willard Tillman (405) 257-6112	\$150,000	To conduct workshops to train small and socially disadvantaged farmers in “Plasticulture Using Compost-Amended Soils Program” as a means to minimizing crop production risks, and boosting production and incomes.

Alternative Fuel Systems for Sustainability of Small Farms State: NC; SC	Operation Spring Plant, Inc	Dorathy Barker (252) 492-7103	\$120,000	To perform outreach to underserved farmers looking for alternative fuel systems and enterprises, demonstrating to underserved communities the art and science of bio diesel production.
SMART Project State: TX	Prairie View A&M Research Foundation	Bob Effinger	\$72,000	To train small scale, socially-disadvantaged and minority agricultural producers through implementation of the Financial Management Curriculum for Small and Limited Resource Producers in Texas.
Managing External Risk New Tools for Social Disadvantaged Farmers and Ranchers National	Rural Coalition	Lorette Picciano (202) 628-7160	\$165,000	To enhance the economic viability of a diverse population of traditionally underserved and limited resource producers by equipping them with a comprehensive Farm-to-Market Risk Management Tool Box, to enable them to keep accurate farm records needed to make sound farm management decisions, purchase crop insurance, apply for loans, complete the IRS Schedule F, and apply for disaster assistance.
Insuring the New American Producer State: WA	Rural Community Development **	Luz Gutierrez	\$140,000	To equip a diverse population of socially disadvantaged, traditionally underserved and limited resource producers with comprehensive new tools enabling them to understand how external risks must be taken into account as they choose the economic model and risk management plan to adopt on their farm to guide production, land use, marketing and other critical business decisions.
Enhancing Access of Southern Limited Resources Producers Through Training in	Southern Sustainable AG Working Group	Archer Christian (734) 332-9926	\$85,000	To expand delivery of training information to limited resource producers during and beyond the duration of this project

Production, Marketing and/or Business Development State: AR	(SSWAG)			period, Southern SAWG and its collaborators will work to develop the leadership skills of local farmers.
Community Outreach - Completing the Circle by Managing Risk thru Partnership, Education and New Tools State: NM	Taos County Economic Development Corporation	Terrie Bad Hand & Patti Martinson (505) 758-8731	\$200,000	To implement risk management strategies within the livestock sector of northern New Mexico while continuing to support the programs and efforts already in place within TCEDC' Food System Model.
Community Outreach and Assistance to Women, Limited Resource and Other Traditionally Underserved Farmers and Land Owners in GA State: GA	Team Ag Georgia (TAG)	Marc Thomas 4787513524	\$60,000	To provide timely and relevant information through educational workshops and outreach that will assist landowners and users to become and remain financially stable as well as to preserve natural resources for future generations.
Frontera Agricultural Risk Management (FARM) Project State: TX	TX/MX Border Coalition Community Base Organization	Omar Garza (956) 488-0534	\$115,426	To provide risk management training and outreach that focuses on priority commodities to traditionally underserved, primarily Hispanic, farmers and ranchers in a 56-county, border-region area of Texas and New Mexico.
Mitigating Risk for Minority and Limited Resource Farmers thru Local Food Marketing Initiatives State: PA	Tides Center	Timothy Schiltzer (814) 349-6000	\$115,000	To provide direct marketing tools, technical assistance, and services to current project partners as well as to four new farmer advocacy organizations working throughout the country on behalf of women, limited resource, socially disadvantaged, and traditionally underserved producers of priority commodities and specialty crops.
Reducing Marketing and Financial Risk of Limited Resource, Socially Disadvantaged Farmers in the Alabama Black	Tuskegee University	Tasha Hargrove	\$125,630	To enhance the long-term sustainability of limited resource, socially disadvantaged fruit and vegetable producers in the Alabama Black Belt region by

Belt region Through Technical and Outreach Assistance State:AL				providing training and information opportunities that will minimize two of the most prevalent risk factors: marketing and financial risk.
Risk Management Education and Training for Spanish Speaking Farmers and Phase II State: AR; OK	Univ. of Arkansas, Board of Trustees	Dr. Jennie Popp	\$47,722	To conduct a risk management education program for Hispanic agricultural producers in Arkansas and Oklahoma.
Alaska Cooperative Development Program, Cooperative Risk Management Project State:AK	University of Alaska Anchorage	Andrew Crow	\$49,999	To address the needs of seafood/aquaculture producers in Alaska, and other priority commodities including field floricultural crops, specifically peony flower production, a high value crop, and the industrial oilseed crop destined for fuel production.
RME for Women, Limited Resource Socially Disadvantaged Row Crop and Livestock Producers in Arkansas State: AR	University of Arkansas at Pine Bluff	Dr. Henry English (870) 575-7226	\$150,000	To provide one-on-one assistance, workshops, news articles, newsletters, and field demonstration as part of a risk management educational program. The targeted groups for this project are socially disadvantaged farmers, limited resource farmers, and women farmers.
A Risk Management Training for Socially Disadvantaged Filipino and Other Southeast Asian Growers of Hawaii State: HI	University of Hawaii	Dr. Sabina Swift	\$150,000	To provide training and expand the one-on-one mentoring assistance on crop production, integrated pest management, pesticide safety, record keeping and farm finances to this socially disadvantaged group.
Community Outreach and RME for Limited Resource and Underserved Farmers in Virginia State: VA	VA State University	Albert Essel	\$150,000	To improve farm profitability and promote sustainability by enhancing the risk management skills for a minimum of 200 limited resource and socially disadvantaged producers through outreach, training and educational programs.

<p>Outreach to Latino, Women and Dairy Farmers</p> <p>State: WA</p>	<p>Washington State Dept. of Ag</p>	<p>Robert Gore</p>	<p>\$84,177</p>	<p>To follow-up on an RMA project conducted two years ago that provided specialized training to small dairies and cheese producers to both minimize their business risks and improve the food safety of their products</p>
<p>Cultivating Success: Community Based Education for Sustainable Small Farms</p> <p>State: WA</p>	<p>Washington State University Puyallup R&E Unit</p>	<p>Marcy Ostrom (509) 663-8181 X 263</p>	<p>\$125,000</p>	<p>To foster the long-term success and stability of small-scale farmers in Washington.</p>
<p>WI Community Outreach and Assistance Partnership Program</p> <p>State: WI</p>	<p>WI Dept. of Agriculture Trade & Consumer Protection</p>	<p>Kathy Schmitt</p>	<p>\$180,000</p>	<p>To targeted outreach to Hmong and Hispanic/Latino farmers by hiring bi-lingual outreach workers who will make face-to-face contact with these farmers in the lower three quarters of the state.</p>
<p>Mitigating Direct Marketing Risk</p> <p>State: MO</p>	<p>Winrock International</p>	<p>John Fisk (501) 280-3000</p>	<p>\$175,000</p>	<p>To conduct outreach by further developing a peer-to-peer learning network for underserved, direct-marketing farmers.</p>
<p>6th Annual Women in Blue Jeans Conference to Promote Risk Management Education to Women Working in AG</p> <p>State: MT</p>	<p>Women in Blue Jeans, Inc</p>	<p>Diana Goldammer (605) 995-2160</p>	<p>\$10,500</p>	<p>To provide risk management education and networking opportunities to 275 women in the agricultural industry, to reduce risk in their agricultural businesses.</p>