

2007 RMA EDUCATION COMMODITY PARTNERSHIPS

Area(s)	Project Name	Organization	Contact	Amount	Objective
Billings, MT Regional Office					
Montana, North and South Dakota, and Wyoming	Cost Control: Risk Management Planning Strategies for Northern Plains Livestock Producers	National Crop Insurance Services, Inc. (NCIS)	Laurence Crane 800-951-6247 Laurencec@ag-risk.org	\$95,464	To assist Northern Plains livestock and forage producers responding to unexpected and ever-increasing production costs with special emphasis on energy, labor, land resource, breeding stock, and family living expenses. An applied education program consisting of workshops and individualized counseling will be developed and conducted. Will also provide participants with an opportunity to develop and revise plans with their own data and have it professionally reviewed.
South Dakota	Risk Management Education for South Dakota Producers	South Dakota Corn Growers Association	Teddi Mueller 605-334-0100 teddim@sdcorn.org	\$99,780	To conduct a series of workshops across South Dakota focusing on risk management education, providing a better understanding of crop insurance coverage, equipment and planting techniques, specialty crop production contracts, grain marketing and storage, tax strategies, market opportunities and risks, and managing crop revenue risks.
Montana and Wyoming	AGR-Lite Risk Management Education for Agricultural Producers in Montana and Wyoming	University of Wyoming	John Hewlett 307-766-2166 Hewlett@uwyo.edu	\$97,273	To develop and deliver risk management education through onsite programs, media-based education, and print and electronic media to explain and facilitate effective use of AGR-Lite and risk management tools for commodities produced on WY and MT farms and ranches, using a multi-dimensional approach.

North Dakota	Insuring Pasture, Rangeland, Forage and Vegetative Resources for Livestock and Biomass	National Crop Insurance Services, Inc. (NCIS)	Laurence Crane 800-951-6247 Laurencec@ag-risk.org	\$94,642	To assist North Dakota owners of pasture, rangeland, forage and vegetative (PRFV) resources planned for livestock, biomass energy, or environmental use respond to drought and production shortfalls. Individual risk management responses will be formulated using a business planning approach.
Davis, CA Regional Office					
Hawaii	A Multi-Functional Approach to Hawaii Tropical Fruit and Trees Risk Management Education: Internet, CD-ROM, and On-Site Workshop	AgriLogic, Inc	Joe Davis 817-473-8771 jdavis@agrilogic.com Dr. Mike Fanning 817-473-8771 mfanning@agrilogic.com	\$99,653	To educate Hawaii tropical fruit and tree producers better understand their operations and kinds of risk addressed by crop insurance, features of existing crop insurance products, how to choose the best coverage to meet their needs and make better informed decisions while developing their risk management strategy.
California	Livestock Risk Protection (LRP) Program Training for California Producers	Custom Ag Solutions	Brett Crosby 307-548-9636 bcrosby@casnow.com	\$96,766	To teach California livestock producers about structure, availability, and appropriate use of RMA's new and expanded Livestock Risk Protection LRP Program offerings available to California livestock producers.
California	Reducing Risk through Sustainable Winegrape Production	California Sustainable Winegrowing Alliance	Dr. Joe Browde 707-776-4943 mjbrowde@pacbell.net	\$96,000	To provide education and information on risk management practices to California winegrape growers and other California specialty crop producers; to increase understanding and adoption of risk management practices; to help ensure sustainability of production and prevent or minimize risks and losses.
Southwestern States and Hawaii	Livestock, Nursery, and Specialty Crop RME for the Southwest and Hawaii	Arizona Board of Regents, University of Arizona	Dr. Russell Tronstad Mr. Trent Teegerstrom Dr. Ursula Schuch 520-621-2425 tronstad@ag.arizona.edu	\$100,000	To provide risk management and crop insurance education through two southern California nursery conferences; to address economic risks of 1) frost to nursery

					stock and 2) replanting damaged citrus including nursery case studies; to compile live-stock and AGR-Lite records for Native American sheep enterprises; to use an online site that tracks livestock, range, and financial records to export financial transactions to Quicken for taxes and AGR-Lite records; to integrate AGR-Lite as a tool for minimizing risks using Excel™ based Crop Solver tool.
Nevada	Risk Management Education for Sustainable Agriculture in Nevada	Board of Regents, University of Nevada, Reno	Dr. Kynda R. Curtis 775-784-1682 kcurtis@cabnr.unr.edu	\$100,000	To deliver risk management education programs to livestock, forage, and specialty crop producers in Nevada, consisting of four one or two-day programs in the areas of financial, production, and market risk. The programs will enable participants to more effectively manage their enterprise and understand various risk management options. Informed decisions regarding markets, pricing, and production based on strong financial analysis will lead to sustainable agricultural practices and enhanced quality of life.
Jackson, MS Regional Office					
Kentucky, and Tennessee	Kentucky, and Tennessee Risk Management Education for Small Pastured Poultry and Meat Goat Producers	Kentucky State University – Cooperative Extension Program	Marion Simon 502-597-6437 marion.simon@ksu.edu	\$100,000	To provide tests/ demonstration on pastured turkey-goat co-grazing, expand enterprise budgets/ economic data on pastured poultry and goats for Kentucky and Tennessee; to provide support of an educational tour to meat goat and pastured poultry operations; to support educational workshops, field days and “Third Tuesdays-Thursdays,” and to support participants to the Southern SAWG Conference.

Kentucky	Kentucky Risk Management Initiative	Mid American Ag and Hort Services, Inc.	John Wargowsky 614-246-8286 labor@ofbf.org	\$100,000	To help fruit and vegetable producers improve marketability of the food they grow and sell by 1) increasing the adoption of Good Agricultural Practices and 2) achieving better third party food safety audit scores. Will help producers of priority commodities manage legal and human resource risks.
Arkansas, Kentucky, Louisiana, Mississippi and Tennessee	Risk Management Training for Greenhouse Specialty Crop Producers	Mississippi State University	Dr. Richard G. Snyder 601-892-3731 RickS@ra.msstate.edu	\$99,999	To provide a three-day intensive training and one-day tour of successful greenhouses, targeting growers and prospective growers of hydroponically-grown greenhouse tomatoes and other specialty vegetable and fruit crops; to promote the Short Course so that small, rural growers, especially minority groups and those typically underserved by Extension, would become aware of lucrative crops for small-scale growers; to address technical requirements and risks that growers need to understand to succeed.
Arkansas, Kentucky, Louisiana, Mississippi and Tennessee	Risk Management for the Environmental Horticulture Industry in the Jackson Region	National Crop Insurance Services	Dr. Laurence M. Crane 800-951-6247 Laurencec@ag-risk.org	\$92,050	To introduce producers and allied professionals to risks in the agricultural environment, use of risk management concepts and tools, including marketing and financial analysis, and to educate producers on provisions of the FCIC nursery crop insurance policy. A comprehensive risk management informational publication will be developed, and a series of one-day workshops conducted.
Arkansas, Kentucky, Louisiana, Mississippi and Tennessee	More Practical Risk Reduction Tools & Training for Southern	Southern Sustainable Agriculture Working Group	Ed Walters 205-333-8504 jeanmills@aol.com	\$96,835	To address risk management needs of small and moderate-scale producers and

Tennessee	Producers				beginning farmers interested in alternative farming enterprises and direct marketing through Southern SAWG's three-and-a-half-day, <i>Practical Tools and Solutions for Sustaining Family Farms</i> Annual Conference, and through outreach with tools after the conference.
Oklahoma City, OK Regional Office					
Oklahoma and Texas	Risk Management for the Environmental Horticulture Industry in the Oklahoma City Region	National Crop Insurance Services, Inc. (NCIS)	Laurence Crane 800-951-6247 Laurencec@ag-risk.org	\$86,500	To address critical risk management issues affecting ornamental plant producers in OK and TX; to introduce producers and allied professionals to the many risks in the agricultural environment, use of risk management concepts and tools, including marketing and financial analysis; and to educate producers on provisions of FCIC nursery crop insurance policy. A comprehensive informational publication will be developed and a series of one-day workshops conducted.
Oklahoma	Priority Commodity Education for Oklahoma Producers	Kerr Center for Sustainable Agriculture, Inc.	James Horne 918-647-9123 jhorne@kerrcenter.com	\$98,484	To develop an educational plan that will deliver training and information in management of production, marketing and financial risks to producers. The educational plan includes a major three tract conference, four field days, one organic production field day, and one workshop to teach basic health care and nutrition for livestock.
Texas	Risk Management Education for Texas Cattle and forage Producers	Texas Cooperative Extension	Stan Bevers 940-552-9941 Ext. 231 s-bevers@tamu.edu	\$72,915	To offer Texas cattle and forage producers risk management educational opportunities including workshops on the new Pasture, Rangeland and Forage Insurance, Livestock Risk Protection –

					Feeder Cattle, Livestock Risk Protection – Fed Cattle, and Livestock Gross Margin. Also offer two Beef Cattle Standardized Performance Analysis (SPA) workshops. Cattle and forage producers will participate in a Master Marketer Program and four stocker cattle management clinics.
Oklahoma	Winning the Game – Grains and Livestock	Country Hedging, Inc.	Keith Banta 800-961-1133 kbanta@countryhedging.com	\$92,500	To offer Winning the Game – Grains & Livestock workshops providing producers with risk management tools to help manage the risk of buying or selling grain or livestock. Workshops will provide a practical approach for producers interested in improving grain and livestock marketing skills.
Oklahoma	Women in Agriculture & Small Business Conference and Resource Center	Great Plains Resource Conservation and Development Area Association (RC&D)	Larry Wright 580-832-3661 Larry.wright@ok.usda.gov	\$47,000	To deliver training and information in management of production, marketing and financial risk to underserved Oklahoma producers. A state-wide conference on risk management, agriculture and small business for female and underserved producers will be conducted. To develop a resource center with risk management information available by mail and electronically.
Raleigh, NC Regional Office					
North Carolina, Pennsylvania & Virginia	Managing Farm Energy Risks in the RMA Raleigh Region	National Center for Appropriate Technology	Michael Morris 406-533-6652 mikem@ncat.org	\$98,967	To teach producers about energy-related risk management tools and strategies to help lower energy costs, manage risks and maximize profits during time of high energy costs.
Maine, Massachusetts, New York, Pennsylvania, Vermont & Virginia	Clam Insurance Program Training & Risk Management Education for Eastern U.S. Producers	Custom Ag Solutions	Brett Crosby 307-548-9636 bcrosby@casnow.com	\$99,010	To teach 1,300 MA and VA clam growers about structure, availability, and appropriate use of RMA's Clam Pilot Program through eight training events. To conduct a direct

					mailing campaign to 200 MA and VA producers, and to send press releases and newsletters to clam, maple and Christmas tree producers.
Vermont	Addressing the Challenges Facing the Vermont Dairy Industry	University of Vermont	Rick LaVitre 802-656-2990 Richard.lavitre@uvm.edu	\$100,000	To address workers compensation, develop opportunities for value-added dairy food ventures and promote availability of dairy profit teams to work with individual farms. To fund a dairy “ombudsman,” and to work with the National Organic Farming Association (NOFA) to provide technical assistance to 80 organic dairy farms.
Appalachian Region of North Carolina	Risk Management Education for Southern Appalachian Farmers	Appalachian Sustainable Agriculture Project(ASAP)	Charlie Jackson 828-236-1282 Charlie@asapconnections.org	\$100,000	To assist farmers in reaching new markets, ASAP developed a regional branding initiative known as Appalachian Grown. For this branding to help specialty crop growers, resource materials, trainings, and one-on-one assessment and planning assistance will be provided. AGR-Lite will also be covered.
Maryland and North Carolina	Commodity Partnerships for Risk Management Education for the Ornamental and Herb Nursery Producers and the Muscadine Grape Producer Specialty Crops	North Carolina Nursery & Landscape Association, Inc.	Beverly Gelvin 919-816-9117 bgelvin@ncan.com	\$100,000	To train 3,500 ornamental, herb, and grape growers in risk management tools such as pest management, weed control, financial risks, crop insurance, personnel management, and water and irrigation solutions. These producers will also learn about developing effective production and marketing strategies.
St. Paul, MN Regional Office					
Minnesota	A Collaborative Approach to Delivering Risk Management Education in Minnesota	Minnesota Grown Promotion, Inc.	Paul Hugunin 651-201-6510 Paul.hugunin@state.mn.us	\$98,905	To provide risk management education and training to producers of floricultural products, Christmas trees,

					ornamental nursery, fruits, vegetables, honey and livestock. Training will be delivered to producers who employ a variety of production practices ranging from conventional to organic.
Wisconsin and Iowa	A Comprehensive Risk Management Education Program for Midwest Dairy Beef Producers	University of Wisconsin – River Falls	Brenda Boetel 715-425-0702 Brenda.boetel@uwrf.edu	\$99,885	To provide risk management education and information to dairy beef producers by accurately estimating their unit cost of production and understanding and analyzing alternate price risk protection schemes. In collaboration with Iowa Beef Center, implement a multi-media, multi-level educational program to include education and promotional presentations, workshops and correspondence courses, a webcast, and feature articles in farm press publications.
Minnesota, Wisconsin, and Iowa	Educating Organic and Sustainable Farmers About Risk Management Tools	Midwest Organic and Sustainable Education Service (MOSES)	Faye Jones 715-772-3153 faye@mosesorganic.org	\$89,500	To deliver training and information to improve skills in financial management, expose farmers to current risk management tools and help them make sound management decisions. To educate farmers on the benefits of the AGR-Lite crop insurance program.
Iowa	Cattle Risk Management in Iowa for Today's Producers	Kansas State University	James Mintert 785-532-1518 jmintert@ksu.edu	\$97,307	To teach livestock producers about structure, availability and appropriate use of Federal risk management programs. In partnership with Iowa State University, the Iowa Cattlemen's Association and Iowa Farm Bureau, conduct cattle risk management workshop that provides comprehensive cattle risk management training with special emphasis on LRP and LGM.

Wisconsin	Whole Farm Risk Management for Southwest Wisconsin Crop and Livestock Producers	Southwest Wisconsin Technical College	Edmund Ruff 608-822-2740 eruff@swtc.edu	\$88,347	To help producers stabilize their income with insurance and other risk management tools. This focus will be taught to these producers through the Dairy Summit V in December 2007, a Risk Management Symposium, 16 workshops, and individualized on-farm instructions.
Spokane, WA Regional Office					
Idaho	Reducing legal Liabilities and Related Financial Risks Associated with Farm Direct Marketing in Idaho	Rural Roots, Inc.	Colette DePhelps 208-883-3462 Colette@ruralroots.org	\$89,665	To develop and print <i>Legal Liability Handbook for Direct Marketing in Idaho</i> and conduct seven full-day workshops on how to use the handbook and related risk management tools to decrease legal and financial risks faced by specialty crop and livestock producers who direct market in Idaho.
Idaho, Oregon, Washington	Potatoes and Tree Fruit Risk Management Tools: Financial, Marketing & Production Risks	Washington State Potato Commission	Karen Bonaudi 509-765-8845 kbonaudi@potatoes.com Susan Pheasant, Ph.D 509 884 1494 susan@pheasantprojects.net	\$99,163	To assist producers with their analysis and decisionmaking process through educational materials and training to evaluate market opportunities, and to apply the Cost of Production Calculator tools to targeted fruit/potato products and offerings, and to increase awareness of and capacity to effectively address market trends and economic impacts.
Oregon	Assisting Oregon Livestock Producers in Creating a Succession Plan for Their Family Ranching Business	Oregon State University	Bard Eleveld 541-737-1409 bart.eleveld@oregonstate.edu	\$99,177	To provide succession and estate planning education and information through a series of workshops geared toward ranchers in cattle producing areas of Oregon.
Oregon	Educating Growers in the Willamette Valley of Oregon about AGR-Lite Risk Management Insurance Tools”	Oregon Department of Agriculture	Brent Searle 503-986-4558 bsearle@oda.state.or.us	\$80,000	To assist producers in better understanding and using AGR and AGR-Lite insurance tools that fit the diversified specialty crop agriculture in the Willamette Valley.

Idaho, Oregon	Livestock Risk Protection (LRP) Program Training for Idaho and Oregon Producers	Custom Ag Solutions	Brett Crosby 307-548-9636 bcrosby@casnow.com	\$100,000	To deliver Livestock Risk Protection program training to Idaho and Oregon producers through 15 training events, direct mail, press releases and newsletter articles focusing on sheep producers, cattle producers and beginning producers, working with five organizational partners.
Springfield, IL Regional Office					
Indiana, Ohio	Ohio and Indiana Risk Management Initiative	Mid American Ag and Hort Services, Inc.	John Wargowsky 614-246-8286 labor@ofbf.org	\$100,000	To provide education and information to fruit and vegetable producers through a Specialty Crop Food Safety Initiative to improve marketability of the food they produce. Through a Human Resource Management component, provide education and information to producers to assist in managing legal and human resource risks.
Illinois	Improving Risk Management of Illinois Farms in Changing Economic Conditions	University of Illinois	Gary Schnitkey 217-244-9595 schnitke@uiuc.edu	\$100,000	To aid Illinois specialty growers, forage producers, sustainable crop producers, and livestock producers in managing risks in an environment of higher commodity prices, through 14 different programs,
Michigan	Cherry Crop Insurance Program Training and Risk Management Education for Michigan Producers	Custom Ag Solutions	Brett Crosby 307-548-9636 bcrosby@casnow.com	\$99,307	To deliver crop insurance program training and risk management education to Michigan producers through 15 training events, direct mail, press releases, and newsletter articles focusing on cherry, maple and beginning producers, working with four organizational partners.
Illinois, Indiana, Michigan	Grape Insurance Education for Producers	University of Illinois	Gary Schnitkey 217-244-9595 schnitke@uiuc.edu	\$95,172	To assist producers in understanding grape insurance products; to provide producers in counties without grape crop insurance

					products with information on how to submit requests for grape insurance; and to provide producers with knowledge of the payment structure of grape crop insurance products.
Michigan, Illinois, Indiana	Risk Management Education for Farm Families	The Farm Research Cooperative	Dr. Leroy Ray, Jr. 269-521-4993	\$100,000	To provide comprehensive risk management education for small-scale producers through workshops, bus tour and conference focusing on reducing financial exposure, AGR programs, marketing, business management, production diversification. A series of sessions will also be presented in Spanish.
Topeka, KS Regional Office					
Nebraska	Nebraska Partners: Risk Management Tools for Under-served Producers	Legal Aid of Nebraska	Michelle Soll 402-648-3457 msoll@legalaidofnebraska.com	\$88,643	To provide farm clinics in seven locations throughout Nebraska to producers in expanding their understanding of risk management tools and technological access to risk management information.
Colorado	RightRisk Education for Pasture, Rangeland, and Forage Pilot Insurance in Colorado	Colorado State University	Dana L. Hoag 970-491-5549 Dana.hoag@colostate.edu	\$99,989	To provide risk management education to livestock and forage producers with special attention to the Pasture, Rangeland and Forage Rainfall Index Insurance product, through use of simulation software and support materials.
Colorado, Kansas, Missouri, Nebraska	Risk Management Education for Christmas Tree Growers	National Christmas Tree Assn	Pam Helmsing 636-449-5042 helmsing@drakeco.com Nicole Kellogg 636 449 5063 Kellogg@drakeco.com	\$53,595	To educate and equip Christmas tree farmers to build markets as their crop grows. This includes educating consumers about the benefits of farm-grown products, and tailoring message to reach targeted demographics.
Kansas, Colorado	Combining AGR-Lite with Other Tools to Manage Farm Level Risk in Kansas and Colorado	Kansas State University	Art Barnaby 785-532-1515 barnaby@ksu.edu	\$99,876	To teach Kansas and Colorado crop and livestock producers about structure, availability, and appropriate use of Adjusted Gross

					Revenue-Lite combined with other RMA programs and price risk management tools.
Kansas, Nebraska, Missouri	Developing an Accessible and Comprehensive Cattle Risk Management Information Library	Kansas State University	Ted C. Schroeder 785-532-4488 tcs@ksu.edu	\$97,188	To develop a comprehensive Cattle Risk Management Information Library (CRMIL) to serve as an industry clearinghouse for cattle risk management research and tools, to be posted on Kansas State University's AgManager.info web site.
Valdosta, GA Regional Office					
Alabama, Florida and South Carolina	Managing Farm Energy Risks in the RMA Valdosta Region	National Center for Appropriate Technology	Michael Morris 406-533-6652 mikem@ncat.org	\$99,557	To teach producers about energy-related risk management tools and strategies to help lower energy costs, and to manage risks and maximize profits during time of high energy costs.
Alabama, Georgia, South Carolina and Florida	Risk Management for the Environmental Horticulture Industry in the Valdosta Region	National Crop Insurance Services, Inc. (NCIS)	Laurence Crane 800-951-6247 Laurencec@ag-risk.org	\$91,150	To introduce producers to types of risks they face, how to use the proper risk management tools to combat these risks, and to educate them on provisions of nursery crop insurance policy, through a series of one-day workshops. A publication will also be developed.
Georgia	GYFA Regional Educational Project	Georgia Young Farmers Association	Glen A. Arnold 478-934-1244 glen@aghedgefund.com	\$93,775	To conduct a series of 75 farmer and rancher meetings on risk management tools used in agricultural production that targets fruit, vegetable, dairy, ornamental, turf grass, poultry, peanut, and livestock producers, to create economic stability in small agricultural communities.
Georgia	Southeast Horticulture Industry Risk Management Education Project	Georgia Green Industry Association	Sherry Loudermilk 706-632-0100 sherry@ggia.org	\$100,000	To teach participating producers about risk management tools including benefits of crop insurance, marketing strategies, safety and pesticide handling techniques,

					financial planning for new producers, and introductory Spanish for producers to enhance productivity.
Georgia, Alabama, South Carolina and Florida	Southeast Fruit, Vegetable and Pecan Risk Management Education	Georgia Fruit & Vegetable Growers Association	Charles T. Hall, Jr. 706-845-8200 chall@asginfo.net	\$99,727	To educate 2000 (1400 producers and 375 influencers) on production, marketing, finances and food safety through a 3-day conference that includes 20 workshop sessions covering peaches, muscadines, blueberries, brambles, vegetables, roadside markets, Vidalia onions, watermelons, organic production, food safety, strawberries and pecans. An Organic Local Food Guide will also be developed.