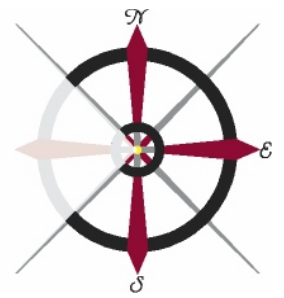




Western Center

FOR RISK MANAGEMENT EDUCATION



NEWSLETTER FOR WESTERN AGRICULTURAL EDUCATORS

AUGUST 2007

The Farm and Ranch Survival Kit Program

This program was the National Winner in the Search for Excellence in the Farm and Ranch Financial Management Education for the National Association of County Agents

What do you do if you are a farmer or rancher who lives a long distance from a meeting location, doesn't like driving at night, may not be able to afford the cost of a workshop or who may not feel comfortable discussing financial and other sensitive issues in a public setting? Brian Tuck from Oregon State University's Extension Service and Susan Kerr from Washington State University Extension used an innovative and low cost approach to address the varied needs of agricultural producers who are geographically dispersed throughout the Mid-Columbia area of Central Washington and Oregon.

The Farm and Ranch Survival Kit, a series of six installments dealing with different areas of risk management education, was mailed to 1200 ag, forest and open space landowners in five Mid-Columbia counties. Participants, who ranged from small acreage to commercial operators, compiled the materials mailed over the course of a year into reference notebooks which could be used as a risk management tool in their farm and ranch operations. Business planning, financial planning, interpersonal relationships, farm succession, taxes and insurance planning and marketing comprised the six installments. "I felt like I went from knowing nothing to being able to make intelligent decisions", was one of several positive responses received.

165 producers enrolled in the program and many others downloaded program materials and attended workshops, making significant changes that included starting and completing business and estate/succession plans, holding regular family meetings, reviewing insurance policies to determine appropriate coverage and initiating and completing changes to their business structure. Program materials are archived and available to the public at [Wasco County Small Farm's website](#).



The **Ag Risk Education Library**, administered by the Digital Center for Risk Management Education, is an excellent resource for anyone providing risk management education programs to agricultural producers. Final reports, for projects funded by the regional Risk Management Education Centers, are available for viewing; as are all program materials associated with each project. The library houses the 2007 conference proceedings from both the National Extension Risk Management Education Conference and the National Farm Management Triennial Conference. Successful programs for women involved in agriculture are also included in the library.

If you are considering, submitting a proposal in the next funding cycle (RFA announced in November 2007), we encourage you to peruse the many resource materials that the library has to offer in the five risk topic areas. A new feature the library offers is the Google search engine that allows you to search for curriculum and other resource materials relevant to your program delivery.

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[Farm and Ranch Survival Kit Program](#)

(Slide Presentation)

- [Issue 1 - Business Planning](#)
- [Issue 2 - Financial Planning](#)
- [Issue 3 - Interpersonal Relations](#)
- [Issue 4 - Farm Succession](#)
- [Issue 5 - Taxes & Insurance Planning](#)
- [Issue 6 - Marketing](#)

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