

## *Risk Management Skills for Kansas Women in Agriculture (Signature)*

### **Situation**

According to USDA, there are 30,497 women producers in Kansas that farm over 19.6 million acres. K-State Research and Extension recognizes the importance of this demographic to the vitality of agriculture and rural communities across our state. The volatility in the farm economy has highlighted a need for more education in risk management. This project specifically plans to focus on production, marketing, financial and legal risk areas by teaching principles of crop insurance, crop marketing, government farm programs and calculating cost of production.

### **Public Value**

Female agricultural producers in Kansas represent a significant portion of overall farm operators. Some women have chosen this as their career, others are learning new skills to support the family business and others find themselves responsible for farm management through circumstances they may not have chosen themselves. Supporting these women as they learn risk management skills in safe, engaging environments results in a more resilient Kansas farm economy, greater rural vitality, and increased health for participants.

### **Outcomes**

#### **Short-Term (Knowledge)**

Participants will understand:

- Principles of **crop insurance products** that are available for their operations
- **Farm Bill programs** (ARC/PLC) and how this can mitigate risk on their farm
- How to develop and analyze an **enterprise budget** to calculate their cost of production
- **Marketing principles** and gain an understanding of how to use forward contracts, hedging, and other risk management strategies throughout the year
- Additional “local” topics:
  - Stress/emotional health, family communication

#### **Indicators**

After the fourth session a program evaluation will be distributed. Participants will indicate their level of understanding change before and after the program. They will also list what changes they intend to implement from their new skills in their own farming operation.

#### **Medium-Term (Behavior)**

- Participants will analyze crop insurance products available to them to choose an optimal product for their operation
- Participants will analyze and decide which farm program (ARC/PLC) will be best for the base acres of

their operation

- Participants will develop and analyze a cost of production budget
- Participants will develop and analyze a marketing plan

#### **Indicators**

A 6-month follow-up survey will be sent via email to all participants of the series. Participants indicate what changes they have made in their operation because of the risk management skills they learned.

**Long-Term (Change in Condition):** Participants will implement a risk management plan on their operation that reduces their risk exposure and makes their operation more resilient to adverse events.

#### **Indicators**

A 6-month follow-up survey will be sent via email to all participants of the series. Participants indicate how changes made in their operation because of what they learned in this series are contributing to their overall resiliency.

### **Outputs**

This series of four programs will be held throughout Jan/Feb. of 2022 and will be delivered via Zoom webinar to at least 30 host sites throughout Kansas simultaneously. Keynote speakers will deliver 1-1.5 hours of material per session followed by a hands-on case farm activity delivered by local facilitators (extension agents) to teach participants how to apply what they learned. This model allows specialists on campus to reach several rural areas of Kansas while providing a smaller, more intimate setting for participants to learn and ask questions. Trained local speakers will also address topics of personal well-being and family communication.