



## Risk Management Training for Socially Disadvantaged Farmers in the Central Chesapeake

Farmers along the mid-Atlantic have expressed their main obstacles to economic success is a need for increased knowledge, accessing new markets, navigating burdensome regulations and legislation, and dealing with a shortage of labor. For more than two decades, **Future Harvest Chesapeake Alliance for Sustainable Agriculture (FHCASA)** has provided farmer training to beginner and socially disadvantaged farmers in **Maryland, Delaware, eastern West Virginia, and the District of Columbia** showing that combined classroom education along with field training is an effective method for imparting risk management information. The Beginner Farmer Training Program (BFTP) program provides a ready pool of participants which is comprised of approximately half women and 20% farmers of color. Founded in 1999, FHCASA is a regional leader in farmer education with three educational platforms: a large annual conference serving about 800 people; two Field Schools serving 700 people annually; and our BFTP, the largest in the mid-Atlantic, which grew from 13 trainees in 2015 to 80 for 2018.

FHCASA, under the guidance of **Caroline Selle**, developed and offered risk management training for beginning and socially disadvantaged farmers. The training topics addressed the education needs identified by Chesapeake region farmers in our recent surveys, including building efficient farm systems, marketing product, managing finances, creating value-added

businesses, navigating regulations, and recruiting and maintaining employees. A total of 83 individuals attended our four field day workshops in the **Central Chesapeake Region**. Additionally, 520 individuals attended our 2019 conference in **College Park, MD**, 24 of whom were socially disadvantaged producers attending via a scholarship made possible by this grant. There was a total of 931 attendees at the 16-risk management related sessions, with an average of 58 attendees at each session. On average, over 90% of participants in program events reported they were planning to implement knowledge gained from the programs on their own farm operations. In one-on-one phone interviews, 100% of the interviewed scholarship recipients reported an increased awareness of risks, a new understanding of how to manage those risks, and a plan for implementing risk management strategies.

Overall, the project was a resounding success and was able to reach many more farmers than originally anticipated, far surpassing the promised results for attendance and takeaways from the project targets. There was an overwhelming interest in the risk management conference sessions which had a high attendance rate and higher than expected number of proposals from speakers. The majority of attendees for all the events identified as beginner farmers and indicated that they had no prior access to risk management education.



*"... found [the session on farm data] really interesting. [The presenter] did a great job with their spreadsheets, and it's interesting to see what information they're trying to collect and how they're doing that." – Young Producer*





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USDA National Institute of Food and Agriculture  
U.S. DEPARTMENT OF AGRICULTURE

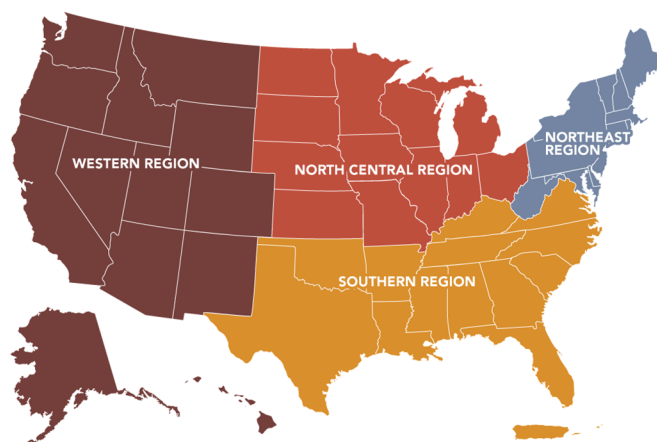
Extension Risk Management Education is supported by  
the USDA National Institute of Food and Agriculture.

## “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 education projects that have generated tangible results for agricultural producers in 56 US states and territories. Beginning in 2020, the Centers initiated a new funding opportunity for the delivery of risk management education to agricultural producers underserved by the Federal crop insurance program. Priorities for both of these programs include commitments to funding results, providing transparent accountability, and encouraging collaboration. The accomplishments of all funded projects are available for public viewing on the ERME website:  
<http://ExtensionRME.org>



### ERME REGIONAL CENTERS



**NORTH CENTRAL  
EXTENSION  
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EDUCATION**

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

(402) 472-1742  
[NCERME.org](http://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](http://NERME.org)



**SOUTHERN  
EXTENSION  
RISK  
MANAGEMENT  
EDUCATION**

2301 South University Ave.  
Little Rock, AR  
72204

(501) 671-2165  
[SRMEC.uada.edu](http://SRMEC.uada.edu)



**WESTERN  
EXTENSION  
RISK  
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222 N. Havana St.  
Spokane Valley, WA  
99202

(509) 477-2168  
[WESTRME.wsu.edu](http://WESTRME.wsu.edu)



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