

EDUCATIONAL OPPORTUNITIES FOR  
BEGINNING, SOCIAL DISADVANTAGED &  
LIMITED RESOURCE FARMERS AND  
RANCHERS

State Workforce Investment Board  
Sector Strategies  
October 2, 2012

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## Topics Covered

- Educational Challenges
- Farm and Ranch Population
  - Who's the audience
- Educational Opportunities
  - MSU, Fort Peck Community College, USDA
  - Risk Management Education (MSU)
  - Farm Service Agency
  - Farm Credit Services
  - MSU Department of Agricultural Economics and Economics

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## Educational Challenges

- Educationally diverse farm and ranch population
  - No formal education beyond high school
  - Advanced degrees in agriculture
  - Advanced degrees in non-agriculture related fields
- Experience
- Linking education with experience
  - Mentoring program with MGGA and MSGA
- Large-scale commodity agriculture versus small-scale specialty agriculture

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## Educational Challenges

- Effective strategies for reaching target audiences
  - *Beginning (FSA)*
    - Have not operated a farm/ranch for more than **10 years**
  - *Socially disadvantaged*
    - Must have been subject to racial, ethnic, or gender prejudice
    - At least 50% ownership in farm/ranch
  - *Low resource*
    - Gross farm sales of \$163,200/year or less
    - Household income below the poverty line for family of 4 (\$23,050 in 2012)
    - Or, less than 50 percent of county median household income (\$22,350)

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## Educational Challenges

- Focusing on educational experience, not providing consulting services
- Utilizing distance education technologies
  - Webinars
  - Distance education software (D2L and WebCT)
- Understanding and utilizing social networking

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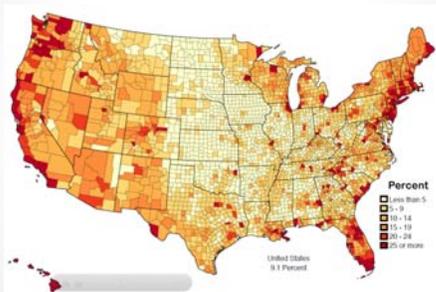
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## Hired Labor Expenses as a Percentage of Total Farm/Ranch Expenses



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### Hired Labor on Farms/Ranches in Montana

- 22 percent of farms/ranches hired labor
  - 22,377 workers who earned \$164 million
    - \$7,300 per year
    - 8,092 (36%) worked more than 150 days/year
    - 14,285 (64%) worked less than 150 days/year

Source: 2007 Agricultural Census

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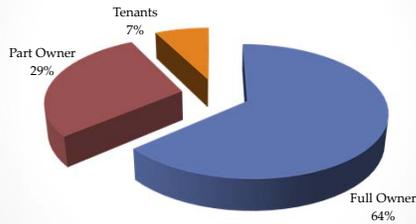
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### Farm/Ranch Owners/Operators



Source: 2007 Agricultural Census

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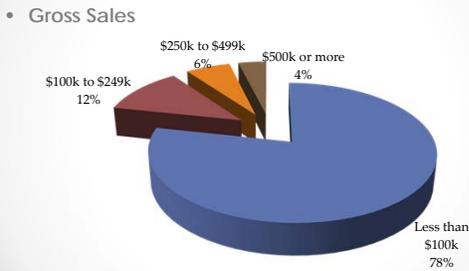
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### Operators on Farms/Ranches in Montana



Source: 2007 Agricultural Census

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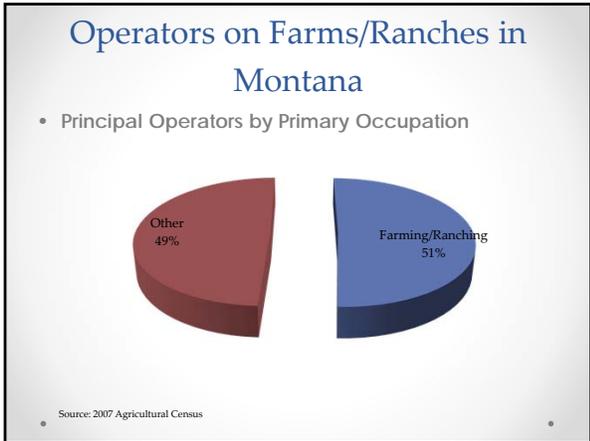
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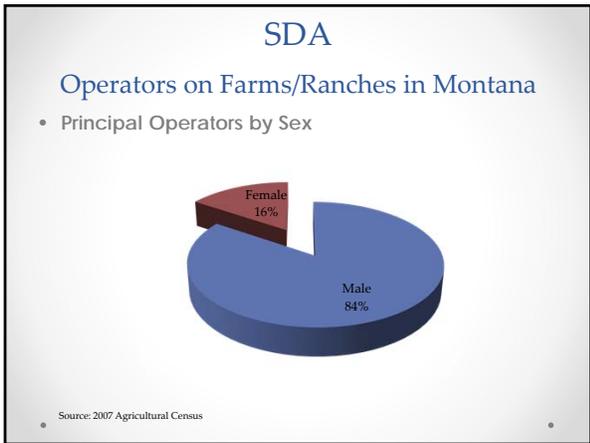
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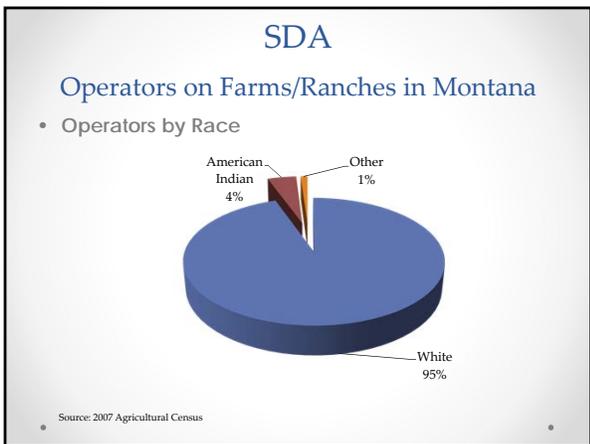
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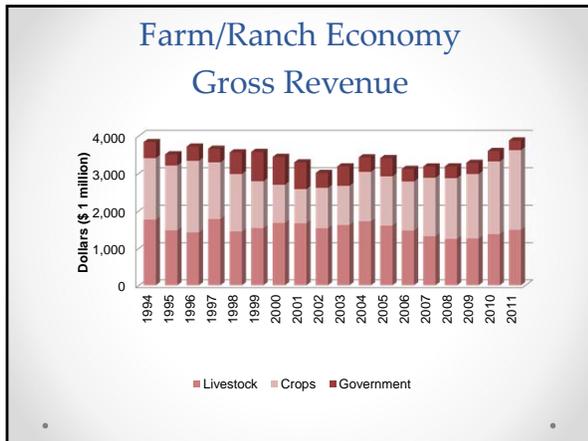
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### Farm/Ranch Economy Forecast

Commodity	2011	2012	2013
Wheat Acres Harvested, Million	4.98	5.51	5.20
Wheat Price, \$/Bushel	7.68	7.43	7.63
Wheat Yield, Bushels/Acre	35.2	32.7	34.5
Wheat Receipts, \$ Million	1,345	1,339	1,369
Calf Price, \$/Hundred weight	138	153	154
Cattle Receipts, \$ Million	1,208	1,314	1,382
Other Revenue, \$ Million			
<b>Total Revenue, \$ Million</b>	<b>3,311</b>	<b>3,197</b>	<b>3,370</b>

Source: NASS - Montana Office and Author's Estimates

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- ### Educational Opportunities
- #### BFRP
- Beginning Farmers and Ranchers in Montana Educational Program (BFRP)
    - Face-to-Face Educational Programs
      - Montana Grain Growers Association
        - Fall
        - Summer
      - Montana Stock Growers Association
        - Fall
    - Topics
      - Crop and livestock insurance basics (Fall 2011)
      - Marketing - futures and options basics (Fall 2012)
      - Survival and success - financial realities (Fall 2013)

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## Educational Opportunities

BFRP

- o Webinars
  - 2012
    - o Entrepreneurship in farming and ranching
    - o Leasing cropland livestock
    - o Accessing agricultural credit
    - o Financing sources
  - 2013
    - o Fundamentals of financial management I
    - o Acquiring and managing agricultural credit
    - o Income tax management
    - o Fundamentals of financial management II

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## Educational Opportunities

BFRP

- o Webinars (continued)
  - 2014
    - o Pricing: Impact of concentration, globalization and international trade
    - o Risk management and insurance
    - o Risk management and marketing
- o Webinar structure
  - Listen to webinar
  - Read relevant documents
  - Quiz

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### Beginning Farmer and Rancher Program Resources and Recordings

To view downloadable files, click here for the current [Adobe FlashPlayer](#) 

- **Access to Agricultural Credit** (March 26, 2012)
  - [Watch Webinar](#) (94 Minutes) [Download Webinar](#)
- **Entrepreneurship in Farming and Ranching** (January 23, 2012)
  - [Watch Webinar](#) (92 minutes) [Download Webinar](#)
  - HANDOUTS:**
    - [PowerPoint Handout](#) (11 pages)
    - [Whole Farm Example](#) (2 pages)
    - [Small Business Readiness Assessment Tool](#) (2 pages)
- **Leasing Cropland and Livestock** (February 27, 2012)
  - [Watch Webinar](#) (86 minutes) [Download Webinar](#)
  - HANDOUTS:**
    - [PowerPoint Handout](#) (10 pages)
    - [Calculating Crop Share, Cash, and Flexible Cash Lease Arrangements](#) (11 pages)
    - [Methods and Procedures of Estimating Rent for Crop Share, and Flexible Cash Leases](#) (5 pages)
    - [Cost of Production Estimates for Commercial Cow-Calf Enterprises](#) (5 pages)

<http://www.msesextension.org/beginningfarmer/>

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**Educational Opportunities**

**BFRP**

- **Collaboration**
  - Fort Peck Community College
  - Montana State University
  - USDA
  - Montana Grain Growers Association/Montana Stock Growers Association
- **Audience**
  - Participants
    - 2011/12 - - 40 (MGGA/MSGGA Annual Meetings)
    - 2012/13 - - 70 (MGGA/MSGGA Annual Meetings + Pondera County)
  - Targeted **Beginning** Producers
    - American Indian
    - Women
    - Limited resource

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**Educational Opportunities**

**RME**

- **Risk Management Training for Limited Resource and Beginning Farmers and Ranchers**
  - Priority Topics
    - Specialty crops
    - Pasture, rangeland, forage rainfall and vegetative indices
    - Common Crop Insurance Policy basic provisions
    - Advanced risk management concepts

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**Educational Opportunities**

**RME**

- **Collaboration**
  - Montana State University
  - Montana Grain Growers Association/Montana Stock Growers Association
  - Pondera County Extension (producer group)
- **Audience**
  - Participants
    - 2012/13 - - 30 (MGGA/MSGGA Annual Meetings + Pondera County)
  - Targeted
    - New and beginning farmers
    - Limited resource
    - Specialty crop producers
    - Native American producers

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**Educational Opportunities**

FSA

- Farm Service Agency Borrower Training
  - Webinars
    - Family business issues
    - Goals and assessments
    - Taxation
    - Financial analysis I (recordkeeping)
    - Crop and livestock marketing
    - Public policy (farm programs)
    - Livestock production
    - Risk management
    - Estate planning
    - Crop production
    - Retirement planning
  - <http://www.msuextension.org/fsa/recordingsresources.html>

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**Educational Opportunities**

FSA

**FSA Borrower Training Recordings, Resources and Quizzes**

If you don't have Adobe Acrobat,  [Click here](#) for a free download.....

- **Family Business Issues** (October 31) Presenter: George Haynes
  - [Watch Webinar](#) (1 hour 28 minutes)
- HANDOUTS**
  - [PowerPoint Handout](#) (11 pages)
  - [Family Business Checklist](#) (2 pages)
  - [Tensions About Family Business](#) (1 page)
  - [QUIZ: Training Quiz 1: Family Business \(Answer Key\)](#)

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**Educational Opportunities**

FCS

- AgVision, Farm Credit Services Program
  - Qualifications (one of following characteristics)
    - Less than 35 years of age
    - 10 year or less of agricultural experience
    - Farm production of less than \$250,000
    - Recognize minority (American Indian, African American, Alaskan Native, Asian, and Pacific Islander)
  - Opportunities
    - Education – finance and management training
    - Mentors
    - Leadership
  - <http://www.farm-credit.com/Default.aspx?pageid=355>

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## Educational Opportunities

MSU (Agricultural Business)

- Agricultural Business
  - Concentrations
    - Agribusiness management
    - Farm and ranch management
  - teach individuals how to manage farms, ranches, and similar enterprises
    - Major
    - Minor (non-teaching)
  - More information
    - <http://www.montana.edu/wwwcal/programs/agbu.html>

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## Summary

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  - Who's the audience
- Educational Opportunities
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  - Farm Service Agency
  - Farm Credit Services
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