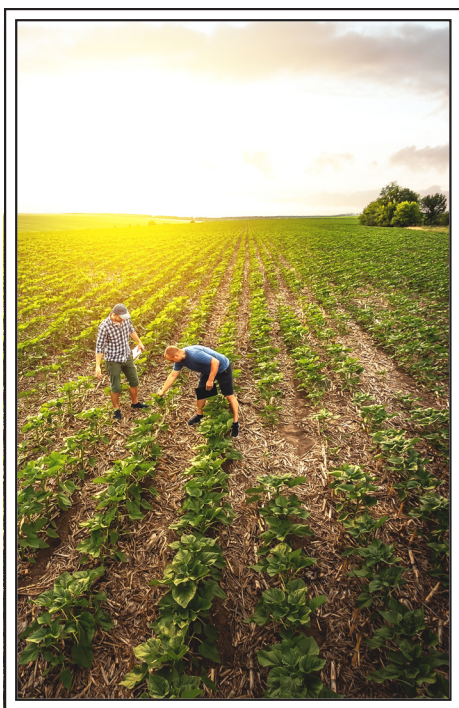


**SUCCESS** in

# VIRGINIA

## Risk Management Education for Socially Disadvantaged, Veteran, and Beginning Farmers and Ranchers in Virginia

Project Director: William Crutchfield Virginia State University



*“This workshop provided insights on markets and ways to modernize my farm business”*

*-Virginia Farmer*

**Situation:** The Small Farm Outreach Program project team conducted outreach, training and technical assistance to educate producers on risk management tools to educate small producers in Virginia on ways to mitigate financial, production, marketing and other farming risks. Our project team also assisted participants by assessing and addressing risks on a one-one basis at their farm, and provide guidance on best practices to correct risks in their operation.

**Outcomes:** As a result of the education provided in this project, 69 participants were surveyed and over half of those indicated improvements in their time efficiency and soil health. 100% of the respondents stated having an increased understanding of business record keeping, farm plans, financial planning and management.

Through this project, one of the Program Assistants (PA) assisted a producer source peanuts for his roadside farm stand so that he can compete with the large peanut farmers near to him, who would not sell him peanuts. The PA assisted by finding other vendors and introduced the producer to them, and educated the producer on ways to expand his network. The producer was short on labor and had no way to pick up the peanuts for his customers. The peanut vendor from another area was on the PAs route, so the PA picked up the peanuts and delivered them to the producer. The producer shared that the PA saved him time, fuel and money.

**Impacts:** Since risk occurs on a continual basis, VSU sees risk management education as an imperative part of its program. As this project comes to an end, VSU will continue to provide Risk Management education to our participants. Our one-on-one approach of providing services and, builds trusting relationships, which fosters

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successful outcomes, and helps to mitigate risks that could negatively impact participants farm operation.

“Learning how to minimize farming risks to improve production and profits was very beneficial to me.”

-Virginia Farmer

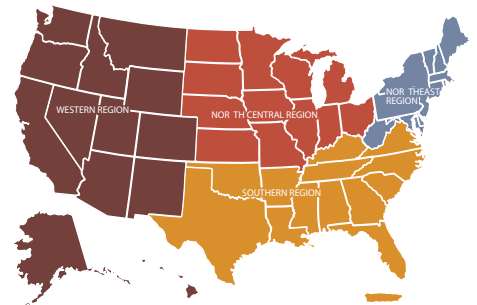
# SUCCESS in EVERY STATE

## Extension Risk Management Education

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

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

Extension Risk Management Education has funded innovative programs that have generated tangible outcomes for producers in every state. Commitment to funding outcomes, providing transparent accountability, and encouraging collaboration allow you to view the accomplishments of all funded projects on our website: [ExtensionRME.org](http://ExtensionRME.org)



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