



United States
Department of
Agriculture

Risk Management Agency

RISK MANAGEMENT SERIES SUMMARY AND PANEL DISCUSSION



AgVersity

September • 2024

Farmer Veteran Coalition
Webinar

Agreement #RMA23CPT0013446

Objectives


- Provide brief summary of topics presented during webinar series
- Engage panelists in discussion of risk management topics
- Provide an opportunity for open Q&A

Review of Presentations and Webinars

November 14, 2023	• Record Keeping for Managing Revenue Risk	✓
January 16, 2024	• Livestock Programs	✓
February 20, 2024	• Whole Farm Revenue Protection/Micro Farm Program	✓
March 19, 2024	• Actual Production History (APH) Programs	✓
April 9, 2024	• Grapevine & Tree Programs	✓
May 6, 2024	• General Liability & Record Keeping	✓
June 4, 2024	• Food Safety	✓
July 2, 2024	• Apiculture/Pasture, Rangeland, & Forage	✓
July 30, 2024	• FSA & Other Risk Management Programs	✓
September 10, 2024	• Risk Management Panel Discussion and Open Q&A	

What is Risk?

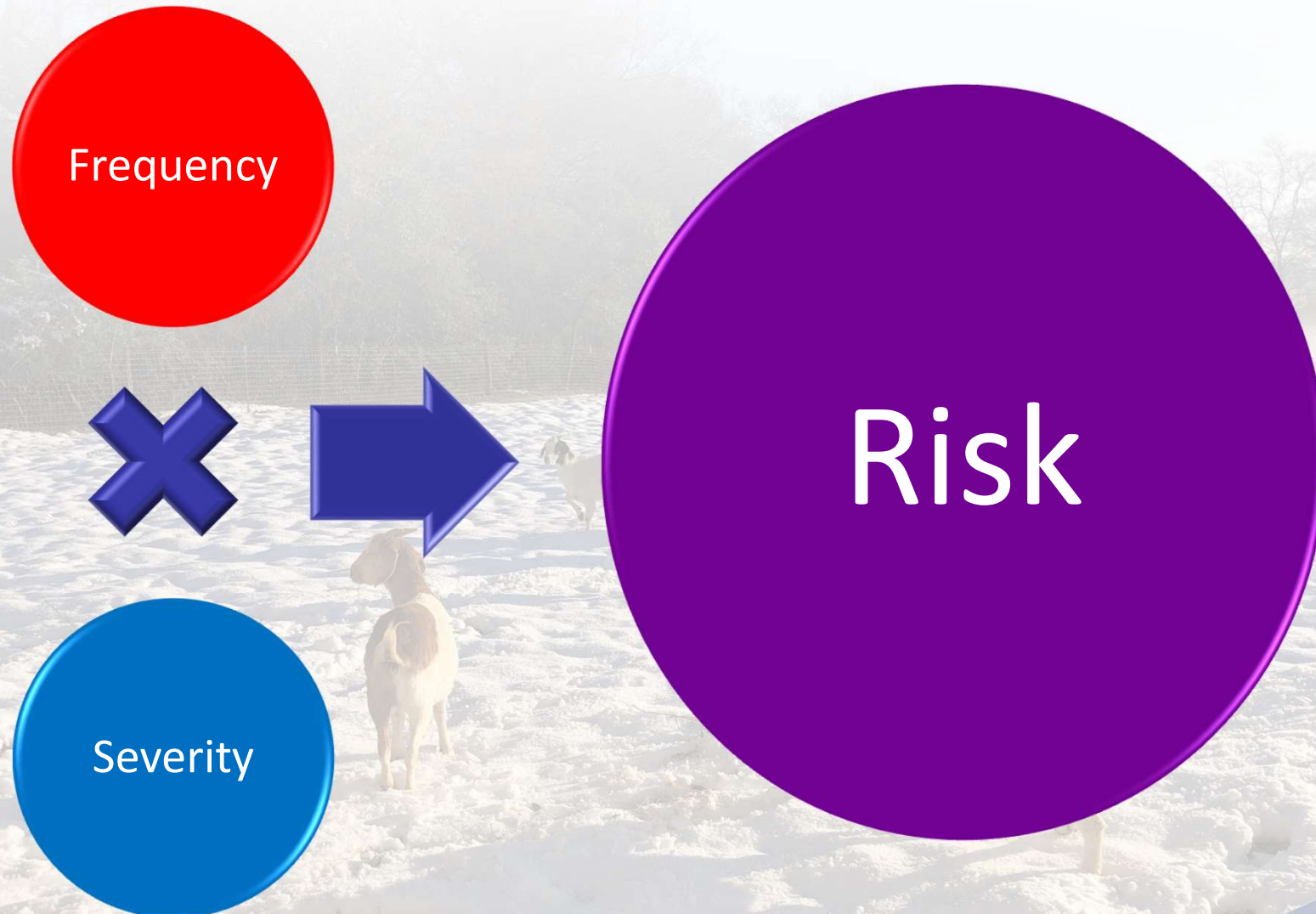
The possibility that something BAD will happen in the future.



In farming, it's not a matter of IF an event will happen, it's a matter of WHEN.

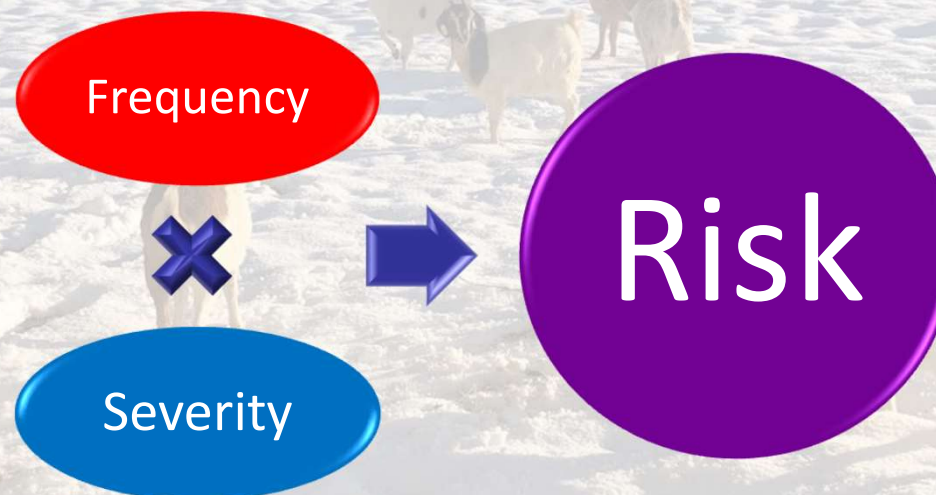
Farming is Risky Business

Two main components of risk:



Evaluate Risk

- Frequency
 - What are the odds the circumstance will occur?
 - How often might the circumstance occur?
- Severity
 - How big can the damage be?
 - How much of an impact will it have on your operation?



Topics / Risk Factors Covered During Series

- Production and Market Risk
- General Liability
- Recordkeeping
- Food Safety
- Financing and Disaster Recovery



Continuous Process – Assess and Manage Risk

- Identify all possible strategies
 - Avoid (e.g. sell berries but don't make jams)
 - Reduce (e.g. build new fence instead of patchworking old)
 - Retain (e.g. build a rainy-day fund for those things you just can't control or won't cause a major impact on your operation)
 - Transfer all or a portion of your risk to someone else (e.g. insurance, partnerships, marketing contracts)
- Consider the cost and impact each will have on your operation
- Select the best strategy or combination of strategies for your operation.

Panel Members

- **Joshua Coleman**, State Outreach Coordinator
 - USDA-Farm Service Agency
- **Eric Mortimer**, State Farm Loan Specialist
 - USDA-Farm Service Agency
- **Randel Whittlesey**, Relationship Manager
 - Capital Farm Credit
- **Kim Harris**, Senior Crop Insurance Policy Analyst
 - AgriLogic Consulting



More Information

- **Farm Service Agency**

- Farm Loans for Farmers and Ranchers (<https://www.farmers.gov/loans>)
- Plan Your New Farm Operation (<https://www.farmers.gov/your-business/beginning-farmers/business-plan>)
- Get Started at Your USDA Service Center (<https://www.farmers.gov/working-with-us/USDA-service-centers>)
- Noninsured Crop Disaster Assistance Program (NAP) (<https://www.fsa.usda.gov/programs-and-services/disaster-assistance-program/noninsured-crop-disaster-assistance/index>)
- Transition Incentives Program (<https://www.fsa.usda.gov/programs-and-services/conservation-programs/transition-incentives/index>)
- Subscribe to USDA Emails for Farmers (<https://www.farmers.gov/working-with-us/stay-connected>)

More Information

- **Farm Credit**

- More information on Capital Farm Credit
 - www.capitalfarmcredit.com >> Products & Services >> YBS (Young, Beginning, & Small)
- More information on Farm Credit Services nationwide
 - www.farmcredit.com >> Find A Lender >> (scroll to the middle of the page and you can search by Zip Code or State & County)

- **Crop Insurance**

- Policy/Program Information – Risk Management Agency
 - <https://www.rma.usda.gov>
- Agent Locator
 - <https://www.rma.usda.gov/tools-reports/agent-locator>



Clif Parks • President & CEO



Tom Blinn • Operations Manager



Kim Harris • Senior Policy Analyst



Brandon McDonald • Senior Policy Analyst

USDA RMA



**USDA RMA
Outreach &
Education**



 **AgVersity**

(844) 221-5982

RME@AgriLogic.com

www.AgriLogicConsulting.com