

Recipient	Project	Project Description	Award Amount	Award Type	State(s)
North 40 Ag	Soil health education and risk management training for Montana, North Dakota, and Wyoming producers	The recipient will focus on educating producers transitioning to new production methods like no-till, cover crops, and integrating grazing into cropping systems, which also includes beginning, livestock, women, small, organic, specialty, sustainable, value-added, Native American, StrikeForce, and traditional producers. Producers will learn about the benefits of soil health practices including cover crops and crop rotation, how to measure available forage for grazing, apps for agriculture, how cover crops interact with crop insurance, and the RMA Pasture, Rangeland and Forage (PRF) product. Producers will learn how to implement soil health principles to boost yields, increase grazing for livestock, decrease inputs, and increase profitability, which improves the overall sustainability of farms and ranches.	\$ 79,917	RME	Montana, North Dakota, Wyoming
Montana State University, Dept. of Ag Econ & Econ	Risk Management Education for Traditionally Underserved Groups in Montana: Specialty Crop Producers, Organic Producers, and American Indians	Federal crop insurance participation for Montana producers with diversified, specialty crop, and organic production systems, is remarkably low. American Indian producers, many of whom utilize both livestock and diversified crop production systems that have traditionally been difficult to insure, have typically gone uninsured. Whole Farm Revenue Protection (WFRP) expands insurance options for these producers, but potential adopters have been deterred by record keeping requirements and lack of knowledge of relevant insurance products. The recipient will create a series of face-to-face workshops and web materials, in partnership with tribal extension staff, specialty crop, and organic groups, to bring agricultural insurance information to groups traditionally underserved by the federal crop insurance program. These workshops will focus on 1) record keeping systems and requirements, 2) general risk management practices, and 3) using WFRP to manage production and price risk. The workshops will be held in six distinct locations across the state of Montana, including three on reservations, and three at statewide or regional meetings.	\$ 95,750	RME	Montana
Napa Valley Grapegrowers Association	Financial Risk Management Education Series on Farm Recordkeeping and Planning	Specialty crop producers face high production costs. It costs \$16,346/acre to grow grapes in Napa; comparatively, production costs in San Joaquin/Sacramento Valleys are a third of that, approximately \$5,438/acre (UC Davis). Given this disparity, growers need to remain diligent in farm record keeping/planning to ensure sustainable profit margins. The recipient will better equip winegrape growers with the training to accomplish this; project goal is to provide risk management education that helps producers mitigate financial risk and improve economic viability. The objective is to host a Grower Education Series on Farm Record Keeping and Planning, Organic Production, and Crop Insurance through a symposium (with multiple seminars), a workshop, and a video series filmed in English and Spanish. Activities will be located in the Napa Valley. Results/impact include growers maximizing revenue/efficiency, developing a farm financial plan, tracking/benchmarking labor costs and using crop insurance.	\$ 99,992	RME	California
Utah State University	Risk Management Education Programs for Small Specialty Crop Producers Including Refugee Farmers	The recipient will focus on reaching underserved audiences for specialty crops in Utah and Arizona. The primary audience is women and limited resources farmers with programming targeted to limited English refugee farmers, Native Americans. Project programs include: 1) 2-day small farms/urban farming conference including: production, crop insurance, financial management, food safety and other risk management topics; 2) Beginning farm workshops: 8 0.5-hour session topics and hands on demos and 8 ask the expert stations (with experts on entomology, chickens, bees, farmers markets, irrigation and specialty crop production); 3) specific programs for limited English farmers: 4-hour workshops as part of urban and small farms conference, summer farm tour, and irrigation sessions/demo during the beginning farmer workshop; 4) workshops in Strikeforce counties: 2-4 1-hour Native American financial/tax presentations, 1 2-hour Native American specialty crop selection; 5) distribute crop insurance materials at workshops in 6 Utah counties (2 are Strikeforce Counties); 6) specialists working with specialty crop producers to solve individual production problems; and 7) write fact sheets and post online: 2 on RuralTax.org, and 9 specialty crops.	\$ 99,939	RME	Arizona, Utah
Master Stockman Consulting	Risk Management Education for Livestock, Beginning, and Traditional Producers	The recipient will work with RMA and five partner organizations to deliver training in risk management and crop insurance topics with target audiences of livestock, beginning, and traditional producers in Arizona, California, and Nevada in the Davis Region. The program and informational pieces will focus on providing producers with tools that enable them to improve their decision making process and mitigate risk. Topical coverage will include LRP for cattle and lamb, Pasture Rangeland Forage (PRF) and utilizing the Break-even Budget tool and other economic tools on the Wyoming Ranch Tools website to analyze decisions. Use of these tools will improve producers decision making process and help them make insurance and other risk mitigation decisions based on sound economic principles.	\$ 99,994	RME	Arizona, California, Nevada

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Center for International Trade Development	Center for International Trade Development Risk Management Education Partnership Program	The recipient will deliver crop insurance education and risk management training to farmers and ranchers, including limited resource, socially disadvantaged and other traditionally under-served agricultural producers in central California. Project activities focus on training to identify and managing Production, Marketing and Financial Risk. Additionally, the recipient will provide workshops, webinars one-on-one technical assistance, risk management tools, and guidance to a regional audience. Partners hold key project roles in development and outreach to existing networks of farmers matching target demographics. The program will target the eight county San Joaquin Valley region, the heart of California's agricultural production, and directly serve 780 farmers. Workshops cover crop insurance, analysis of market fundamentals, strategic planning, costs of production, financial records, asset management, and risk management plan development. Select workshops and webinars will be offered with Spanish and Hmong interpretation, using electronic headsets and translated class materials.	\$ 98,366	RME	California
University of Arizona	Risk Management Education for Arizona Livestock Producers on Recordkeeping, Rainfall Index and Whole Farm Insurance	The recipient will improve risk management skills and decisions made by Native American, primarily on the Navajo Nation, and other limited resource livestock producers in Arizona. Specific objectives for producers to reach these goals include providing hands-on workshops and an electronic newsletter that addresses 1) Record Keeping tools and practices utilizing "pocket record notebooks" for livestock; 3-ring binder Record Keeping Workbooks with worksheet templates, envelopes, and dividers provided; and hands-on computer instruction using electronic spreadsheets; 2) Rainfall index insurance for rangelands, and 3) Whole Farm Revenue education with instruction on how Whole-Farm works as a livestock disaster assistance program tool. Two-thirds of the workshops proposed are expected to be comprised of mainly Native American producers. The recipient estimates that at least 55 percent of our workshop participants will be able to develop a practical strategy for keeping records and implementing an overall risk management plan and that 25 percent will make better risk management decisions as a result of our RME trainings, verified primarily through audience response system questions during and after workshops.	\$ 80,225	RME	Arizona
FamilyFarmed	Growing Success: Best Practices in On-Farm Food Safety, Wholesale and Direct Marketing for Davis Region Specialty Crop Farmers	The goal of Growing Success is to build the skills of 395 farmers and enable them to better understand opportunities and risks in wholesale and direct marketing and adopt best practices that minimize their risk. The recipient will work with four partners in California to engage small-scale specialty crop farmers who are selling products into local food markets. Participants will be invited to one of six training workshops, receive a companion manual (Wholesale or Direct Market Success), receive two Growing Success/Food Safety/RMA WholeFarm Revenue Protection Insurance news and resources e-blasts, be introduced to the On-Farm Food Safety website where each can create a free food safety plan, and be invited to join an online discussion group where they can find technical assistance answers and topical discussions. The recipient anticipate farmers will make changes to their operations to minimize their risk. Specifically, farmers will increase their understanding about best practices in Wholesale and Direct Marketing, Food Safety and Postharvest Handling Risk Management, and about available Crop Insurance options including Whole Farm Revenue Protection; develop risk management plans and strategies; and begin to implement specific best practices in their operations.	\$ 84,502	RME	California
Agriculture and Land-Based Training Association	Market and Insurance Training for Small Organic Farmers	The recipient will train beginning and aspiring farmers annually in its Farmer Education Course and Organic Farm Incubator. The Market and Insurance Training for Small Organic Farmers project will enhance the recipient's on-going program through additional workshops, resources, and direct technical assistance related to crop insurance and marketing risk. Farmers need targeted training on weighing the risks in marketing their produce. Recipient will provide education on the range of marketing channels, contract production, sales basics, and create new tools that help farmers plan for less risky market windows for wholesale production. New crop insurance curricula and tools will also be developed and incorporated into the recipient's program with a focus on Whole Farm Revenue Protection and Noninsured Crop Disaster Assistance Program.	\$ 78,396	RME	California

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SoNoma County Winegrape Commission	Protecting Family Farms for the Next 100 Years Through Succession Planning and Risk Management Trainings	One of the biggest threats facing Sonoma County agriculture today is the aging workforce; the average farmer is 60.1 years old with no clear successor identified. In order to protect agriculture its imperative to act quickly and support a smooth transition to the new generation of farmers. According to the American Farmland Trust over 30,000 acres of farmland are lost every year in California and over 200,000 acres of Bay Area farmland have been developed since 1984. With this grant we aim to educate Sonoma County farmers on the importance of succession planning and mitigate the risk of multi-generational families losing their farms. We propose to hold a series of workshops under the theme: risk management through succession planning. These free workshops will build upon one another to provide a comprehensive risk management overview. Our nationally renowned speakers will stress the urgency and importance of succession planning. Topics covered include the importance of crop insurance, workers comp and liability insurances, record keeping and documentation, legal and financial implications and exceptional HR practices on how to identify and develop the next generation of farmers. We will measure results by the knowledge gained to develop a business succession plan for their farm.	\$ 96,333	RME	California
University of California Cooperative Extension	Risk Management Training and Decision-making for Small Scale Specialty Crop and Livestock Producers in the Sierra Foothills of California	The recipient will provide risk management education to small-scale specialty crop and livestock producers in the foothills of the Davis, California RMA region. This training will help beginning and experienced farmers to identify and manage financial, marketing, and human risks related to scale and profitability, thus improving the economic viability of their operations. The recipient will offer a comprehensive training program of face-to-face educational and networking events; delivering 122 hours of training. Educational events include intensive short courses; farm business, profitability, wholesale marketing, and farm safety workshops; farm-to-farmer mentoring and networking events. Producers will learn to identify and assess risks and develop strategies to manage those risks. Key risks include financial risks of investing in land, equipment, and infrastructure to build or scale up a farm; marketing risks related to scaling up from local direct marketing to wholesale and direct-to-retail; and the human risks involved with hiring labor to increase productivity. As a result of the training, producers will develop and implement strategies for managing key financial, marketing and/or human risks associated with scale and profitability.	\$ 96,867	RME	California
Chico Bean Growers dba North Valley Ag Services	Helping Specialty Crop Producers Mitigate Financial Risks Through Training on Farm Recordkeeping, Crop Insurance, and General Financial Best Practices	With many CA specialty crop prices diving (20% drop & ~\$1.8 billion in losses since 2014 for almond producers, Food & Agribusiness Research Advisory Group), drought losses of \$810 million (UC Davis), and spiked labor costs (\$15/hour by 2020 - CA Legislation 2016), farmers and agricultural professionals are faced with the critical need to understand and improve their financial management practices and better plan to make sound financial decisions. The recipient will address this need with a project GOAL of training specialty crop producers (priority commodity) on farm record keeping and planning (Priority Topic Area), equipping them to better manage farm finances. Objective is to reach almond, walnut, and other specialty crop producers through delivery methods of workshops, one-on-one trainings, an educational booth, one large meeting, and an educational mailing. Training location is Butte County for growers from Butte, Tehama, and Glenn Counties. Results/ impacts include growers better understanding practices to mitigate financial risk, aligning costs with a farm baseline, and experiencing better profitability.	\$ 99,678	RME	California
National Center for Appropriate TechNology	Tools for Success: Financial and Production Recordkeeping Training and Technical Assistance for Underserved Strawberry Growers in the Sacramento Valley	In the Sacramento Valley, many small-scale Mien strawberry growers, who are immigrants from Laos, struggle to earn a living selling strawberries. These growers have not been trained or exposed to information about business management, soil health or biological pest management practices, often because the information is not available in a way that is accessible, adaptable at their scale and/or because of language barriers. This project seeks to provide training and technical assistance in recordkeeping, business management, and sustainable agriculture, and provide tools and information for these growers in a culturally appropriate manner to better manage financial and production risks. This project will provide 30 small-scale strawberry growers in the Sacramento region with training and technical assistance on recordkeeping tools to track yields, best management practices for biological controls of common strawberry pests, and crop insurance information. The project activities will improve both financial and production aspects of strawberry operations for a traditionally underserved minority grower population and assist these growers to mitigate production and financial risks. Throughout the project, farmers will be involved in the process to take ownership in tracking and observing changes in soil health, implement pest management tools and keep records of crop yields and sales.	\$ 49,356	RME	California

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Local First Arizona Foundation	2017 Arizona Food & Finance Forum, Regional Food Seminars, and Spanish Translation	The recipient will deliver business knowledge, resources and networking opportunities to small producers, farmers and entrepreneurs working in Arizona's local food systems to help grow capacity and forge alliances that build collaboration. The grant consists of three elements: 1.) The 2017 Food and Farm Finance Forum (FFFF) will provide producers, farmers and entrepreneurs an opportunity to gather, network, learn, develop new skills within small agriculture business strategy, financial analysis, risk management and local food marketing. The FFFF connects rural and urban producers, farmers and entrepreneurs with vital resources across Arizona's local food system, including investors and sources of capital. 2.) Three (3) One-Day Regional Food Seminars will provide business and marketing strategy training and resource development within local and regional food systems, specifically targeting small, Hispanic, women or limited resource producers in Cottonwood, Globe and Gilbert, AZ. The Gilbert Seminar will additionally focus on urban farmers. 3.) Expand Spanish language content on Good Food Finder (GFF) to improve access for Hispanic producers, farmers and entrepreneurs to join the online directory to promote their businesses and leverage GFF's statewide business network and to give Hispanic consumers an online tool to source good, healthy, local foods.	\$ 67,584	RME	Arizona
AgRaeis, Inc.	Risk Management Education for African American, Beginning, Livestock, and Specialty Crop Producers in RMA's Jackson Region	The recipient will work with RMA and five partner organizations to deliver training in risk management and crop insurance topics to African American, beginning, livestock, and specialty crop producers in Kentucky, Mississippi, and Tennessee in RMA's Jackson Region. The project includes training events for livestock producers (1), specialty crop producers (2), African American producers in Strike Force areas (4), and beginning producers (16). Participants will learn fundamental risk management strategies/tools, including farm financial benchmarking and crop insurance programs (e.g., PRF, LRP, and WFRP). Producers will also learn to assess and implement other risk management strategies and tools leading to more effective Federal crop insurance program utilization. Proposed project results are designed to improve the stability/profitability of Jackson-region farming operations.	\$ 99,999	RME	Kentucky, Mississippi, Tennessee
Texas A&M AgrLife Extension Service	Decision-Making Using Risk Management Tools	Falling commodity prices, increasing costs and extreme weather elevate risk and undermine sustainability of Texas agricultural operations. Low signups for STAX and SCO insurance products indicate a lack of understanding of these tools. The recipient will target Texas crop and livestock industries with programs directed to production, marketing, financial and legal risk management education. Incorporated in programs will be an increased focus on farm plan development and use of available risk management software. Programs are offered addressing tools and strategies for production, marketing and financial risks for crop and livestock producers specifically. Because many Texas producers have diversified operations, four programs, addressing production, marketing, financial and legal risks, are offered for both industries. Programs will enable Texas agricultural producers to develop and implement effective risk management plans. Offerings, from short to long programs, allow attendees to select depth of training in line with their risk management knowledge and available time. Crop meetings will be held in the Panhandle, North and West Texas, Southwest Texas, and the Coastal Bend. Specialty crop meetings will be held in South, Central and North Texas and the Coastal Bend. Livestock meetings will be held in South, Southwest, West and North Texas and the Panhandle.	\$ 85,264	RME	Texas
National Immigrant Farming Initiative Inc.	Risk Management Education in Farming Production Systems at Mora and Taos Counties with Socially Disadvantaged Producers in Northern New Mexico	Risk Management Education in Farming Production Systems at Mora and Taos Counties reaching socially disadvantaged producers in Northern New Mexico. A project among a network of our partners in two strike force counties, Taos and Mora in Northern New Mexico, reaching socially disadvantaged limited-resource producers with training and education in 5 areas of risk, as well as financial literacy, farm financial bench marking, crop insurance, organic certification and production, specialty crops, and existing and emerging risk management tools. The educational holistic participatory method includes: 24 educational activities conducted with 2 community-based groups covered by one Field Coordinator and 5 local partners. Objectives: Create hands-on education programs engaging 2 producer groups with risk analysis and decision-making; provide culturally-relevant training on risk topics requested by participants; establish learning environments where participants internalize concepts and can implement risk management decisions; build leadership and confidence to access a range of USDA programs.	\$ 99,840	RME	New Mexico

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Texas Organic Farmers and Gardeners Association	Risk Management for Texas Diversified and Organic Producers	The recipient will offer two workshop and one online resource strategy to reach sustainable and organic specialty crop producers with risk management strategies. This project will help small and mid-scale farms raising diversified crops and using sustainable and organic methods to increase their risk management strategies by gaining awareness of and adopting new organic record keeping strategies and Whole Farm Revenue Protection program products as well as increasing their access to risk management resources on the recipient's website. The project will provide workshops at its Annual Conference and around the state to reach the intended audience. The project will also assemble risk management resources that support diversified, sustainable, and organic small and mid-size farms.	\$ 50,067	RME	Texas
Oklahoma State University	Risk Management Education for Winter Canola Producers in Oklahoma	The recipient will provide training to producers for optimally utilizing crop insurance, risk management, and financial management tools focusing on expanding canola production in the state. This project embraces RMA's strategic goal of ensuring that producers are well informed of risk management solutions. Plus, the project focus, winter canola is an underserved, Priority Commodity. The specific goals of this program are to educate stakeholders on: risk management and crop insurance tools available and how to utilize them; production risk management; and marketing options. Participants will receive risk management and crop insurance education and training through a series of coordinated events including: Canola College 2017, canola education events, and tours of field demonstrations showcasing risk mitigation strategies for winter canola. Expert assistance will be provided by university Extension Specialist, Great Plains Canola Association, and others from the canola industry. A range of innovative educational methods will be utilized to deliver key products and messages. Team Partners have a strong commitment to success of the project and will be an integral part of the educational process. The target audience will include new and experienced canola producers as well as women and minority producers.	\$ 94,938	RME	Oklahoma
Oklahoma State University	Risk Management and Crop Insurance Education for Oklahoma Agricultural Producers	The goal of this project is to provide risk management education to Oklahoma agricultural producers. Growing farm financial stress plus Oklahoma's historical high incidences of weatherrelated risk in agricultural production contribute to growing demand for education. The recipient will deliver appropriate tools and training to producers so they are well-equipped to manage risk in their operations. Most programs include components for producers of livestock, an underserved commodity; some programs are targeted to the underserved audiences, including women and minority producers, new and beginning producers, and specialty crop producers. Delivery methods include: A statewide conference for women in agriculture; two one-day continuing education workshops targeted to women in agriculture; quarterly webinars for farm finance, crop insurance and risk management education; translating a Beef Cattle Manual into Spanish; quarterly risk management newsletter for beef/forage producers (print and electronic); and a Peanut EXPO conference and research field day. Expected impacts include improved understanding and increased use of insurance and recordkeeping tools by producers together with better understanding of benchmarking and a broad array of risk management strategies.	\$ 99,579	RME	Oklahoma
National Crop Insurance Services	Developing Marketing Plans and Strategies for Limited Resource Producers of Underserved Commodities in North Carolina StrikeForce Counties	The recipient will enable small, limited resource, and socially disadvantaged producers of underserved commodities and specialty crops in North Carolina StrikeForce counties, to understand and respond to marketing risk. Participants will acquire the market analysis skills and understand their own operations sufficiently to develop and implement detailed marketing plans at the enterprise level. Three sequential workshops (18 hours) supplemented by personal assignments and individualized counseling (60 hours) will be delivered in two locations to producers via a partnership of subject matter experts and local educators. Participants will develop, for each decision variable in the Marketing Mix (product, price, place, promotion, people) a written goal, consistent with consumer preferences for their commodities. For each goal they will delineate three specific actions they will take to reach those goals, and commit to implement their specified marketing plans. Extension Educators will support and monitor progress throughout the project recording the number of actions completed. This innovative, concentrated and iterative program, with sequential workshops, hands-on activities and individualized follow-up, provides participants an opportunity to succeed. This educational approach typically leads to long-term behavioral change, consistent with the philosophy that behavior changes are more likely with sustained personal support.	\$ 80,188	RME	North Carolina

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The Pennsylvania State University	Promoting Proactive Farm Risk Management for Women, Hispanic and Next-Generation Farmers in Pennsylvania	The recipient will instruct under-served farmers to proactively manage risk through Crop Insurance and business strategies most appropriate to specialty crop producers. The recipient and partners will deliver twenty 90-minute presentations, Visualizing and Managing your Farm Business Risk (VMFBR), addressing strategies to a mass farm histories needed to successfully apply for NAP and Whole Farm coverage. Important information will be converted to short online videos, learn now's; a participant workbook developed. All materials will also be available in Spanish language; four additional Agricultural Alternatives fact sheets will be translated to support in-class activities. The team will engage farmers individually at agricultural event booths (Keystone Farm Show, PA Women in Ag Conference, and Ag Progress Days) distributing NAP/Whole Farm handouts and Agricultural Alternatives to at least 600 producers.	\$ 55,608	RME	Pennsylvania
New Entry Sustainable Farming Project	Educating Massachusetts' Beginning Farmers about Financial Management and Risk Management Solutions for Long-Term Economic Viability	The recipient will provide crop insurance outreach, risk management and financial management education, training and technical assistance (T&TA) to 300+ small, limited-resource and socially-disadvantaged beginning farmers in their first 1-3 years of operation in 9 Eastern Massachusetts counties. 1,000 other producers statewide will access online resources (www.nesfp.org). This project will achieve proposed results: 1. Beginning and socially disadvantaged farmers receive crop insurance and risk management information via outreach, e-newsletters, and website materials. 2. Aspiring producers will complete 4 'Explore Farming!' workshops 3. Producers will complete a 9-session farm business planning course and develop business plans 4. Producers will attend six field-based crop production workshops, and direct market training. 5. Producers will complete business plans, analyze farm financial information, and implement new production practices. 6. Beginning farmers will establish new farms on three incubator training sites learning production and marketing risk management. 7. Farmers receive 10+ hours of 1-1 risk management-focused technical assistance. 8. Farmers enroll in crop insurance programs. 9. Socially and economically disadvantaged immigrant/refugee farmers receive support to secure independent farmland, address legal risks, expand markets, or access credit. 10. Program results are monitored and evaluated; metrics track farmer participation, producer implementation, and document results.	\$ 82,666	RME	Massachusetts, New Hampshire
Farmer's Outreach Solutions	Whole Farm Revenue Program Education and Supporting Recordkeeping to Minority and Strike Force Producers in Virginia as well as Education on the Cultivated Clams Program, Noninsured Crop Disaster Assistance Program (NAP), and other Risk Management Strategies	The recipient will deliver crop insurance education on the Whole Farm Revenue Program (WFRP) and Cultivated Clams Program as well as training on the Noninsured Crop Assistance Program (NAP) to Specialty Crop Producers in Virginia. Risk management training will include effective financial management and important legal and tax information impacting Specialty Crop Producers. Special emphasis and outreach strategies with our partners will be directed to minority producers and producers who live in Strike Force areas. The project will educate producers through direct training, one-on-one training, large group keynote presentations, and small group discussions at a variety of educational events: Virginia Farm Bureau Annual Meeting/County Meetings, Virginia State University (New and Beginning, Strike Force, Minority, and Returning Veteran Farmers Conference), Agribusiness Farmers Meeting for Minority Farmers, Virginia Association of Potato and Vegetable Growers, Clam Growers (Eastern Shore Virginia), and Virginia Tech Extension Annual Meeting and Extension Crop (Grapes) Field Day. As a result, Specialty Crop producers in Virginia will learn about the WFRP, Cultivated Clams Program, NAP, and financial management to make better informed decisions.	\$ 89,738	RME	Virginia
LD Consulting, Inc.	Whole Farm Revenue Program Education and Supporting Recordkeeping and Risk Management Training to North Carolina Specialty Crop Producers	The recipient will deliver Whole Farm Revenue Program (WFRP) crop insurance education to Specialty Crop producers in North Carolina. Special emphasis will be directed to (1) minority and Strike Force producers; and, (2) new and beginning producers who are transitioning from traditional crops to Specialty crops or who will enter production agriculture within 2 years. The risk management training will include effective financial management, benchmarking techniques, and important legal and tax information impacting Specialty Crop producers in North Carolina. The project will educate producers through a variety of educational events including: direct training to large groups, workshops with small groups, interactive instruction in Ag Classrooms including the "Farming is Risky Business" risk management game, one-on-one sessions with (a) Strike Force producers and with (b) producers identified as "local and sustainable" or whose production is marketed as "farm to table." As a result, Specialty Crop producers in North Carolina will understand WFRP and effective financial management.	\$ 84,874	RME	North Carolina

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FamilyFarmed	Growing Success: Best Practices in On-Farm Food Safety, Wholesale Marketing and Direct Marketing for Raleigh Region Specialty Crop Farmers	The goal of Growing Success is to build the skills of farmers and enable them to better understand opportunities and risks in wholesale and direct marketing and adopt best practices that minimize their risk. The recipient will work with five partners in Maryland, New York, North Carolina, and Pennsylvania to engage small-scale specialty crop farmers who are selling products into local food markets. Participants will be invited to one of six training workshops, receive a companion manual (Wholesale or Direct Market Success), receive two Growing Success/Food Safety/RMA WholeFarm Revenue Protection Insurance news and resources e-blasts, be introduced to the On-Farm Food Safety website where each can create a free food safety plan, and be invited to join an online discussion group where they can find technical assistance answers and topical discussions. We anticipate farmers will make changes to their operations to minimize their risk. Specifically, farmers will increase their understanding about best practices in Wholesale and Direct Marketing, Food Safety and Postharvest Handling Risk Management, and about available Crop Insurance options including Whole Farm Revenue Protection; develop risk management plans and strategies; and begin to implement specific best practices in their operations.	\$ 81,881	RME	Maryland, New York, North Carolina, Pennsylvania
Appalachian Sustainable Agriculture Project (ASAP)	Planning for Profit and Risk: Innovative Marketing, Production and Financial Training for Southern Appalachian Farmers	The recipient will help small, limited resource, beginning, women, and specialty crop farmers understand and implement marketing, financial, and production risk management strategies and access market opportunities in Western North Carolina. The project includes one full day training, two 3-hour workshops, a ½ day production risk management training, and individual coaching in Asheville, NC, and two ½ day workshops in conjunction with Grower-Buyer meetings located in Sylva, NC and Boone/Blowing Rock, NC. Grower-buyer meetings help farmers expand into new markets and provide farmers with hands-on opportunities to practice what they learn from the trainings with buyers. This innovative approach combined with the expertise of the recipient and project partners will build the capacity of farmers to manage farm risks and utilize resources and tools available to farmers, like crop insurance. The work is important because it addresses the unique opportunities and challenges facing small farms in local markets in Western North Carolina, and recipient farmer survey results indicate that trainings and market access are areas in which farmers want assistance.	\$ 71,694	RME	North Carolina
Cultivating Community	Ethnic Crops in Northern Climes: An Integrated Risk Management Strategy	The recipient synthesizes Coastal Enterprises, Inc.'s research/identification of a major potential market supporting Maine's small-scale producers in selling ethnic crops to Greater Boston's refugee/immigrant community; farmers in the recipient's project currently selling ethnic-crops to refugee/immigrant buyers in Maine; producers in the Somali-Bantu Community Mutual Assistance Association, who grow ethnic-crops for their communities; other New England producers who seek greater crop/market diversification. Priority crops identified by CEI/participating producers are amaranth, African eggplant, jalapenos, collard/mustard greens, and jute mallow. This focus on risk-management through ethnic-crop production builds on a successful specialty crop production farmer-training program incorporating risk-management strategies. This project is expected to impact small-scale farm-operations achieve greater economic-viability through understanding risk, insurance-products, and further crop/market diversification; 40 of these achieve further increased-viability through implementing ethnic-crop production/marketing.	\$ 50,000	RME	Maine
National Black Farmers Association	Let's Get Protected	The recipient will present culturally appropriate sustainable agricultural education with direct technical assistance and capacity building addressing risk management to NC/VA community members including but not limited to legal immigrant, limited resource, socially disadvantaged, lgbt, women, youth and veteran producers to assist them in identifying and managing environmental risk, sustainable organic agriculture production, marketing, legal, financial, and human risk. Participants will be provided technical assistance to become producers of specialty crops and underserved commodities, including livestock and forage as part of the local/regional food system. Along with the Risk Management Agency (RMA), the recipient will develop and deliver a training program to equip and empower community members and producers to (1) increase public awareness and a better understanding of environmental preservation and protection and (2) increase participation by bringing together community members and local, state and federal agencies to address issues and environmental challenges in a format of formal and informal forums for open discussion with a priority goal of preparing community members and producers through capacity building and education to help facilitate appropriate use of existing and emerging risk management tools ensuring sound risk management decisions and compliance with environmental protection policies and requirements.	\$ 74,880	RME	North Carolina, Virginia

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Northeast Organic Farming Association of New York	Risk Management Tools for NY Organic and Sustainable Producers	The recipient will provide organic and sustainable producers in New York State with resources and tools for making sound on-farm management decisions to reduce risk and increase success in all aspects of their farm businesses. This goal will be achieved through four objectives: 1) Creating applicable risk-management training, tools and resources to share with producers and evaluate the effectiveness of project training and tools; 2) Promoting riskmanagement trainings and tools to producers throughout NYS; 3) Increasing organic and sustainable producers' knowledge and understanding of risk-management tools and strategies and 4) Increasing producers' knowledge of crop insurance programs available to mitigate production risks. Objectives will be achieved through a combination of classroom workshops, on-farm events, online resources and consultations. Through these training mechanisms, producers will gain knowledge and tools that will enable them to make sound risk-management decisions about production, marketing, legal, financial, and human risk. The targeted audience is organic and sustainable producers in New York State, a group that has historically been comprised of small and limited resource producers. The expected impact is that these producers will learn more about and implement available tools, resources and strategies to manage risks on their farms.	\$ 45,794	RME	New York
Northwest Center for Alternatives to Pesticides	Production Risk Management Training for Organic, Nursery, and Specialty Crop Producers in Washington and Idaho	The recipient's overall goal is to improve producers' economic stability through education on crop insurance, marketing, record keeping and alternative pest management strategies to meet growing markets. As a result, organic, specialty crop, nursery, and transitioning producers in Idaho and Washington will show increased understanding of Whole-Farm Revenue Protection, and commit to contacting an insurance agent by the end of the project. After trainings in Idaho, producers will learn how to evaluate market prices and trends, meet with a buyer, commit to changing behavior, and use their enhanced knowledge to make a marketing decision. Additionally, producers will show increased understanding of organic certification record keeping practices and commit to making changes. After the Idaho field day and Fruit School in Washington, producers will show improved understanding of organic pest management and commit to implementing new practices. In Mt. Vernon, Washington, nursery and greenhouse producers will show improved understanding of biological control agents for managing common insect pests and commit to using new practices.	\$ 57,336	RME	Washington, Idaho
FamilyFarmed	Growing Success: Best Practices in On-Farm Food Safety, Wholesale and Direct Marketing for Spokane Region Specialty Crop Farmers	The goal of Growing Success is to build the skills of farmers and enable them to better understand opportunities and risks in wholesale and direct marketing and adopt best practices that minimize their risk. The recipient will work with three partners in Alaska, Idaho and Oregon to engage small-scale specialty crop farmers who are selling products into local food markets. Participants will be invited to one of six training workshops, receive a companion manual (Wholesale or Direct Market Success), receive two Growing Success/Food Safety/RMA WholeFarm Revenue Protection Insurance news and resources e-blasts, be introduced to the On-Farm Food Safety website where each can create a free food safety plan, and be invited to join an online discussion group where they can find technical assistance answers and topical discussions. The recipient anticipate farmers will make changes to their operations to minimize their risk. Specifically, farmers will increase their understanding about best practices in Wholesale and Direct Marketing, Food Safety and Postharvest Handling Risk Management, and about available Crop Insurance options including Whole Farm Revenue Protection; develop risk management plans and strategies; and begin to implement specific best practices in their operations.	\$ 44,326	RME	Alaska, Idaho, Oregon
LD Consulting, Inc.	Whole Farm Revenue Program Education and Risk Management Training to Specialty Crops Producers in Oregon	The recipient will deliver Whole Farm Revenue Program (WFRP) crop insurance education and risk management training to Specialty Crops producers in Willamette Valley, Oregon. Special emphasis will be directed to (1) new and beginning producers who are transitioning from traditional crops to Specialty crops or who will enter production agriculture within 2 years; and, (2) producers who are identified as "local and sustainable" or whose production is directly marketed in "farm to table" markets. The risk management training will teach producers basic principles of effective financial management: Understanding risk and developing a comprehensive risk management strategy; Using simple partial budget and cash flow analysis for better economic and financial decision-making; Employing practical, currently available risk management tools, such as WFRP; and applying proven transition strategies. Participants will use the partial budgeting technique to assess the net benefit of particular financial tools when applied to their own farming operation. Audience: Small farmers or ranchers, Specialty Crops producers, women producers, beginning producers, sustainable producers, value-added producers, and traditional commercial producers. Result: Producers will understand WFRP and will gain a working knowledge of the financial tools presented.	\$ 58,800	RME	Washington

Recipient	Project	Project Description	Award Amount	Award Type	State(s)
Master Stockman Consulting	Risk Management Education for Livestock, Beginning, Traditional Women and Native American Producers in RMA's Spokane Region	The recipient will deliver training in risk management and crop insurance topics with target audiences of livestock, beginning, traditional women and Native American producers in Idaho, Oregon and Washington in the Spokane Region. The program and informational pieces will focus on providing producers with tools that enable them to improve their decision making process and mitigate risk. Topical coverage will include LRP for cattle and lamb, Pasture Rangeland Forage (PRF) and utilizing the Break-even Budget tool and other economic tools on the Wyoming Ranch Tools website to analyze decisions. Use of these tools will improve producers decision making process and help them make insurance and other risk mitigation decisions based on sound economic principles.	\$ 99,724	RME	Idaho, Oregon, Washington
Oregon Tilth, Inc.	Increasing the Viability of Organic Farms through Education & Mentorship	The recipient will provide risk management education and support to Pacific Northwest farmers who are transitioning to organic or expanding and/or diversifying organic production. Education will be open to all farmers but specialty crop farmers are expected to be the primary audience. The project will help farmers understand and minimize production and financial risks associated with transitioning to organic systems. It will provide a unique model for learning, feedback, and support that will help address unmet demand for organic products and the USDA's goal of increasing certified organic operations. The recipient will host four workshops and one day-long intensive at the biannual Organicology Conference, deliver ten webinars on risk management topics of concern to transitioning and organic producers, and conduct three conference panels on organic risk management. Additionally, the recipient will create a facilitated platform for one-on-one peer mentorship opportunities, providing new and transitioning producers with guidance from experienced organic farmers. Ultimately, the project will help to build the organic sector by equipping diverse farmers with the knowledge and skills to mitigate risk while starting and growing successful organic farms.	\$ 34,623	RME	Idaho, Oregon, Washington
USA Dry Pea & Lentil Council	Educating Pacific Northwest Pulse Crop Growers on Best Management Practices to Reduce Risk	2016 is the International Year of Pulses, and the pulse crop industry has seen unprecedented growth as a result. Due to rising prices in domestic and international markets, U.S. pulse crop acreage (dry peas, lentils, chickpeas) has soared to record-breaking numbers. Much of this acreage is planted by those inexperienced in growing pulse crops. These new pulse producers have very few resources available to them regarding production methods to reduce risk. The recipient, partnering with the Spokane RMA office proposes to offer new and existing growers an innovative, reliable and easily accessible risk management resource offering the best management practices to grow pulse crops in Washington, Idaho, and Oregon. Utilizing the new video-conferencing facility, experts in all areas of pulse crop production will deliver interactive education on various modules about the risks that pulse crop producers face, including the decisions regarding pulse crop insurance products. These six modules would be initially offered as an interactive live event at an early morning hour; a virtual grower meeting over a cup of coffee. Recorded modules, video material, and downloadable print material will be stored on the recipient's website; available on-demand to new and existing growers.	\$ 99,950	RME	Idaho, Oregon, Washington
Benton Soil and Water Conservation District	Reduce Farm Risk through Integrated Biological Pest Management Education	This project's partners will deliver crop insurance information and Integrated Biological Pest Management (IBPM) education to producers and students. We will emphasize whole-farm site assessment and planning to enhance beneficial insect habitat and the importance of pest management record keeping for production history and environmental certification documentation. Partners will deliver IBPM education to producers and students through a paired two-day workshop/field day or adapted high school and college curricula. The resulting educational events will take place in eight counties in Oregon and one county in Washington. Audiences will include: women producers, new and beginning producers, specialty crop producers, livestock and forage producers, organic and sustainable producers, producers who sell in local food systems, and high school and college students who have an interest in agriculture. Participants will evaluate the impacts of the workshops/field days via pre- post-retrospective questionnaires and online surveys; methods that are easy for participants to complete and for us to analyze. Producers and students will gain awareness of crop insurance products, appreciate beneficial insect habitats, learn to identify beneficial insects and native plants and adopt record keeping.	\$ 99,612	RME	Oregon, Washington

Recipient	Project	Project Description	Award Amount	Award Type	State(s)
Grow Food dba Viva Farms	Improving Risk Management Knowledge and Implementation Through Land-based Education, Training, and Technical Assistance for Beginning and Socially Disadvantaged Farmers	Improving Risk Management Knowledge and Implementation Through Bilingual Accredited Land-based Education, Training, and Technical Assistance (TA) for Beginning, Socially Disadvantaged, Hispanic, Organic and Specialty Crop Producers in Skagit County Washington and Northwest Washington. Producer impact (understand, analyze, or implement): 1. Seed propagation & greenhouse management 2. Field prep, tillage and bed prep 3. Weed management 4. Irrigation systems 5. Fertility management 6. Pre-harvest, harvest, and food safety 7. Pest management 8. Cover crops 9. Crop planning 10. Organic and Good Manufacturing Practices 11. Business planning 12. Marketing development 13. Record keeping (beyond Profit and Loss).	\$ 99,989	RME	Washington
Northwest Natural Resource Group	Addressing Biomass Production and Marketing Risks for Forest Producers in San Juan County	Forest producers in San Juan County, WA face significant challenges. The County's dry forest ecosystem, shallow soils, and isolated geography mean that producers are struggling to manage over-stocked stands at risk of wildfire, insects, and tree disease. Due in part to limited market opportunities, nearly 1,000 acres have been removed from forest production status in the past five years. Thanks to recent partnerships with RMA, collaborators have helped more than 200 forest producers understand these forest health risks, develop initial plans, and begin harvest projects. However, the barrier that still looms large is the inability to complete the removal of low-value suppressed trees. This is an essential step toward releasing scarce soil nutrients to support accelerated productivity and profitability. Biomass products are potential pathways for supporting removal of low-value suppressed trees. The recipient will conduct 3 workshops and 30 educational site visits for at least 75 producers to provide the necessary training and information for manufacturing, marketing, and utilizing biomass products. Educational topics will include biochar, manufacturing, woodchips for heat and power, and local markets and partnerships for biomass utilization. The end result will be sustained risk management activities by producers, and improved forest health and productivity across the County.	\$ 44,765	RME	Washington
Crosshatch Center for Art & Ecology	Get Farming, Keep Farming Education Partnerships: Production, Management and Business Training for Specialty Crops Growers	"Get Farming, Keep Farming Education Partnerships" is a collaborative initiative bringing together educational resources to mitigate risk to specialty crop and small-scale livestock producers. With the support of RMA, "Get Farming! Keep Farming!" has offered farmer training in Northwest Lower Michigan since 2008. The recipient provides risk management education to specialty crop and small farmers. Partners will collaborate to bring 60+ workshops to the region, as well as some innovative learning opportunities that have come from over ten years of running workshops and listening to farmer/producer feedback. Support also goes toward the 18th annual conference, Northern Michigan Small Farm Conference, as well as the Food and Farming Network Summit.	\$ 99,999	RME	Michigan
Midwest Organic and Sustainable Education Service	Building Bridges between Crop Insurance and Organic System Reporting	In the Building Bridges between Crop Insurance and Organic System Reporting, the recipient will help organic producers WI, MN and IA understand crop insurance options and make the link between reporting required for organic certification and that needed for various crop insurance products. Providing worksheets, an instruction booklet, webinars, newspaper stories, updated webpage and workshops, the recipient will guide producers already collecting data for organic reporting to systems that will easily transfer to crop insurance reporting. Through this project 9 hours of direct learning will be created, as well as unlimited access to an online archived webinar and written resources. As a result of this project a broad audience of new and experienced organic farmers will understand the opportunities of a diversity of crop insurance products, and better understand how to set up record keeping systems that merge the needs of both insurance and organic certification.	\$ 40,205	RME	Iowa, Minnesota
Central Lakes College	Increasing Beginning Farmer Sustainability using Partnerships in Risk Management Education	The recipient will provide risk management education to support beginning and early career farmers in times of significant risk and stress. Beginning farmers lack the comprehensive historical trend and cost of production data necessary to develop a risk management plan. When all farmer face revenue challenges risk management practices ease the burden. The recipient will lead a collaboration with Farm Business Management program (FBM), commodity and farm organizations, and the RMA regional office. Joint presentations will occur in the fall at state/regional organization meetings, including short workshops to briefly overview risk management concepts and garner interest in future workshops. Expanded, day-long workshops will be offered in the winter to deliver the risk management curriculum. FBM benchmarking data will strengthen the risk management curriculum. FBM instructors, crop & livestock insurance providers, and a mental health specialist will deliver instruction targeting beginning farmers producing underserved commodities and specialty crops. Interested farmers will receive specialized risk management education through individualized instruction.	\$ 98,018	RME	Minnesota

Recipient	Project	Project Description	Award Amount	Award Type	State(s)
Practical Farmers of Iowa	Farmer-to-Farmer Risk Management Education: Strategies to Build Resiliency into Specialty Crop Production	The recipient centers on the needs of fruit and vegetable growers and includes three main areas of focus: 1) farm financial benchmarking, 2) crop insurance and risk management education, and 3) organic recordkeeping practices. Farm financial benchmarking includes: development of an on-line benchmarking tool for specialty crop farmers in Iowa, eight on-farm research projects comparing enterprise budgets and crop varieties for benchmarking specialty crops, two research publications reporting on-farm results, one whole farm financial data report, two crop-specific reports on best growing practices and preferred varieties based on yield data. Crop insurance and risk management education includes one Annual Conference session on WFRP. Organic recordkeeping education and training includes a half-day workshop at the annual conference.	\$ 84,457	RME	Iowa
Farmers' Legal Action Group Inc. (FLAG)	Crop Insurance and Risk Management Education for Organic Specialty Crop Producers	The recipient will develop a new online resource book on the topics of crop insurance and risk management for organic specialty crop producers, and use the materials developed for the book to offer education and technical assistance to producers. The free online book will have comprehensive yet user-friendly information on the Whole Farm Revenue Protection program, other federal crop insurance programs, and legal risks specific to organic specialty crop producers. The project includes presentations at five conferences in the St. Paul RMA region; two webinars for producers; one webinar for technical-assistance providers; and 1:1 technical assistance for producers. Through partnerships with Minnesota Food Association and the Farley Center, this project will also reach immigrant and socially-disadvantaged producers interested in organic specialty crops. These two partners will offer one classroom session and one field day each on crop insurance and good farming practices to mitigate risk. By promoting the new book through partner networks in Minnesota, Wisconsin and Iowa, additional producers beyond those served in trainings will also be served by this project.	\$ 99,988	RME	Iowa, Minnesota
Land Stewardship Project	Reaching Specialty Crop and Livestock Farmers through a New Partnership and Innovative Risk Management Trainings and Tools	The recipient goals are to ensure more beginning, specialty crop and livestock, and socially disadvantaged farmers are able to thrive financially and to assist retiring farmers to transition farmland to future generations. To achieve these goals this project will reach farmers in Central and Southern Minnesota with information, training, resources and support that reduce risks. As a result of this project, beginning specialty crop and livestock farmers will increase their knowledge of risk management strategies including crop insurance. In addition to increasing knowledge, beginning specialty crop and livestock farmers will analyze, develop and/or implement improved record keeping and production systems. Diversified crop and livestock farmers will increase their knowledge of the risks involved in transitioning land while learning about options for increasing productivity and profitability. In addition to increasing knowledge about risks to farmland transition, farmers will also analyze the potential benefit to adopting Whole Farm Revenue Protection, retiring and non-operating landowners will analyze human and financial risk, develop a written transition plan and decide on a farm transition strategy. The majority of farmers reached through this program will be producers of specialty and noncommodity crops.	\$ 93,848	RME	Minnesota
Farm Commons, Inc.	Pressing the Start Button on Farm Legal Risk Management Plans	As a result of this project, farmers will take at least one of 6 essential risk-reducing steps including purchasing appropriate crop and liability insurance, complying with farm employment laws, maintaining adequate records of food safety, keeping accurate accounting books, forming an LLC or corporation, and drafting thorough sales agreements. The recipient will achieve these results through one primary mechanism: The Legal Planner, an interactive questionnaire that assembles an individual, prioritized Risk Management Plan complete with concise educational background. The online version also tracks implementation of the plan and motivates farmers to follow through on their plan. Farmers will be recruited to use the Legal Planner through a variety of means: an in-person workshop, conference exhibit, podcast series, and traditional advertising. This project focuses on specialty crop and direct-to-consumer farmers in Minnesota, Wisconsin, and Iowa. These farmers encounter unique legal risks and crop insurance needs which are rarely addressed in other forums. Midwest farmers will be stronger and more resilient after using the Legal Planner. Through RMA, we have developed comprehensive, detailed resources on farm law risks in the past. Now, farmers need concise, focused resources that help them quickly and easily take action. This project does that.	\$ 99,363	RME	Iowa, Minnesota

Recipient	Project	Project Description	Award Amount	Award Type	State(s)
Iowa Organic Association	Risk Management Training and Tools for Iowa Producers and Beginning Farmers Considering Organic Transition	The recipient will provide Iowa producers with risk-management resources and tools for making sound on-farm management decisions to reduce risk and increase success in transitioning to organic production. This goal will be achieved through three objectives: 1) Increase organic and sustainable producers' knowledge and understanding of risk-management tools and strategies for organic transition; 2) Promote risk-management trainings and tools to Iowa producers; and 3) Create, collect and distribute risk-management training, tools and resources to producers and evaluate the effectiveness of project training and tools. The objectives will be achieved through a combination of classroom workshops, on-farm educational workshops, outreach events, and online communications. Through these training strategies, Iowa producers will gain knowledge and tools to enable them to make sound riskmanagement decisions about production, record keeping, marketing, human resources, crop insurance, and business planning as they consider organic transition. The targeted audience is organic and sustainable producers in Iowa, a group historically comprised of small and limited resource producers, as well as conventional Iowa producers considering organic transition. The expected impact is that these producers will learn more about and implement available tools, resources and strategies to manage risks on their farms as they consider organic transition.	\$ 55,231	RME	Iowa
The Board of Regents of the University of Wisconsin System	Farm Financial Management and Succession Planning for Wisconsin Farmers	The recipient builds on four successful programs by offering: Three Heart of the Farm – Women in Agriculture conferences to provide a range of risk management topics, including financial analysis, recordkeeping and crop management; two financial management workshops which will follow the blueprint of "records, financial reports, and decision-making"; two Returning to the Farm programs providing education to analyze financial capacity for more partners and evaluate the readiness of two generations for transition; and one Shifting Gears for Your Later Farming Years that focuses on retirement and estate planning regardless if a successor has been identified. Through these programs this project will reach Wisconsin farmers with risk management education, focusing on financial analysis and benchmarking to help them navigate and make decisions. Financial analysis is the foundation to making comprehensive risk management plans. These programs will mentor farm women and families to meet their goal to make informed risk management decisions based on improved financial data. It will empower them in financial stewardship of their farm businesses' resources.	\$ 49,452	RME	Wisconsin
University of Nebraska	Risk Management Education for Nebraska Livestock and Forage Producers, Women in Agriculture, and New and Beginning Producers	The recipient will focus on delivering risk management education to three key underserved audiences in the State of Nebraska: livestock and forage producers; women involved in agriculture (WIA); and, new and beginning producers. WIA-The goal is to reach women farmers and ranchers and agriculture industry professionals with specific information and updates on crop and forage insurance during the 2017 Nebraska Women in Agriculture Conference which has an estimated attendance of 300. This WIA audience will also include new, beginning and transitioning producers. Impacts will include dissemination of information and specific tools on insurance causing producers to implement the best insurance plan for their operation. Livestock and forage producers - the goal for this audience is identification and mitigation of production and financial risk inherent to their operation(s). This includes understanding, evaluation, implementation, and long-term adoption of risk management tools and principles. Education on Rainfall Index insurance programs (Pasture, Rangeland and Forage; and, Annual Forage) will be emphasized. New/beginning producers - the goal for this audience is an improved understanding of where risk elements may be found, what tools are available to mitigate, sources of information, and a targeted behavior change that promotes risk management over profit maximization in livestock and forage operations.	\$ 85,779	RME	Nebraska
Center for Rural Affairs	Whole Farm Revenue Protection Education for Underserved Nebraska Farmers	Nebraska's underserved specialty crop and diversified commodity crop farmers, including women and beginners, have greater risk management needs than conventional crop insurance products can address. RMA's Whole-Farm Revenue Protection (WFRP) insurance product protects these most vulnerable farmers, but is severely underutilized in Nebraska. The recipient will (1) educate farmers on insurance products and how to select appropriate approaches; (2) educate farmers to improve their ability to use WFRP as it currently is available; and (3) identify barriers to WFRP access and develop recommendations to improve accessibility and use. Training will be provided as 4 half-day workshops, each targeted to a specific underserved farmer audience in Nebraska. The recipient will also provide individual phone consultations and a helpline.	\$ 70,000	RME	Nebraska

Recipient	Project	Project Description	Award Amount	Award Type	State(s)
Kansas State University	Educating Kansas Livestock Producers About Drought Risk Management Strategies and Tools	Pasture grazing and perennial forage production are major components of livestock production in Kansas, representing 18 million acres (this compares with 19.8 million acres planted to wheat, corn, grain sorghum, and soybeans in the state). Drought is also a common feature of Kansas weather, and drought necessarily affects livestock operations by reducing forage output, stressing the pasture itself, forcing herd culling, or requiring the purchase of alternative feeds. The recipient will help farmers and ranchers prepare for drought by providing them with tools for managing drought risk. This includes a better understanding of how forage production relates to precipitation patterns, which should aid decisions on stocking rates, pasture care, culling, and purchased forage. The project will also educate producers about RMA's Pasture, Rangeland, and Forage (PRF) insurance, which compensates producers for precipitation shortfalls. Other programs like the Non-Insured Assistance Program and Livestock Forage Disaster Payments will also be explained. This project proposes a series of six producer training workshops across Kansas in the spring of 2017 as farmers and ranchers prepare for the next grazing season. These training sessions will be half-day events where producers will learn about drought management strategies and decision tools to help evaluate their options.	\$ 26,304	RME	Kansas
Kansas Water Office	Limited Irrigation Crop Insurance/Water Conservation Area Calculator, Informational Website, and Educational Events	The recipient will produce resources to support the efforts of the USDA RMA Topeka Region office staff and provide crop insurance educational opportunities to a diverse audience. As a result of this project being funded an online calculating tool for Limited Irrigation crop insurance options will be developed, this calculator will be linked to the State of Kansas water use information database so the most recent year's data will be accessible. Additionally, a website where the tool will be hosted will be designed and contain information on full, limited, and non-irrigated crop insurance options with data, graphics, and limited irrigation success stories. Finally, five Limited Irrigation Crop Insurance and Water Conservation Area educational events will be conducted in areas overlying the depleting High Plains Aquifer in western Kansas. This project's goals are to: 1. Increase awareness of crop insurance options in western Kansas, especially with the 2017 expansion of Limited Irrigation crop insurance policies in Kansas. 2. Educate producers who will have limited water resources in the near future of available crop insurance options. 3. Create a tool that will make for more efficient water use and yield data calculations, for USDA-RMA staff and the general public.	\$ 90,768	RME	Kansas
National Crop Insurance Services	Developing Marketing Plans and Strategies for Limited Resource Producers of Underserved Commodities in South Carolina Strike Force Counties	The recipient will enable small, limited resource, and socially disadvantaged producers of underserved commodities and specialty crops in South Carolina StrikeForce counties, to understand and respond to marketing risk. Participants will acquire the market analysis skills and understand their own operations sufficiently to develop and implement detailed marketing plans at the enterprise level. Three sequential workshops (18 hours) supplemented by personal assignments and individualized counseling (60 hours) will be delivered in two locations to producers via a partnership of subject matter experts and local educators. Participants will develop, for each decision variable in the Marketing Mix (product, price, place, promotion, people) a written goal, consistent with consumer preferences for their commodities. For each goal participants will delineate three specific actions they will take to reach those goals, and commit to implement their specified marketing plans. Extension Educators will support and monitor progress throughout the project recording the number of actions completed. This innovative, concentrated and iterative program, with sequential workshops, hands-on activities and individualized on-farm follow-up, provides participants an opportunity to succeed. This educational approach typically leads to long-term behavioral change, consistent with the philosophy that behavior changes are more likely with sustained personal support.	\$ 73,874	RME	South Carolina

Recipient	Project	Project Description	Award Amount	Award Type	State(s)
National Crop Insurance Services	Developing Personal Risk Management Plans for Limited Resource Producers of Underserved Commodities in Alabama Strike Force Counties	The recipient will enable small, limited resource and socially disadvantaged producers of underserved commodities and specialty crops in Alabama StrikeForce counties to understand and respond to production (crop and livestock insurance), marketing (strategies and farmers markets), financial (record-keeping and bench-marking), legal (liabilities and estate planning), and human resource (labor) risks, by developing personal risk management plans. Three sequential workshops (18 hours), supplemented by personal assignments and on-farm visits providing individualized tutoring and counseling (60 hours), will be delivered to producers via a partnership of subject matter experts and local educators. Participants will develop the skills and understand their own operations sufficiently to establish written goals for each of the five areas of risk specific to their farm, delineate three detailed actions to reach each goal, and commit to implement their personal risk management plan. Educators will support and monitor their progress throughout, and interview each participant at the end of the project recording the number of actions completed. This concentrated, participatory approach to education, with sequential workshops and individualized one-on-one follow-up, provides participants with an opportunity for sustained support as they master the skills taught in the workshops, increasing the likelihood of long-term behavioral change.	\$ 96,348	RME	Alabama
FamilyFarmed	Growing Success: Best Practices in On-Farm Food Safety, Wholesale and Direct Marketing for Valdosta Region Specialty Crop Farmers	The goal of Growing Success is to build the skills of farmers and enable them to better understand opportunities and risks in wholesale and direct marketing and adopt best practices that minimize their risk. The recipient will work with two partners in Florida and Georgia to engage small-scale specialty crop farmers who are selling products into local food markets. Participants will be invited to one of two training workshops, receive a companion manual (Wholesale or Direct Market Success), receive two Growing Success/Food Safety/RMA WholeFarm Revenue Protection Insurance news and resources e-blasts, be introduced to the On-Farm Food Safety website where each can create a free food safety plan, and be invited to join an online discussion group where they can find technical assistance answers and topical discussions. We anticipate farmers will make changes to their operations to minimize their risk. Specifically, farmers will increase their understanding about best practices in Wholesale and Direct Marketing, Food Safety and Postharvest Handling Risk Management, and about available Crop Insurance options including Whole Farm Revenue Protection; develop risk management plans and strategies; and begin to implement specific best practices in their operations.	\$ 28,518	RME	Florida, Georgia
Southwest Georgia Project for Community Education, Inc.	South Georgia Risk Management Education Program	The recipient will develop and implement a targeted risk management education program for vulnerable and under-served producers in Georgia through the South Georgia Risk Management Education Program. This Program utilizes a multi-faceted approach to educate producers on existing and emerging risk management tools available to them. Agriculture is Georgia's most prized industry, contributing billions of dollars annually to the state's economy. Sadly, the state lost more than 11 percent of its farms from 2007 to 2012 and saw a 5 percent decrease in total acreage in farmland, according to the USDA. The average age of farmers in Georgia, along with the rest of the nation, is 58 years and increasing. Implementation of the is program is essential for the protection and preservation of farmland in Georgia, specifically land owned by vulnerable producers. The South Georgia Risk Management Education Program will at minimum: Increase the amount of relevant risk management information distributed to producers, Increase knowledge of risk management tools available, Increase the number of farmers enrolled in programs (i.e. crop insurance), More farms implementing risk management strategies (i.e. safety plan, succession plan, etc). <input type="checkbox"/> Im viability for farmers in Georgia, and increased sustainability of farms in Georgia.	\$ 95,350	RME	Georgia

Recipient	Project	Project Description	Award Amount	Award Type	State(s)
LD Consulting, Inc.	Whole Farm Revenue Program and Nursery Crop Insurance Education and Supporting Risk Management Training to South Carolina Specialty Crops Producers	The recipient will deliver Whole Farm Revenue Program (WFRP) education and WFRP Recordkeeping, Nursery Crop Insurance Program education, and risk management training to Specialty Crop producers in South Carolina. Special emphasis will be directed to (1) local, sustainable producers or producers whose production is labeled "farm to table"; and (2) new and beginning producers who are transitioning from traditional crops to Specialty crops or who will enter production agriculture within 2 years. Special emphasis will be directed to identifying, contacting, and recruiting minority and Strike Force producers to the training meetings. Audience: new and beginning farmers, small farms or ranchers, women producers, producers, socially disadvantage producers, Native American producers, African-American producers, Hispanic producers, Strike Force producers, sustainable producers, value added producers, and traditional commercial producers. As a result, South Carolina producers will learn how participation in crop insurance (the WFRP program or the Nursery program) along with effective financial management can work together to provide a strong safety net for their growing operation.	\$ 96,824	RME	South Carolina
Alabama A&M University	Risk Management Education for Livestock and Specialty Crop Producers in Alabama and Georgia	The recipient will assist producers and reach a diverse group of over producers comprising African-Americans, Native-Americans, Hispanic-Americans, urban gardeners, and other underserved minority producers. The project will (1) develop and assemble culturally and linguistically appropriate materials for effective training and timely dissemination to underserved producers; (2) conduct marketing education and training for risk mitigation in specialty and direct markets; (3) enhance the viability of underserved farms by facilitating their access to financing and asset building programs; (4) conduct targeted marketing education and business planning training for urban gardeners, and (5) promote crop insurance awareness and risk management training opportunities among producers through print, electronic media, radio, TV and relationships with grassroots producer organizations. Key outcomes include increased producer participation in crop insurance, risk management, cost-share and other USDA programs; improved record keeping skills; adoption of improved production, marketing and land management practices; and ultimately enhanced farm profitability.	\$ 78,928	RME	Alabama, Georgia