



## Protecting Profitability for Small and Beginning Farmers in Maryland and Delaware through Holistic Planning

Small-scale agriculture is increasing, especially in the Mid-Atlantic region. As demand for local, fresh, and safe food rises, younger and more diverse populations are entering farming as producers. The University of Maryland Eastern Shore Small Farm Outreach Program hosts a Small Farm Conference promoting profitability and sustainability. The Small Farms Program at Delaware State University also provides introductory risk management training during their annual “Profiting from A Few Acres” conference. The beginning, small, limited resource and socially disadvantaged farmers attending each of these events identified in-depth risk management planning as a priority educational need. These producers expressed serious concerns about marketing, regulatory, labor, liability, and financial risk.

To address this educational need, **Dr. Laurence Crane** of **National Crop Insurance Services**, collaborated with local Extension educators in **Maryland** and **Delaware** to provide comprehensive risk management programming to specialty crop producers in both states. The project

included three sequential workshops conducted in each state by subject matter experts and Extension educators who tailored the content to local needs and interests. The workshops provided 18 hours of instruction and were supplemented by “homework” assignments (60 hours) and individualized counseling, leading to participants developing their own personal risk management plans.

Producers involved in the project developed the skills and understood their own operations sufficiently to establish written goals specific to their farm for each of the five areas of agricultural risk. They also delineated three specific actions to reach each goal, and committed to implementing their personal risk management plan. Educators supported and monitored their progress and interviewed each participant at the end of the project, recording the number of actions completed and goals reached. An important secondary outcome of this project was the potential long-term working relationships between the farmer participants and the local educators that were developed and fostered during these personal contacts. rights and responsibilities, management adaptations, input costs, and the types of assistance now needed if a farmer wants to continue his or her operation.



***“The things we learned from this class helped us stay in business, and we are optimistic about our future because of it.”***

***– Delaware Producer***





**EXTENSION  
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EDUCATION**



United States  
Department of  
Agriculture

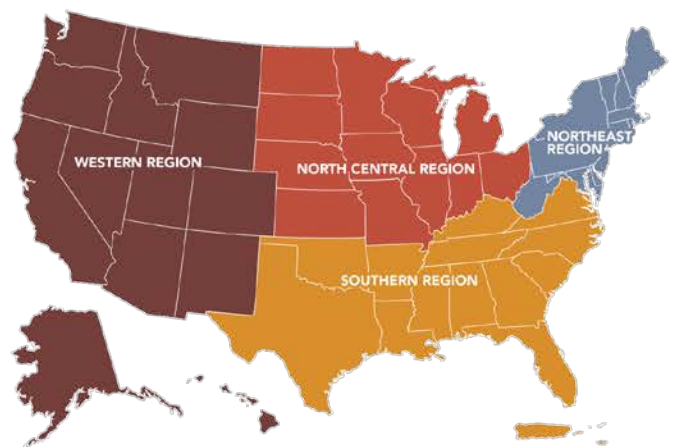
National Institute  
of Food and  
Agriculture

## “Educating America’s farmers and ranchers to manage the unique risks of producing food for the world’s table.”

**Extension Risk Management Education (ERME)** is delivered through four regional centers that provide grant funding and leadership within their regions.

Projects are producer-focused, results-based and encourage public-private partnerships. Funded projects must identify targeted results that will help producers manage risk and then describe how the project will measure those results.

Extension Risk Management Education has funded innovative programs that have generated tangible results for producers in every state. ERME is committed to funding results, providing transparent accountability, and encouraging collaboration. View the accomplishments of all funded projects on our website.  
<http://ExtensionRME.org>



### ERME REGIONAL CENTERS



**NORTH CENTRAL  
EXTENSION  
RISK  
MANAGEMENT  
EDUCATION**

University of Nebraska  
Dept. of Agricultural Economics  
303 Filley Hall  
Lincoln, NE  
68583-0922

(402) 472-1742  
NCERME.org



**NORTHEAST  
EXTENSION  
RISK  
MANAGEMENT  
EDUCATION**

University of Delaware  
Dept. of Applied Economics  
and Statistics  
112 Townsend Hall  
Newark, DE  
19716-2130

(302) 831-6540  
NERME.org



**SOUTHERN  
EXTENSION  
RISK  
MANAGEMENT  
EDUCATION**

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Little Rock, AR  
72204

(501) 671-2165  
SRMEC.uark.edu



**WESTERN  
EXTENSION  
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222 N. Havana St.  
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99202

(509) 477-2168  
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