



Risk Management Education for Washington Small Grain Producers

AgVentures Northwest

This project, led by AgVentures Northwest in cooperation with 19 agribusiness partners (Ag Marketing and Management Organization- AMMO), helped grain producers in Lincoln County implement improved risk management strategies in their farming operations – specifically in the areas of grain marketing, financial record analysis, succession planning and family communications. Business planning strategies, Department of Transportation farm truck regulations and crop insurance are also being addressed as part of this program. Ten workshops were delivered to 135 producer participants during the first season. Due to producers' overwhelming interest and participation, the program grew to 20 workshops the following season with more than 150 producer participants and additional support from 31 new agribusiness partners.

The success of this program is due to its ability to increase awareness of the importance of improved farm management skills by providing timely information and discussion opportunities through high quality presentations. Strong involvement from AMMO members and targeted marketing efforts are critical at a time when farm management is a primary focus among farmers in the county.



“Even though I've kept written track of the wheat market for years, I never put it into a marketing plan. Now I know why we need to have a plan in place, and once the grain is sold, never look back! Because, if the grain was sold and profit was made, we did good! We need to know our break-even price, so we know when to sell. I also learned that we need a business plan and goals for our farm and us personally to be successful.” – Grain Producer





**EXTENSION
RISK MANAGEMENT
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United States
Department of
Agriculture

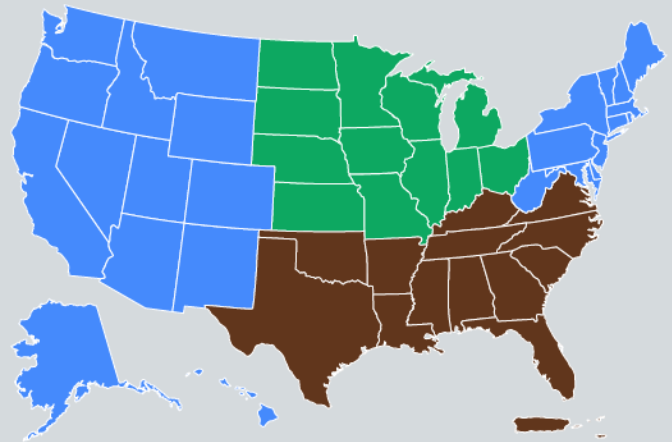
National Institute
of Food and
Agriculture

**“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
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**NORTHEAST
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**WESTERN
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