

# **Southern Risk Management Education Center**

## **2013 Grants Program Update**

**Southern Outlook Meetings**  
**September 24-25 2013**  
**Atlanta GA**

**Ron Rainey, Co-Director**  
**H.L. Goodwin Jr., Co-Director**  
**Sandy Martini, Grants Coordinator**

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# 2014 ERME Request for Applications

- **Pre-Proposal**
  - Opening date – November 1, 2013
  - Closing date – December 12, 2013
- **Full Proposal**
  - Opening date – January 31, 2014
  - Closing date – February 27, 2014
- **Project Award**
  - May 1, 2014
- **Release of Funds**
  - July 1, 2014

# 2013 SRMEC Key Priority Areas of Risk Management

- Accessing and using crop/revenue insurance and other government programs
- Alternative business structures and tax management for traditional and non-traditional
- agriculture
- Food safety and farmers' markets
- Labor retention and availability and immigration reform
- Land leasing arrangements and succession/estate planning
- Lender and producer education on alternative market risk management strategies
- Producer-to-producer mentoring targeting youth and beginning farmers
- Water resource management



## RFA Tips

- <http://srmec.uark.edu/>
- Diverse collaborators
- Measurable outcomes
- Realistic estimate of producers reached
- Timely sharing of materials developed
- There will be new information required on the sf424 form

## **SRMEC Funding**

- Total Amount Funded
  - 2010 - \$456,598
  - 2011 - \$607,211
  - 2012 - \$699,245
  - 2013 – \$790,945
- Outreach
  - 2010 – two NGO, one 1890, nine 1862
  - 2011 – five NGO, ten 1862
  - 2012 – two NGO, one 1890, fourteen 1862
  - 2013 – two NGO, one 1890, sixteen 1862

# 2014 Advisory Council

Name	Institution	State
John Anderson	American Farm Bureau	Arkansas
Eddie Clark	Tennessee Farm Bureau	Tennessee
Deacue Fields	Auburn University	Alabama
Bill Herndon	North Mississippi Research and Extension Center	Mississippi
Rodney Holcomb	Oklahoma State University	Oklahoma
Jennifer James	H&J Land Company	Arkansas
Linda Leach	Pine Knot Farms – Organic Fruit and Vegetable	N. Carolina
Ryan Luter	Farm Credit	Oklahoma
J.O. Norman	Oakley Grain and Barge	Arkansas
Erica Knight Styles	Fort Valley State University	Georgia
Ellis Taylor	Mush Island Farm	North Carolina

# 2013 Grant Projects

Project Name	Project Director Organization	Proposal Amount
Assessing the Risk and Opportunities of Institutional Markets for Small to Medium Size Farms	North Carolina State University	40195
Cultivating Tennessee Agritourism through Risk Management Education	University of Tennessee Extension	39953
Economics of Aflatoxin Risk Management Tools	Texas A&M AgriLife Extension Service	48000
Estate and Transition Planning for Agricultural Producers	Texas A&M AgriLife Extension	24009
Forest and Woodland Certification Outreach for Mississippi Farms	Mississippi State University	34104
Growing Farms Profits: Furthering Education on Farm Financial Management	Southern Sustainable Agriculture Working Group	44991
Implementing GAPs and GHPs programs for producing high quality and safer produce in Mississippi	Mississippi State University	38061
Incorporation of Risk Management Strategies into the Master Cattleman Program	Oklahoma State University	18073
Irrigation and fertilizer risk management strategies	University of Florida	45751
Legal Guide for Direct Marketing Aquaculture Products in Alabama	National Sea Grant Law Center	49000

# 2013 Grant Projects cont.

Managing and Mitigating Energy Development Risks in Mississippi	Stennis Institute- Mississippi State University	46748
Managing Farm Transitions: Connecting Landowners- Farmers- and Families	Oklahoma State University Department of Agricultural Economics	49864
Managing Marketing and Legal Risks Associated with Direct-to-Intermediaries Sales Strategies for Locally Grown Food and Food Products: Mississippi Market Ready Training	MS State University	35170
Mitigating Post-Recession Environmental- Marketing- and Financial Risks for Nursery and Greenhouse Growers	Texas A&M University	48635
Mitigating risk with systems-based pest management for Tennessee nursery owners- producers- and Hispanic work force	University of Tennessee	38971
Reducing beef cattle production risks by enhancing soil health- drought resilience- and reduced inputs through thoughtful grazing management.	North Carolina State University	49695
Risk Management Education and Outreach for Socially Disadvantage Agricultural Producers in Texas	100 Ranchers INC	50000
Risk Management Education for Hispanic and Other Small Producers in South Texas	The University of Texas-Pan American	42211
Tools for Profit Teams: Improving the success of advisory teams to benefit overall farm performance	North Carolina State University	47514



SRMEC has successfully administered its competitive grants program since November 2009. A total of 43 projects, funded at \$1.7 M, are delivering results to our region's growers. As of January 1, 2013 funded projects had produced the following results:

- 1,102 producers understood, assessed and made liability plans
- 1,185 producers understood, assessed and planned alternative energy leases
- 1,962 producers were educated on futures pricing and 362 adopted plans
- 1,963 producers received training on financial records and developed record systems, marketing and/or business plans
- 1,168 assessed and evaluated leasing plans and 806 adopted leases
- 1,212 producers understood costs of production accounting and made plans.

# Longitudinal Assessment of Texas Green Industry Project

2010 Project directed by Charlie Hall and Marco Palma using web based meetings and electronic media.

- Total number of participants: 990  
Additional views: 1042  
Total people reached: 2032  
Total to date Economic Benefits:  
\$7,942,420

**12 program presentations from winter 2009 to date are shown below. Some of these have had multiple showings/meetings.**

- **“Water Quality, Conservation and Management”**
- **“High Performance Management to Survive Turbulent Times”**
- **“Current Practices and Economic Impacts of Growers in the U.S. Green Industry”**
- **“Economic Recovery Brings Immigration Debate Back to the Forefront”**
- **“New Department of Labor Regulations and Their Impact on Retirement Plan Sponsors”**
- **“Effects of Advertising in Generating Grower Sales”**
- **“Social Media Tips for Green Industry Firms”**
- **“The Latest Consumer Trends Research”**
- **“Results of the TNLA Economic Impact/Scope Report”**
- **“The Economic Outlook for the Green Industry in 2013”**
- **“The Value of Local and Sustainable Labels”**
- **“A Texas Legislative Update”**



# **Trade Adjustment Assistance for Farmers (TAA)**

- **1,120 in person training workshops were delivered in 18 states.**
- **34 two to three hour long intensive training courses developed and offered as in-person workshops and online.**
- **58% of all courses taken online.**
- **9,835 (96%) of approved applicants completed initial overview training**
- **9,107 (88%) completed their intensive training (12 hours of commodity specific training).**
- **8,536 applicants (83%) successfully submitted an approved long-term business plan.**