

2011-2012 RMA Risk Management Education and Outreach Partnership Agreements

| Project Name/Area(s) | Organization | Contact | Amount | Objective |
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| Crop Insurance Education and Risk Management Training throughout the State of Nebraska | Legal Aid of Nebraska | Dave Pantos 402-348-1069 | \$55,530 | To deliver crop insurance education and risk management training to Nebraska underserved producers of priority commodities. |
| Risk Management Strategies for underserved audiences including specialty crop producers in Utah and surrounding areas | Utah State University | Ruby Ward 435-797-2323 | \$100,000 | To reach underserved audiences of priority commodities in Utah, Nevada and Arizona, primarily women and limited resource farmers, with targeted workshops on taxations issues for tribal audiences. |
| Risk Management and Marketing Strategies for Farm Business Success: Technical Assistance for Farmers Growing Specialty Crops in Western Massachusetts | Community Involved in Sustaining Agriculture | Kelly Coleman 413-665-7100 | \$71,005 | To help farmers understand and use risk management tools in order to improve their farm viability. |
| AGR-Lite Financial Management and Marketing Strategies for Small-Acreage Specialty Crop and Livestock Producers in CT, DE, MA, MD, ME, NC, NH, NJ, NY, PA, RI, VA, VT, WV | National Center for Appropriate Technology | Kathleen Hadley 406-494-4572 | \$99,129 | To deliver workshops throughout the RMA Raleigh Region on risk management through crop insurance, market diversification, and financial planning. |
| Global Growers Local Farmer Education Program State: GA | Refugee Family Services | Emily Felton 404-299-6217 | \$56,420 | To ensure 90 targeted producers are better able to use crop insurance programs and other risk management tools, by providing risk management education on special emphasis topics, focusing on sustainably/organically grown vegetables, fruits and livestock. |
| Spring Roundup 2012 Think. Plan. Do. Succeed | Northwest Community College DBA Northwest College | Paul B. Prestwich 207-754-6200 | \$48,853 | To deliver crop insurance education and risk management training to agricultural producers in the RMA Billings Region by hosting a two-day conference in January 2012. |

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| Texas Production, Legal, and Financial Risk Management Education for Hispanic, Limited-Resource, and Small Acreage Farmers Project | Texas/Mexico Border Coalition Community-based Organization | Aisha Cruz-Reyes 956-481-3256 | \$87,050 | To provide crop insurance education and risk management training to Hispanic, limited resource, and small acreage producers of priority commodities in 60 Texas counties with more than 100 Hispanic producers. |
| (The Navajo Lifeway) Outreach and Education Partnership on Special Topics for Producers and Ranchers in agricultural and underserved commodities in Region 5 States: AZ, NM, UT | Diné be' iiná, Inc. | TahNibaa Naataanii 505-406-7428 | \$99,410 | To deliver crop insurance education and risk management training to Diné sheep and wool producers and artists working with Navajo-Churro wool to assist them in managing production, marketing, legal, financial, and human risks of doing business in the Navajo Nation and allotted lands. |
| Annie's Project New Jersey: Educating and Empowering Women Farmers on Risk Management in Specialty Crops in the Region Served by the Raleigh, North Carolina Office State: NJ | Rutgers, The State University of New Jersey | Michele Coral 732-932-0150 | \$98,197 | To educate women, small and new farmers who predominantly produce specialty crops on the availability of federal crop insurance products and new risk management tools, through a successful outreach program aimed at underserved communities. |
| Developing the Risk Resilience of Underserved Agricultural Operators in the RMA Billings Region State: WY | University of Wyoming | Dorothy Yates 307-766-5320 | \$41,095 | To assist underserved audiences in Wyoming and the surrounding area gain a better understanding of the risks they face and to become more knowledgeable about the tools for appropriate risk management. |
| Risk Management Training and Tools for New York Organic and Sustainable Producers | Northeast Organic Farming Association of New York | Kate Mendenhall 585-271-1979 | \$99,960 | To deliver on-farm training and education to farmers throughout New York to increase their knowledge and understanding of risk management strategies and opportunities. |
| AGR-Lite and Farm Products Branding Training for Organic Specialty Crop Producers in Idaho | Northwest Center for Alternatives to Pesticides | Jennifer Miller 208-850-6504 | \$20,223 | To ensure an effective program of agricultural risk management education and information through small sessions will be established in the State of Idaho that will meet the needs of its producers. |

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| National Bison Association Risk Management Training Series State: CO | National Bison Association | Dave Carter 303-292-2833 | \$31,634 | To educate bison producers about pasture, rangeland and forage insurance products. |
| The New Entry Sustainable Farming Project State: MA | Community Teamwork, Inc. | Jennifer Beth Hashley 978-654-6745 | \$99,939 | To offer comprehensive risk management outreach, training and technical assistance for underserved farmers |
| Business and Financial Literacy Education and Outreach in the Upper Midwest States: IL, IN, MI, OH | Winrock International | John Fisk 703-879-6556 | \$94,076 | To educate producers and ranchers about new and emerging business and enterprise models for local and regional markets. |
| Building Risk Management Marketing Strategies for Beginning, Women and Minority Farmers Growing Fruits, Vegetables and Pasture Based Livestock products for local food markets in Minnesota | Land Stewardship Project | Terry VanDerPol 320-269-2105 | \$93,898 | To increase food security in the region through the support and training of beginning farmers, immigrant farmers, women farmers, and existing farmers seeking to diversify their enterprises at the whole farm or field levels. |
| Managing Production, Marketing, Financial and Human Risks and Opportunities: Education and Outreach for Ranchers, Specialty Crop, Small Acreage and Limited Resource Producers in Kansas | Kansas Rural Center | Mercedes Taylor-Puckett 785-840-6202 | \$99,613 | To fund a Sustainable Ag Risk Management Strategies Conference with more than twenty sessions focused on production, succession, marketing and financial risk management. |
| Managing Risks Associated with Value-Added Production, Marketing and Succession Planning for Limited-Resource, Socially Disadvantaged and Small Acreage Producers in Alabama, Georgia and South Carolina | The Federation of Southern Cooperatives/Land Assistance Fund | Edward Jerry Pennick 404-765-0991 | \$97,295 | To provide outreach to Limited-resource, Socially Disadvantaged, Small Acreage Producers and training to community based organizations, cooperative extension agents and other outreach specialists. |
| Creating 2 Marketing Tools and Extending RME on Marketing to Minority Prod, Women Prod, New/Beginning Farmers, Small Acreage Producers and Limited Resource Prod of Specialty Crops and Underserved Commodities States: AR, LA, MS, TN, KY. | Southern Sustainable Agriculture Working Group | Julia R. Sampson 479-251-8310 | \$93,586 | To provide risk management education on direct marketing strategies for producers of specialty horticultural crops and/or livestock in the Jackson region. |

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| Providing Risk Management Education and Outreach about Specialty Crops, Irrigation, Erosion Control Measures and Good Farming Practices to Hispanic and New and Beginning Farmers In New Mexico | National Immigrant Farming Initiative | Dr. Rigoberto Delgado 915-490-3180 | \$96,497 | To provide education, outreach, and technical to support Hispanic, New and Beginning Farmers in Don Ana, Otero, and Luna Counties in southern New Mexico. |
| Oregon Risk Management Outreach on Livestock Risk Protection Ins. and Ranch, Pasture, Range, Financial and Legal Management for Traditionally Underserved Livestock Producers | Oregon Cattlemen's Association | Kay Teisl 503-361-8941 | \$55,500 | To provide risk management outreach and education for livestock producers in Oregon who are traditionally underserved. |
| Increasing Market Access and Promoting Specialty Crops for New and Beginning, Limited Resource, Transitional, Small Acreage, and Specialty Crop Producers and Ranchers States: TN, VA | Appalachian Sustainable Development | Gina Patrick 276-623-1121 | \$93,984 | To create, promote and expand economically viable, environmentally sound and socially responsible opportunities to help improve the lives and the health of our local communities and ecosystems in northeast Tennessee and southwest Virginia. |
| RME on Marketing, Farm Management and Specialty Crop Producers for Minority Producers, Women Producers, New/Beginning Farmers, Small-Acreage Product and Limited-Resource Production of Specialty Crops and Underserved Commodities States: OK, TX | Southern Sustainable Agriculture Working Group | Jim Lukens 479-422-5831 | \$22,594 | To provide risk management education on direct marketing strategies for producers of specialty horticultural crops and/or livestock in the Oklahoma City region. |
| Breaking New Ground -- Using Agritourism as a Risk Management Strategy in the Spokane Region State: WA | Washington State University | Dr. Curtis Beus 509-422-7248 | \$35,701 | To assist priority producers in the region to develop new agritourism enterprises that can capture additional income for producers, and help stimulate local economies. A major part of this project will be working with producers so they understand, and can mitigate both traditional risks of farming, as well as some unique new risks associated with agritourism. |

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| Marketing, Branding, and Financial Tools and Strategies for New and Beginning, Limited Resource, and Specialty Crop Producers in the Raleigh Region States: NC and VA | Appalachian Sustainable Agriculture Project | Charlie Jackson 828-236-1282 | \$97,020 | To provide new and beginning, limited resource, and specialty crop producers in the Southern Appalachian region of Western North Carolina and Southwest Virginia |
| Training in Pasture, Forage, Rangeland, Other Crop Insurance Programs, and Marketing Strategies for New and Beg., Native American, Women, and Other Producers and Ranchers in RMA's Oklahoma City Region | CAS, Inc (DBA Custom Ag Solutions) | John Mangus 307-548-9636 | \$100,000 | To deliver information about risk management and the structure, availability, benefits, and best uses of RMA's crop insurance programs to improve producer awareness and decisions related to risk management strategies and participation in Federal crop insurance programs. |
| Expanding Niche Livestock Ranching in Oregon | Oregon State University | Patricia Hawk 541-737-4933 | \$90,143 | To strengthen risk management programming for underserved livestock producers throughout Oregon. |
| Hawaii Risk Management School: Risk Management Education for Asian Americans and Pacific Islanders, Limited Resource Producers and Ranchers in Farm Safety, AGR-Lite and Crop Insurance, and Good Farming Practices | University of Hawaii | Jari Sugano 808-226-3304 | \$95,161 | To increase the viability and sustainability of farms in Hawaii run by our targeted socially disadvantaged, limited resource producers by providing exposure, basic knowledge and training in areas of risk management through day-long educational conferences held in farming communities around the state. |
| Risk Management Programs for Cattle, Forage, Cotton and Grain Producers in Texas-2012 | Texas AgriLife Extension Service | Dr. Mark L. Waller 979-845-1751 | \$55,708 | To cover a broader spectrum of Texas cattle, forage, cotton and grain producers to help improve their ability to use products and strategies that can assist them in developing effective production and economic risk management plans for their operations. |

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| Managing Wholesale Production, Marketing, Financial, and Human Risks for Missouri Specialty Crop Farmers State: MO | FamilyFarmed.org | Jim Slama 708-763-9920 | \$22,292 | To work with 100 fruit and vegetable growers to train them in skills necessary to build sales with wholesale customers through training materials, a workshop, Meet the Buyers reception, and 1-on-1 technical assistance. |
| Training on Marketing Strategies and Farmer's Markets for Hispanic and Women Producers in the Oklahoma City RMA Region States: TX, OK, NM | National Center for Appropriate Technology | Kathleen Hadley 406-494-4572 | \$99,582 | To engage as many producers as possible in the RMA Oklahoma City Region, through face-to-face training and workshops at major conferences attended by large numbers of Hispanic and women farmers and ranchers. |
| Reducing the Risks of Specialty Crop Production for Small-Acreage, Veteran, and Limited-Resource Farmers in the RMA St. Paul Region States: IA, MN, WI | National Center for Appropriate Technology | Kathleen Hadley 406-494-4572 | \$87,132 | To deliver a three-part risk-management training series for small-acreage specialty crop and livestock producers in Iowa, Minnesota and Wisconsin. |
| Financial Accounting Workshops Using QuickBooks for Wisconsin Dairy Producers | Board of Regents - University of Wisconsin | Molly Van Wagner 715-425-3195 | \$27,800 | To offer six basic, hands-on, Initial workshops that will improve Wisconsin dairy farmers' recordkeeping and financial analysis skills and introduce the basics of QuickBooks. |
| Providing Non-Insurance Risk Management Tools in Mitigating Agricultural Risks for Small Acreage and Specialty Crop Producers in Florida and Bordering counties in Alabama and Georgia | North South Institute, Inc. | Dr. Samuel W. Scott 954-434-8220 | \$99,922 | To emphasize on risk management training for small-scale farmers while providing practical support through comprehensive extension programs. |
| Legal and Farm Labor Risk Management Outreach and Training for Limited Resource, Asian-American, Small Acreage, Specialty Crop Producers State: MN | Farmers' Legal Action Group | Tony Brown 651-223-5400 | \$95,783 | To use innovative outreach and assistance to stabilize and expand the financial success of socially disadvantaged Hmong and immigrant farmers who own and operate family farms. |

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| <p>Sustaining Profitability in Colorado Agriculture: RME on Insurance, Succession Planning, Marketing, Financial Planning to Women/New/Hispanic/Senior/Specialty Crop/Other Producers</p> <p>State: CO</p> | <p>Colorado State University</p> | <p>Marilyn Morrissey 970-491-2375</p> | <p>\$61,348</p> | <p>To help farmers and ranchers improve their understanding and develop skills to become better risk managers to increase their probability of being profitable and sustainable over time.</p> |
| <p>Integrating Pastured Poultry Into Specialty Crop and Small Acreage Farms for New, Beginning, Hispanic, African-American, and Limited Resource Producers</p> <p>State: CA</p> | <p>National Center for Appropriate Technology</p> | <p>Kathleen Hadley 406-494-4572</p> | <p>\$99,658</p> | <p>To train specialty crop, small acreage, beginning, Hispanic, African-American and limited resource producers in California about the opportunities and risks associated with integrating pastured poultry production into a diversified small farm.</p> |
| <p>National Bison Association Risk Management Training Series for Billings Region</p> | <p>National Bison Association</p> | <p>Jim Matheson 303-292-2833</p> | <p>\$52,201</p> | <p>To educate new and beginning farmers and ranchers on proper bison management practices with a focus on female, Native American, returning military veterans, transitional and small acreage producers.</p> |
| <p>Training in Pasture, Rangeland, Forage, Other Existing Crop Insurance Programs, and Marketing Strategies for New and Beginning, Women, and Other Producers and Ranchers in RMA's Valdosta, GA Region</p> <p>States: AL, GA, SC</p> | <p>CAS, Inc. (DBA Custom Ag Solutions)</p> | <p>John Mangus 307-548-9636</p> | <p>\$100,000</p> | <p>To work with RMA and five organizational partners to deliver training for New and Beginning, Women, and other Producers and Ranchers in RMA's Valdosta Region</p> |

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| Risk Management Education for Ranchers, with an Emphasis on Women and Beginning Ranchers in the Topeka Region: Drought Planning, Range Management, and FCIC Options including Pasture, Rangeland, and Forage Insurance State: NE | Board of Regents, University of Nebraska | Kim Giesecking 402-472-0728 | \$93,752 | To inform ranchers of the features and appropriate use of available risk management. |
| Risk Management Education for RMA's Spokane Region: RME on Insurance, Succession Planning, Marketing, and Financial Planning to Women/New/Hispanic/Senior/Specialty Crop/Other Producers States: ID, OR | RightRisk, LLC | Jeffrey Tranel 719-251-0990 | \$100,000 | To promote sustained profitability for agricultural producers in Idaho and Oregon through effective risk management decision making. |
| Enhancing Farming Practices and Marketing Skills as Risk Management Tools for Hispanic, Asian American, and Beginning Farmers State: WA | Washington State University | Dan Nordquist 509-335-9661 | \$52,583 | To expand the successful implementation of "Cultivating Success" farm production and business management curricula with Hmong and Latino farmers in Washington. |
| Training in Pasture, Forage, Rangeland, Other Crop Insurance Programs, and Marketing Strategies for New and Beginning, Women, and Other Producers and Ranchers in RMA's Topeka Region States: CO, KS, NE | CAS, Inc. (DBA Custom Ag Solutions) | John Mangus 307-548-9636 | \$100,000 | To deliver information about risk management and the structure, availability, benefits, and best uses of crop insurance programs. |
| Farm Management, Marketing Strategies, and Financial Tools for Returning Veteran and Beginning Farmers with Specialty Crop and Livestock Operations in RMA's Jackson Region States: AR, KY, LA, MS, TN | National Center for Appropriate Technology | Kathleen Hadley 406-494-4572 | \$98,211 | To employ various promotional efforts and a series of trainings that will target small acreage specialty crop and livestock producers, focusing on farm management, financial planning, and marketing strategies. |
| Comprehensive Marketing, Financial and Production Risk Management Training for Wisconsin Cattle Producers | Board of Regents - University of Wisconsin | Molly Van Wagner 715-425-3195 | \$97,876 | To integrate marketing, financial and production principles into interactive management training for Wisconsin beef cattle producers. |

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| Reducing Risk by Addressing Pasture, Specialty Crops, Marketing, and Food Safety with a Support System for Beginning Farmers, Women, Limited Resource, and Small Acreage Producers, and Students in the Jackson RMA Region State: TN | Rural Resources | Sarah T. Causey 423-636-8171 | \$99,998 | To provide risk management tools focusing on education and marketing to 940 producers in the Appalachian mountains of Northeast Tennessee including new and beginning farmers, women producers, limited resource producers, senior farmers, small acreage producers and students. |
| Developing Personal Production, Financial, Marketing, Legal, and Human Risk Management Plans for Limited Resource and African American Producers of Specialty Crops and Underserved Commodities States: AR, MS | National Crop Insurance Services | Dr. Laurence Milton Crane 800-951-6247 | \$100,000 | To assist limited resource and African American producers of specialty crops and underserved commodities in AR and MS. |
| Risk Management Education on AGR-Lite, Vegetative Index, and Worker Safety Solutions for Arizona and California Specialty Crop and Limited Resource Producers | Arizona Board of Regents, University of Arizona | Trent Teegerstrom 520-621-6245 | \$100,000 | To enhance the risk management skills, health/worker safety, and overall quality of life for limited resource producers of specialty crops and underserved commodities. |
| Education on Managing Production, Market, and Human Risks For New and Beginning Limited-Resource Farmers in the Raleigh Region State: MA | Nuestras Raices Inc. | Kevin Andaluz 413-535-1789 | \$98,387 | To assist new and beginning, limited-resource immigrant/refugee farmers to perform a risk assessment for their operation, develop a risk-management plan, and implement new practices. |
| Risk Management and Crop Insurance Education for OK Producers of Underserved Commodities and Specialty Crops to Include Production, Legal, Marketing, Financial and Human Risks State: OK | Oklahoma State University | Damona Doye 405-744-9813 | \$92,291 | To hold a statewide conference and six local/regional conferences for women in agriculture |
| Leveraging RMA Partnership Agreement #10-IE-53102-092 (2010) to Promote Financial Tools and Planning among Specialty Crop Producers and Risk Management Education to Students in the Davis RMA Region. State: CA | Prune Bargaining Association | Greg Thompson 530-674-5636 | \$67,509 | To provide risk management education, information, and consultation to dried prune and other specialty crop growers in California. |

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| Western Navajo Nation Risk Management Project State: AZ | Developing Innovations in Navajo Education | Kyril Calsoyas 928-714-9422 | \$100,000 | To continue the promotion, distribution and adoption of effective risk management practices throughout the southwest region of the Navajo Nation. |
| Reaching Missouri and Nebraska Women Producers and Ranchers through Multi-Session Classes and Special Conferences Focusing on Production, Legal and Marketing Risk in the Topeka RMA Region State: MO, NE | The Curator of the University of Missouri | Karen M. Geren 573-581-3231 | \$49,000 | To empower farm women to become better business partners through networks and by managing and organizing critical information. |
| Risk Management Outreach, Education and Training for Socially Disadvantaged Farmers and Ranchers in Virginia | Virginia State University | Dr. Keith Miller 804-524-6987 | \$88,133 | To enhance the knowledge and skills of socially disadvantaged farmers and ranchers in financial and farm management, crop insurance, marketing, and other risk management tools to improve their farm incomes and quality of life. |
| Serving Michigan Multicultural Ag: Risk management education and outreach in production, financial and human risks for African American and Hispanic specialty crop producers | Michigan Integrated Food and Farming Systems | Elaine Brown 517-432-0712 | \$94,494 | To improve and expand African American and Hispanic producers' strategies to reduce risk on their specialty crop family farms. |
| Training in Pasture, Rangeland, Forage, Specialty Crop, and Other Crop Insurance Programs for New and Beginning, Hispanic, and Other Producers and Ranchers in RMA's Davis Region States: AZ, CA | CAS, Inc. (DBA Custom Ag Solutions) | John Mangus 307-548-9636 | \$100,000 | To deliver information about risk management and the structure, availability, benefits, and best uses of RMA's crop insurance programs. |
| Specialty Crop, Irrigation, Safety and Erosion Control Risk Management Seminars for Producers, Hispanic Producers, and Direct Influencers in Georgia | Georgia Green | Sherry Loudermilk 706-632-0100 | \$41,690 | To ensure that producers will be better able to use marketing and branding information, financial management, soil and erosion control measures, crop insurance and other existing and emerging risk management tools. |

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| Risk Management Education to Native American Producers and Students in the Billings RMA Region State: AZ | Indian Nations Conservation Alliance | Richard Gooby 406-684-5199 | \$99,000 | To ensure that 753 Native American producers will be provided training to the risk management solutions available to improve their farming and ranching livelihoods. |
| Training in Pasture, Forage, Rangeland, Other Crop Insurance Programs, and Marketing Strategies for New and Beginning, Native American, and Other Producers and Ranchers in RMA's Billings Region States: MT, SD, WY | Custom Ag | Brett Crosby 307-548-9636 | \$100,000 | To deliver information about risk management and the structure, availability, benefits, and best uses of RMA's crop insurance programs. |
| RME including Crop Insurance Programs, Legal and Succession Planning, Marketing, Farm Management and Good Farming Strategies for Specialty Crop Grape Producers in the SJV within the Davis Region. State: CA | San Joaquin Valley Winegrowers Association | Peterangelo Vallis 559-354-1409 | \$21,135 | To bring pertinent risk management education to San Joaquin Valley Grape growers focusing on three areas: production management, crop marketing and financial risk. |
| Education and Outreach Project for Producers, Ranchers, Limited Resource Producers, Ranchers, New and Beginning Farmers in Northeastern Washington, RMA Spokane District | Washington State University | Dan Nordquist 509-335-9661 | \$39,215 | To provide multiple learning and networking opportunities in aspects of small agriculture risk management. |
| New and Limited Resource Producer Success: Farm Management, Food Safety, and Marketing for Specialty Crops in the RMA Springfield Region State: MI | Michigan Land Use Institute | Jim Sluyter 231-941-6584 | \$39,755 | To target the risk management needs of new and underserved farmers. |
| Training in Marketing Strategies, Specialty Crop Insurance, and Other Crop Insurance Programs for New and Beginning, Specialty Crop, and Women Producers in RMA's Jackson Region States: AR, KY, TN | CAS, Inc (DBA Custom Ag Solutions) | John Mangus 307-548-9636 | \$100,000 | To work with RMA and four organizational partners to deliver training in marketing strategies and burley tobacco insurance. |
| Entrepreneurial Farm Management Strategies for Women Farmers and New and Beginning Producers in the Raleigh Region State: PA | Pennsylvania State University | Winifred McGee 717-270-4391 | \$36,413 | To instruct farmers to be proactive in business risk management to increase profitability, sustainability, and quality of life in agriculture. |

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| Food Safety and Insurance Risk Management Strategies for Limited Resource Producers Marketing to Local Institutions States: ME, MA | Community Food Security Coalition | Andrew Fisher 503-954-2970 | \$97,721 | To facilitate sales of fruits and vegetables to institutions by limited resource producers.. |
| Practical Insurance, Financial and Worker Safety Strategies for New Mexico Nursery Producers | Arizona Board of Regents, University of Arizona | Dr. Leslie Tolbert 520-626-6000 | \$42,000 | To provide risk management education for nursery and floriculture producers in NM to improve their decision making related to managing risks such as extreme weather, marketing risks, financial risks, and worker safety issues. |
| Farm Succession and Financial Management for Transitional Farmers and Women Producers State: WI | Board of Regents of the University of Wisconsin System | Vincent Borleske 608-890-3180 | \$97,212 | To provide in-depth education on farm succession issues and tools to 900 Wisconsin producers so they can discuss, develop and ultimately implement a farm succession plan. |
| 2011-2012 PRF-RI Insurance Education for Virginia Producers and Ranchers and Risk Management Education for Students in the Raleigh Region States: VA, NY | RightRisk, LLC | Jeffrey Tranel 719-251-0990 | \$100,000 | To develop and deliver educational programs to livestock producers, forage producers, Christmas tree growers, and new and beginning farmers in the Raleigh RMA Region with a focus on the states of Virginia and New York. |
| Training in Farm Management Strategies, COMBO, and Other Existing Crop Insurance Programs for New and Beginning, Limited Resource, and Women Producers and Ranchers in RMA's Springfield, IL, Region States: IL, IN, OH, MI | CAS, Inc (DBA Custom Ag Solutions) | John Mangus 307-548-9636 | \$100,000 | To improve producer awareness, skills, and decisions related to the development and implementation of risk management strategies and participation in Federal crop insurance programs. |
| Reducing Risk for Small Acreage New and Beginning Livestock and Specialty Crop Farmers in the Davis RMA Region through Training in Good Farming Practices, Marketing Strategies, and Financial Tools and Planning States: CA | The Regents of the University of California | Roger Ingram 530-889-7385 | \$75,953 | To help reduce risk and improve the economic viability of small acreage new and beginning farmers in the foothills of Northern California through broad-based risk management training. |

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| Crop Insurance and Marketing Strategies for Returning Veterans in the Topeka Region State: NE | Center for Rural Affairs | Kathie Starkweather 402-617-7946 | \$100,000 | To help 100 veterans gain knowledge about managing farm/ranch startup strategies and managing business risk. |
| Increasing Educational Resources and Efforts for Pecan Growers in Georgia | Georgia Pecan Growers Association | Janice Dees 229-382-2187 | \$49,500 | To provide pecan producers with the training and informational opportunities necessary to use financial management strategies, crop insurance programs, and emerging risk management tools. |
| Risk Management Outreach and Education for New and Limited Resource Farmers and Ranchers in California | Farm Conference | Allen Moy 925-825-9090 | \$64,000 | To assist over 250 limited resource, socially disadvantaged and traditionally under-served California farmers and ranchers to improve their farming, ranching and business practices. |
| Annie's Project for Women Managing Risks of Value Added and Commodity Agriculture in Iowa | Iowa State University of Science and Technology | Raymond Hansen 515-294-3890 | \$100,000 | To ensure traditionally underserved women farmers in Iowa, both conventional and specialty crop producers will be better able to identify and manage agricultural risks. |
| Delivery of Educational Materials to Increase LGM-Dairy Utilization by Dairy Farm Operators in General and Limited Resource Operators in Particular, Spokane Region State: WA | Board of Regents of the University of Wisconsin System | Cheryl Gest 608-262-3822 | \$86,110 | To develop and subsequently deliver an integrated education program composed of computer-based LGM-Dairy training workshops. |
| Minimizing the Marketing Risk of Small, Limited-Resource and African American Producers in Georgia and Alabama in Collaboration with the Valdosta Regional Office | Tuskegee University | Dr. Gilbert Rochon 334-727-8501 | \$97,260 | To provide mitigation of financial risks to limited resource and socially disadvantaged farmers in the Black Belt Region |

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| Managing Wholesale Production, Marketing, Financial, and Human Risks for Northeastern US Specialty Crop Farmers States: NC, PA, NY, MA, MD, WV | FamilyFarmed.org | Jim Slama 708-763-9920 | \$99,279 | To work with 500 Northeastern U.S. fruit and vegetable growers to train them in skills necessary to market wholesale. |
| Risk Management Training for Refugee Farmers in New Hampshire | Southern New Hampshire Services | Muktar Idhow 603-674-5705 | \$75,027 | 1) To increase the profitability and self-sufficiency of refugee farmers in New Hampshire and 2) to provide information and technical assistance on how to manage the risks associated with operating a small farm business. |
| Production and Marketing Risk Reduction Strategies for Producers and Ranchers in the St. Paul Region State: MN | MN Forage and Grassland Council (dba Midwest Forage Assn.) | Jon Dockter 651-484-3888 | \$20,340 | To develop risk management methods and options for Minnesota specialty crop producers and livestock producers. |
| Providing Risk Management Education and Practical Resources for Upper Midwest Specialty Crop, Limited Resource and Minority State: MN | Minnesota Fruit and Vegetable Association | Marilyn Johnson 763-434-0400 | \$94,430 | To develop and deliver a variety of risk management solutions for specialty crop producers in the Upper Midwest. |
| Risk Management and Community Outreach Program for Limited Resource and Underserved Farmers State: DE | Delaware State University | Albert Essel 302-857-6463 | \$100,000 | To provide training, informational opportunities and technical assistance necessary to make informed risk management decisions. |
| Hands Held: Building Bridges to Empower Farmer-Directed Development States: CA, Nationally | National Hmong American Farmers | Chukou Thao 559 313-3339 | \$100,000 | To provide farmers with one-to-one technical assistance, as well as develop culturally appropriate tools for CBOs. |
| Risk Management Education for South Dakota Producers | South Dakota Corn Growers Association | Teddi Mueller 605-334-0100 | \$99,920 | To provide risk management education through a series of risk management education opportunities. |

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| Succession Planning Education to Senior and Beginning Farmers and Specialty Crop Producers in the Davis Region State: CA | Center for Land Based Learning | Jennifer Taylor 530-795-4146 | \$53,228 | To provide farmers in the northern Central Valley with succession and financial planning tools, guidance and support |
| Rural Tax education programs for the Raleigh region States: NC, VT, NY | North Carolina State University | Matt Ronning 919-515-2444 | \$41,892 | To provide tax information to producers so that they are better able to make financial management decisions and understand how income and self-employment tax management is part of an overall risk management plan. |
| Reducing Risk for Specialty Crop Producers in the Davis region through Marketing Strategies and Food Safety Education State: CA | Prune Bargaining Association | Greg Thompson 530-674-5636 | \$98,934 | To assure that the best ideas are generated and to reduce the risk that poorly thought out unilateral decision making reduces the competitive viability of producers. |
| Transitioning Farm Assets State: IL | Annie's Project-Education for Farm Women | Ruth Hambleton 618-237-6441 | \$26,143 | To provide multi-generational farm families and college students wanting to return home to the farm with research based risk management information to help achieve their goals for orderly transitions. |
| Beginning and Socially Disadvantaged Farmers Learning and Acting on Regulatory Risks in California | Agriculture and Land-Based Training Association | Gary Peterson 831-758-1469 | \$41,769 | To prepare at least 80 socially disadvantaged and beginning farmers to confidently manage sources of regulatory and legal risk. |
| Risk Management Education for Texas Sheep and Goat Producers | Texas AgriLife Extension Service | Dr. William J. Thompson 325-653-4576 | \$40,258 | To ensure that Texas sheep and goat producers, a historically underserved group of producers, will be better able to use existing and emerging risk management tools. |

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| Risk Planning Education for Socially Disadvantaged Farmers Sustainability State: WA | Rural Community Development Resources | Luz Bazan Gutierrez 509-453-5133 | \$99,879 | To provide outreach and create awareness of risk management issues for SDA producers, provide individual risk planning and provide outreach to RMA regional offices in regard to the new and beginning farmers and the Center's role within Washington State. |
| Using Livestock Gross Margin Insurance in Marketing Plan State: SD | South Dakota State University | Matthew Diersen 605-688-4864 | \$44,719 | To develop and deliver educational materials related to using the insurance as part of a comprehensive approach to marketing. |
| Production, Financial, and Human Risk Management Outreach and Education to Hispanic Farmers State: WA | Institute for Washington's Future | Sean Hopps 360-920-7682 | \$72,600 | To develop and conduct a promotional program crop insurance and other risk management tools in Spanish. |
| Effective Transitions: Finding Success in Farm Succession Planning State: MN | Renewing the Countryside | Jan Joannides 612-251-7304 | \$99,814 | To provide senior, specialty crop and livestock farmers and ranchers with informational opportunities, training, and assistance on succession planning. |
| Practical Risk Reduction for Southern Producers Using New Tools and Training States: SC, GA | Southern Sustainable Agriculture Working Group | Jim Lukens 479-422-5831 | \$23,979 | To provide new risk management tools to Southern producers. |
| Farm Management Strategies for Producers and Ranchers of Christmas Trees in the Davis Region States: National | National Christmas Tree Association (NCTA) | Amy L. Mills 636-449-5070 | \$72,500 | To help Christmas tree growers understand and manage risk. |
| Oklahoma Native American Tribes New and Beginning Limited Resource Farmers and Ranchers Learning to Manage Risk through Vertical Marketing Strategies State: OK | Indian Country Agricultural Corporation | Randall Ware 405-638-2285 | \$89,650 | To teach beginning Indian farmers how to manage their marketing risks that would in turn increase their chances of maintaining a sustainable farm-ranch operation. |

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| Women Veterans in Agriculture: An Underrepresented Minority States: National | Community Partners | Yadira Hernandez Herrera 213-346-3206 | \$100,000 | To help veterans reduce risk and become productive farmers by utilizing resources available to help military veterans who are starting businesses, buying land, or overcoming disabilities. |
| AGR-Lite, Financial Management, and Marketing Strategies for Small-Acreage Specialty Crop and Livestock Producers in the RMA Valdosta Region State: AL | National Center for Appropriate Technology | Kathleen Hadley 406-494-4572 | \$99,953 | To deliver workshops throughout the Valdosta RMA region risk management through crop insurance, market diversification, and financial planning. |
| Training in Farm Management Strategies, COMBO, and Other Existing Crop Insurance Programs for New and Beginning, Limited Resource, and Women Producers and Ranchers in St. Paul Region States: IA, MN, WI | CAS, Inc (DBA Custom Ag Solutions) | John Mangus 307-548-9636 | \$100,000 | To deliver information about risk management and the features, benefits, limitations, and best uses of available risk management strategies, tools, and crop insurance programs. |
| Crop Insurance, Marketing, and Succession Education for Producers, Specialty Growers, and Young Farmers in Springfield Region State: IL | Board of Trustees of the University of Illinois | Walter Knorr 217- 333-2187 | \$99,937 | To improve crop insurance decisions by providing education on crop insurance, marketing, and succession issues. |
| RME on Marketing, Farm Management and Specialty Crop Prod for Minority Prod, Women Prod, New/Beginning Farmers, Small-Acreage Produce and Limited-Resource Producers of Specialty Crops and Underserved Commodities-Valdosta Region States: AL, FL, GA, SC | Southern Sustainable Agriculture Working Group (SSAWG) | Jim Lukens 479-422-5831 | \$22,269 | To provide risk management education in the areas of marketing, farm management and specialty crop production for at least 125 producers of fruit and vegetables and/or livestock in Alabama, Florida, Georgia and South Carolina. |
| Improving Farm Management Strategies for New, Women, and Young Sustainable and Organic Farmers in WI, MN and IA | Midwest Organic and Sustainable Education Service | Jody Padgham 715-778-5775 | \$70,321 | To provide information and resources on sustainable farm management to new farmers, women farmers, and young farmers. |

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| <p>Risk Education and Outreach in special emphasis topics of production, legal, financial and human aspects, delivered in strategically located California milksheds to dairy operators and consultants State: CA</p> | <p>The Regents of the University of California</p> | <p>Karen L. Wood 530-754-7700</p> | <p>\$50,335</p> | <p>To provide a grass-roots education program to assist California dairy producers and their consultants in addressing the economic and environmental risk factors of critical importance in their jurisdictional area of the state.</p> |
| <p>Promoting and Disseminating Good Farming Practices and Risk Management Education for Winter Canola to Farmers and Ranchers in the RMA Topeka Region State: KS</p> | <p>Kansas State University</p> | <p>Michael J. Stamm 785-532-3871</p> | <p>\$100,000</p> | <p>To inform producers about the need for canola risk management, the insurance opportunities available through RMA, and new and emerging risk management tools.</p> |