

# 2022 SRMEC Annual Summary

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**University of Arkansas**

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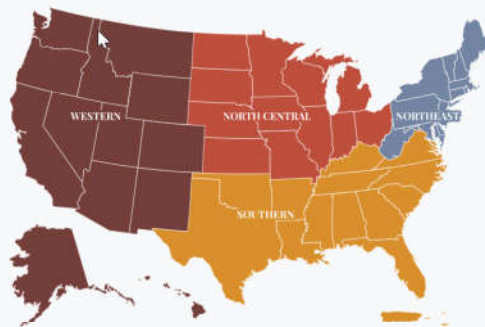


# Extension Risk Management Education : Managing risk drives success ([extensionrme.org](http://extensionrme.org))



## Extension Risk Management Education

*"Educating America's farmers and ranchers to manage the unique risks of producing food for the world's table."*



Extension Risk Management Education 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. Commitment to funding results, providing transparent accountability, and encouraging collaboration allow you to view the accomplishments of all funded projects on this website.

### Western Center

Washington State  
University  
Extension

(509) 477-2168

[westrme.wsu.edu](http://westrme.wsu.edu)

### North Central Center

University of  
Nebraska – Lincoln  
Extension

(402) 472-1742

[www.ncerme.org](http://www.ncerme.org)

### Northeast Center

University of  
Delaware  
Cooperative  
Extension

[www.nerme.org](http://www.nerme.org)

### Southern Center

University of  
Arkansas Division  
of Agriculture

(501) 671-2165

[srmec.uaex.edu](http://srmec.uaex.edu)

### ERME Events & Activities



Extension Risk Management  
Education  
2021 National Conference  
Presentations Now Online

Watch

### ERME Infographic



2020

See how ERME continues to help farmers manage risks to increase profitability

What is Risk Management?



## 2022 NATIONAL CONFERENCE

[Call for Presentations](#)

[Agenda](#)

[Pre-Conference Seminar](#)

[Registration](#)

[Venue/Lodging](#)

[Keynote Speakers](#)

[Planning Committee](#)

# 2023 Annual Conference

## March 28 – 30

### Chicago, Illinois

# 2022 Extension Risk Management Education

## Outstanding Project Award Winners

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**NORTH CENTRAL  
EXTENSION  
RISK  
MANAGEMENT  
EDUCATION**



**SOUTHERN  
EXTENSION  
RISK  
MANAGEMENT  
EDUCATION**



United States Department of Agriculture  
National Institute of Food and Agriculture



**NORTHEAST  
EXTENSION  
RISK  
MANAGEMENT  
EDUCATION**



**WESTERN  
EXTENSION  
RISK  
MANAGEMENT  
EDUCATION**

# Managing Risks by Improving Farm Business Managing Skills

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Hall Pepper

Value-Added Financial  
Analysis Specialist



**UT EXTENSION**  
INSTITUTE OF AGRICULTURE  
THE UNIVERSITY OF TENNESSEE





SOUTHERN  
EXTENSION  
RISK  
MANAGEMENT  
EDUCATION

# Empowering Producers to Manage Risks

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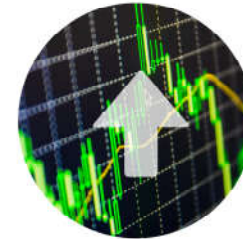
Enhancing  
Quality of  
Farm Family Life



Providing a  
Safe & Secure  
Food Supply



Improving  
Rural  
Prosperity

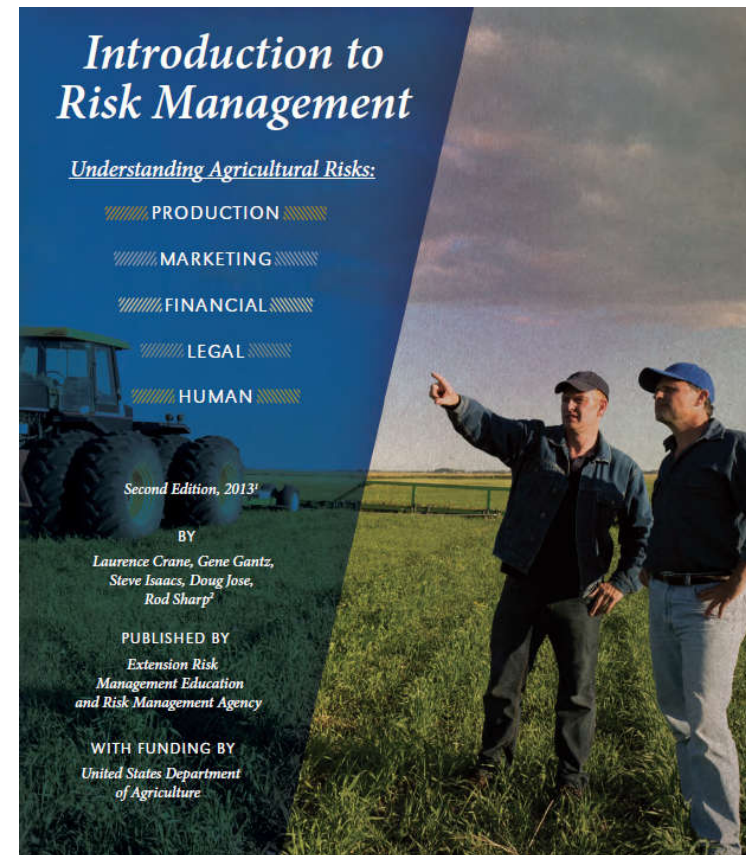


Strengthening  
Economic  
Viability

<https://srmec.uada.edu/>

# Extension Risk Management Education Areas

- Production
- Marketing
- Financial
- Legal
- Human



## About The ERME Program

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

The four regional centers include, the University of Arkansas (Southern), the University of Nebraska (North Central), the University of Delaware (Northeast), and Washington State University (Western).



Projects are 18 months in length and are designed to help producers learn new strategies to manage the agricultural risks they face. The goal is simple...give farmers and ranchers the tools to improve their risk management skills and capabilities. Projects address the five general types of risk associated with farm and ranch businesses: production, price/market, financial, legal, and human risks. Funded projects are producer-focused, results-based and encourage public-private partnerships. Project steps must identify targeted results that will help producers manage risk and then describe how the project will measure those results. Each project must be completed within 18 months, April 1 to September 30. Awards range from \$5,000 to a maximum of \$50,000. Applicants may also apply for planning, development or piloting efforts by submitting an Exploratory Projects. These projects seek to pilot new programs, plan feasible program strategies and build collaborations with key stakeholders.

### RECENT NEWS

[2023 Southern ERME RFA](#)

[2023 ERME National Conference-  
March 27-29 in Chicago, IL](#)

[Southern Ag Today](#)

[2022 ERME National Conference -  
Omaha, NE- Presentations](#)

[2021 Southern ERME Outstanding  
Project Winners  
Megan L. Bruch & Hal Pepper](#)

[2017 SRMEC Progress Report](#)

[Success Stories](#)

[Introduction to Risk Management  
English](#)

[Introduction to Risk Management  
Spanish](#)



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

<https://srmeec.uada.edu/>



# Proposed Results & Producer Actions

- Five levels of producer actions in order of increasing producer engagement:

1. Understand

2. Analyze

.....Knowledge

3. Develop

Short Term

4. Decide

.....Actions

5. Implement

Intermediate

.....Conditions

Long Term



# Proposed Results & Producer Actions

- Three levels of producer actions in order of increasing producer engagement:

1. **Understand** .....Knowledge  
Short Term

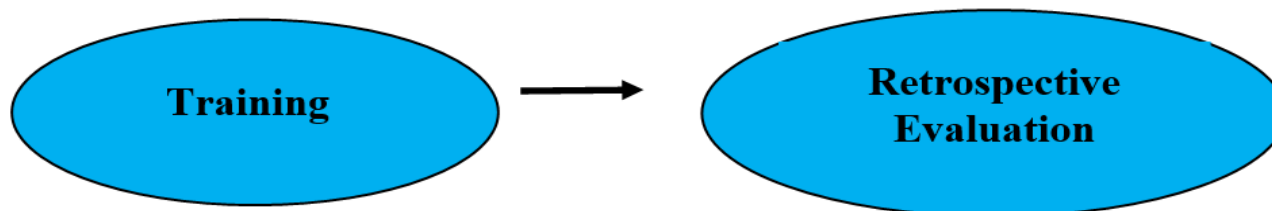
2. **Develop** .....Actions  
Intermediate

3. **Implement** .....Conditions  
Long Term



# ERME Retrospective Evaluation

**All ERME projects are expected to conduct this retrospective evaluation at the end of their workshop or training series.**



# ERME Retrospective Evaluation Across the Project Portfolio

- Prepare a retrospective evaluation for each area of risk
  - Develop a separate evaluation question for each risk.
- Use a 5 point numbered (Likert) scale
  - 1 = None
  - 2 = Low
  - 3 = Moderate
  - 4 = Advanced
  - 5 = High
- Administer to participants at the end of your project training or workshop series (**prior to your Final Report**).



# Focused on Results/Outcomes

Grant selection, reporting, and management system seeks results:

- increases the probability that the programs we fund will improve the risk management skills of the farmers and ranchers who participate,
- is designed to improve the capacity and quality of the programs we fund,
- increases the opportunities to improve the economic viability of the farm and ranch family participants.



# 2022-23 Grant Awards

- ERME program: Twenty-four (24) Extension Risk Management educational grant projects totaling **\$1,381,691** across the region.
- Traditional ERME Education: **fourteen (14) proposals totaling \$637,519 awarded**
- Producers underserved by Crop Insurance: **eight (8) proposals totaling \$734,592** were awarded.
- **Additionally, two (2) exploratory projects were funded totaling \$9,579.**



# 2023 RFA

- Announced Sept. 15<sup>th</sup>, 2022
- 2 grant pools:
  - Traditional RFA
  - Producers Underserved by Crop Insurance
  - Exploratory projects
- Applicant training announced soon
- Grant closes Nov. 17th

**Extension Risk Management Education  
Competitive Grants Program**

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**2023 Request for Applications**

**Application Deadline: November 17, 2022**



**SOUTHERN  
EXTENSION  
RISK  
MANAGEMENT  
EDUCATION**



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



# SRMEC Regional Priorities

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Each project should have a plan for capturing measurable qualitative and quantitative economic effects and/or behavioral changes related to risk management. Projects with detailed evaluation plans that capture higher level producer impacts (i.e. implement versus understand across the ERME spectrum of producer actions) are ranked relatively higher.





# Traditional Risk Management

1. Evaluate financial management strategies, the implementation of an exit strategy or transition to new enterprises...
2. Understanding and obtaining certifications (local, grass-fed, sustainable, organic, regenerative, etc.) and marketing labels...
3. Help producers protect, attract, train, and retain employees...
4. Educate producers about Climate-Smart Agriculture.
5. Implement effective, safe, legal, and sustainable use of integrated pest (insect, disease, weeds) management systems...
6. Managing legal risk including contracts, leasing, labor, liability, and direct marketing regulatory compliance.
7. Keep farms sustainable during ownership transfers (transition, estate planning, or preserving agricultural lands).
8. Participating in and strengthening regional supply chains.



# Producers Underserved by Crop Insurance

1. Financial literacy focused on small-scale, urban agriculture, organic, specialty crop and/or diversified farmers including direct marketing operations.
2. Crop insurance and other programs including hemp production, micro-farm insurance product, and cover crop practices.
3. Solutions for pandemic related challenges to effectively deliver training (distance education, web-based, and/or online technology).
4. Underserved producers (including veterans, youth, and new & beginning farmers and ranchers).
5. Training addressing transition, succession, estate planning, and heirs property.
6. Livestock, pasture, rangeland, and forage policies including Dairy.
7. Natural disaster mitigation strategies.
8. Collaborations among non-profits and community-based organizations.
9. Working with Lenders and Crop Insurance Agents to expand access.
10. Innovative projects that address precision agriculture and/or climate smart agriculture as it relates to crop insurance.



# Targeted Engagements

SRMEC promoted our programs and resources across the region at the following:

- 2022 Southern Agricultural Economics Assoc. (New Orleans, LA), Feb.
- USDA Research, Education and Economics Briefing, June
- 2022 Southern Outlook Conference, Sept.
- National Agricultural Marketing Summit, Oct 22-25
- Agricultural Finance, Tax & Asset Protection



**SAVE THE DATE - OCTOBER 22-25, 2022**

NATIONAL  
**DIRECT AGRICULTURAL  
MARKETING SUMMIT**  
Pensacola, Florida



**EXTENSION  
RISK  
MANAGEMENT  
EDUCATION**



**Agricultural Marketing Service**  
U.S. DEPARTMENT OF AGRICULTURE



**FARM CREDIT**



MARKET  MAKER

<https://localfoodeconomics.com/agsummit/>

**UofA** DIVISION OF AGRICULTURE  
RESEARCH & EXTENSION  
*University of Arkansas System*



**EXTENSION  
RISK MANAGEMENT  
EDUCATION**  
SOUTHERN CENTER

# Agri. Finance, Tax & Asset Protection AgFTAP Program

## Train-the-Trainer

Strengthening Technical Assistance Networks and  
Educating Agricultural Producers



**Southern Risk Management  
Education Center  
University of Arkansas**

**Website: <http://srmec.uada.edu/>**

**Email: [srmec@uada.edu](mailto:srmec@uada.edu)**

**501-671-2165**

