



## **Colorado Building Farmers Program Creating New Capacity and Opportunities**

**Colorado State University Extension  
Boulder County**

This innovative program, initiated by Colorado State University Extension, Boulder County, focused on educating small and beginning farm producers on building capacity and opportunities through methods of business development and management training. Participants learned risk mitigation strategies through business planning, identifying direct marketing outlets, agricultural service providers, and business development partners.

One of the keys to success for this program was the use of homework assignments for creating business plans. These assignments included reading, networking with other participants, engaging with resources in the community, and having a draft business plan reviewed by the project team. Among the greatest gains in knowledge, reported by all

participants, were developing the business plans and accessing local resources.

Of the 75 participants who completed the program, 47 developed business plans with 31 successfully implementing them after the program, and five worked with a producer-mentor to implement and advance their business goals during the growing season.



**“We had not really taken a good look at our original plans in the couple years since we started. When we took the class, we revised those plans in light of our experience and the various considerations brought up in class and found it useful both for strategic and practical application the following year.”**

**– Colorado Farmer**





**EXTENSION  
RISK MANAGEMENT  
EDUCATION**



United States  
Department of  
Agriculture

National Institute  
of Food and  
Agriculture

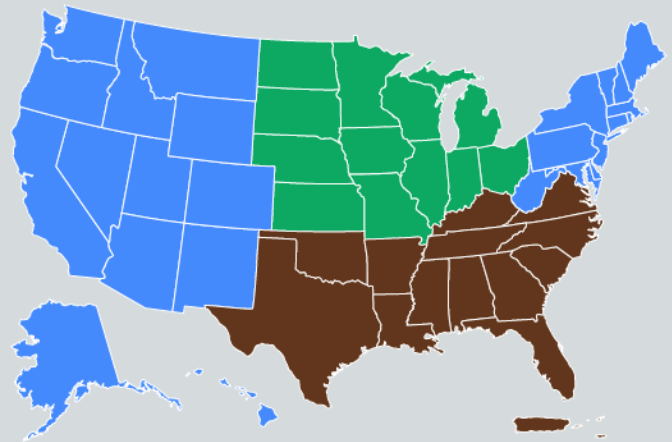
**“Educating America’s farmers and ranchers  
to manage the unique risks of producing food  
for the world’s table.”**

**Extension Risk Management Education (ERME)** 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. ERME is committed to funding results, providing transparent accountability, and encouraging collaboration. View the accomplishments of all funded projects on our website.

<http://ExtensionRME.org>



**ERME Regional Centers**



**NORTH CENTRAL  
EXTENSION  
RISK MANAGEMENT  
EDUCATION**

University of Nebraska  
Dept. of Agricultural Economics  
303 Filley Hall  
Lincoln, NE  
68583-0922

(402) 472-1742  
NCERME.org



**NORTHEAST  
EXTENSION  
RISK MANAGEMENT  
EDUCATION**

University of Delaware  
Dept. of Applied Economics  
and Statistics  
112 Townsend Hall  
Newark, DE  
19716-2130

(302) 831-6540  
NERME.org



**SOUTHERN  
EXTENSION  
RISK MANAGEMENT  
EDUCATION**

2301 South University Ave.  
Little Rock, AR  
72204

(501) 671-2165  
SRMEC.uark.edu



**WESTERN  
EXTENSION  
RISK MANAGEMENT  
EDUCATION**

222 N. Havana St.  
Spokane Valley, WA  
99202

(509) 477-2168  
WESTRME.wsu.edu



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