

<b>Title:</b>	<b>Developing Enterprises for Beginning Farmers and Ranchers in Oklahoma Through Training, Mentors and Resources</b>		
<b>Sponsoring Agency</b>	NIFA	<b>Project Status</b>	COMPLETE
<b>Funding Source</b>	Non Formula	<b>Reporting Frequency</b>	Annual
<b>Accession No.</b>	225916	<b>Grants.gov No.</b>	GRANT10772375
<b>Project No.</b>	OKLW-2011-00924	<b>Proposal No.</b>	2011-00924
<b>Project Start Date</b>	09/01/2011	<b>Project End Date</b>	08/31/2014
<b>Reporting Period Start Date</b>	09/01/2011	<b>Reporting Period End Date</b>	08/31/2014
<b>Submitted By</b>	James Horne	<b>Date Submitted to NIFA</b>	11/24/2014

**Program Code:** BFRDP

**Program Name:** Beginning Farmer and Rancher

**Project Director**

James Horne  
918-647-9123  
jhorne@kerrcenter.com

**Recipient Organization**

THE KERR CENTER FOR SUSTAINABLE  
HWY. 271 S  
Poteau, OK 749530588  
DUNS No. 150209534

**Performing Department**

{NO DATA ENTERED}

**Co-Project Directors**

Hallum, Tony  
Everett, Mike  
Marshall, Hazel

**Departments**

{NO DATA ENTERED}

**Non-Technical Summary**

This is a NEW Standard BFRDP Project and the topic is 1. Production and management strategies to enhance land stewardship by beginning farmers and ranchers. The target audience is over 50% limited resource/socially disadvantaged beginning farmers and ranchers, with over 50% of the budget being allocated to address their needs. Kerr Center for Sustainable Agriculture, Mvskoke Food Sovereignty Initiative, Oklahoma Farmers and Ranchers and Rural Smallholders Association have formed a team to help beginning farmers and ranchers in Oklahoma learn sustainable farming practices and enterprise development. Oklahoma Cooperative Extension Service is joining us to provide part of the educational training and materials. This partnership and long term association with target audience members is the strength of this proposal. The Goals of this project are 1)To help beginning farmers and ranchers in Oklahoma develop enterprises so they can be good stewards of their land, operate financially viable farms and help produce local food for underserved communities. 2)To enhance the skills of beginning farmers and ranchers who are already mentoring other beginners and to develop them into effective teachers. The project will provide an in-depth, year long training course, beginning with business and whole farm planning, along with two tracks in livestock and horticulture. Follow-up, which is crucial to beginning producers will be in the form of mentoring by three of the partnering organizations. This mentoring will provide one on one assistance as beginners put their plans into practice.

**Accomplishments**

**Major goals of the project**

100% of program participants understand and create a business plan for their farm. 80% of program participants design their own whole farm plan and share it with their community group 100% of program participants practice one or more conservation methods on their own farm. 80% of program participants report an increase in profit (either from reducing costs or increasing income) over 2011. 80% of horticulture program participants are selling their vegetable products through a local channel. 25% of livestock program participants use alternative marketing methods. 80% of livestock program participants build their soil fertility through a rotational grazing program. 80% of horticulture program participants build their soil fertility using cover crops and green manures 100% of program participants diversify their farm production 50% of program participants design systems to encourage native pollinators. 30% of program participants will become teachers of beginning farmers and ranchers.

**What was accomplished under these goals?**

Objectives implemented based on surveys conducted both pre/post throughout yearlong trainings: \* Goals stated from grant

proposal increased by 80% overall.

1.90% (100%) of program participants understands and can create a business plan for their farm.

\*Results indicated that there was an increase of knowledge on goal setting, business planning, record keeping and knowledge of where to go for support. All groups have shown increase in participants creating own plan. Most indicated time was the biggest constraint as well as knowledge or lack of computer skills.

2. 100% (100%) of program participants practice one or more conservation methods on their own farm.

\*Based on surveys and Project Leaders (PL) participants indicated they practiced conservation or had learned new methods taught during the three year project and were implementing the practices into their daily farming/ranching.

3. 80% (100%) of program participants design their own whole farm plan and share it with their community group

\* Most of the pre-survey responses indicated that participants functioned on a survival mode, post survey indications stated that it was understood the importance of planning ahead before a crisis. Post survey responses increased by ½ of participants designing their own farm plan.

4. 80% (80%) of horticulture program participants are selling their vegetable products through a local channel.

\* There was a development of a local Farmers Market by one of the groups. Both groups used a varied and inclusive method of local channels: CSA, farm stand, farmers market, food co-op

5. 60% (80%) of program participants reported an increase in profit (either from reducing costs or increasing income) over 2013.

\* Group 1 & 2 showed a small increase in participant's profits. Increase rainfall, conservation methods, diversification in farming and ranching practices helped contributed to profit. The constant repeated seminars and handouts also played a significant role.

6. 25% (100%) of livestock program participants use alternative marketing methods.

\* Surveys and participants indicated a small percentage of increase, this goal was challenging due in part to new and beginning ranchers building developing their livestock in order to utilize the alternative availability. Some indicated they hadn't set up their website or had not yet purchased their livestock. Others indicated researching alternative livestock such as goats and chickens.

7. 100% of (100%) horticulture program participants build their soil fertility using cover crops and green manures

\* Both groups indicated that they used some form of green matter, surveys responded gave a 90% of using green matter.

8. 100% (100%) of livestock program participants built their soil fertility through a rotational grazing program.

\* Responses given on surveys that both groups have practiced rotational grazing and have learned how often to do so through the yearly trainings.

9. 100% (100%) of program participants diversify their farm production

\* Indicators state that both groups and surveys showed an increase of knowledge to help achieve this goal.

10. 80% 100%) of program participants designed systems to encourage native pollinators.

\* Based on surveys and groups reports indication is stating that goal #10 is in progress.

11. 50% (100%) of program participants will become teachers of beginning farmers and ranchers.

Continuing to make progress as indicated on surveys, attendance was seen as increased by 50% that most if not all participants were interested in becoming teachers.

### **What opportunities for training and professional development has the project provided?**

The BFRDP has helped identify at least 80 participants to go through a yearlong series of training and receive the resources needed and as indicated on proposal. A solid foundation of support has been established and has been critical to help move the three year project along. Based on surveys and reports from Project leaders the program had an increase of 50% of new and beginning farmers/ranchers targeting the socially disadvantaged farmer/rancher. The Overall the project/grant helped identify and acknowledge a significant increase in women farmers and Native Americans participating in sustainable agriculture practices and modernizing their record keeping, goal setting, business planning with today's techniques and applications. The long distance learning center via broad-band has helped increase participation as well as helping provide publications. The "hands-on" practical teaching has been very successful as well as partnering with the Oklahoma Cooperative Extension Service and utilizing their trainings available. The third year also helped create two bus tours one on Horticulture and the other on Livestock; which helped bring an awareness on information sharing and provide mentor/mentee support.

### **How have the results been disseminated to communities of interest?**

Results have been disseminated by internet, media, word of mouth, brochures and website to inform communities of interest to attend trainings. Some of the groups are utilizing the mentor/mentee program to help increase and identify more beginning farmers/ranchers. Bus Tours to different sites were conducted as well as utilizing long distance learning for participants who could not attend face to face trainings.

### **What do you plan to do during the next reporting period to accomplish the goals?**

{Nothing to report}

**Participants****Actual FTE's for this Reporting Period**

Role	Non-Students or faculty	Students within Stuffing Roles			Computed Total by Role
		Undergraduate	Graduate	Post-Doctorate	
Scientist	0	0	0	0	0
Professional	2.9	0	0	0	2.9
Technical	1	0	0	0	1
Administrative	1.1	0	0	0	1.1
Other	0.2	0	0	0	0.2
Computed Total	5.2	0	0	0	5.2

**Student Count by Classification of Instructional Programs (CIP) Code**

{NO DATA ENTERED}

**Target Audience**

The target audience is socially disadvantage farmers consisting of estimated number: 78

White-49

African American-3

Native American-22

Females-46 Male-31

Farming/ranching less than a year as of Oct. 2011: 38 (yes) 32 (no) 8 (N/A)

A demographic survey was conducted and according to the 78 participants: 52 (1/2) of the participants are in farming, 25 (1/4) of the participants have been farming less a year; 55 (1/2) are farm owners as opposed to farmworkers; increase amount of women vs. men ratio; 1/2 are either of Native American or African American descent. The Kerr Center has achieved on insuring that the socially disadvantage farmer is included in their outreach and in the BFRDP.

**Products**

Type	Status	Year Published	NIFA Support Acknowledged
Other	Other	2014	YES

**Citation**

PowerPoints

- Goal Setting by David Redhage 2.1.14
- Practical Decision Making for New Farmer Enterprise by Bill Edgar 2.1.14
- Farm Business Planning-Simple Form by David Redhage 2.1.14
- Enterprise Budgeting/Risk Management by Scott Clawson 2.1.14
- Land Clearing and Preparation by Simon Billy 3.8.14
- Organic System Design by George Kuepper 3.8.14
- Planting Schedules by George Kuepper/Bill Edgar 3.8.14
- Purchasing Inputs by David Redhage/Bill Edgar 3.8.14
- Benefits of Rotational Grazing & Grazing System Types by Will Lathrop 3.15.14
- Grazing Terms and Calculations by Will Lathrop 3.15.14
- Harvesting and Post Harvesting of Spring Crops by Warren Roberts 5.31.14
- Farm and Ranch Safety by Simon Billy 5.31.14
- Water and Irrigation by Luke Freeman 5.31.14
- Purchasing Inputs by Bill Edgar 5.31.14
- Forage Fertility & How Pasture Plants Grow by Chris Rice 6.21.14
- Forage Strategies for Small Acreages by Chris Rice 6.21.14
- Farm Safety by Simon Billy 6.21.14

- Planning for the future by Simon Billy 7.12.14
- Selling at Market by Connor McClelland 7.12.14
- Integrated Pest Management by George Kuepper 7.12.14
- Composting by Luke Freeman 7.12.14
- Keeping Records by Bill Edgar 7.12.14
- Cover Crops OKBF by George Kuepper 8.16.14
- Final Presentation by Bill Edgar 8.16.14

## Other Products

### Product Type

Evaluation Instruments

### Description

The Training Courses: 2014

Topic and Attendance Amounts

February 1, 2014: 'BFRDP Beginning of Year Survey (Kerr Center)-40 MFSI (38) Wetumka (5)

Demographic Survey (Kerr Center): 40 MFSI- (38) Wetumka (5)

Goal Setting/Business Planning/Recordkeeping Pre Survey- (Kerr) 39

Goal Setting/Business Planning/Recordkeeping Post-Survey-(Kerr) 37

March 8, 2014: Organic Horticulture Workshop #1 Pre-Survey- (Kerr Center) 21 Post-Survey: 24

Pre-Survey: MFSI- 29 Post-Survey: 26 Wetumka: Pre-survey: 5 Post-survey: 5

April 5, 2014: BFRDP – Livestock Workshop # 2 (Kerr) Pre-Survey: 31 Post-Survey: 25

May 31, 2014: Organic Horticulture Workshop #3 (Kerr) 18 Post-Survey (18)

June 21, 2014: BFRDP – Livestock Workshop # 4 (Kerr Center) Pre-Survey: 13 Post-Survey: 10

MFSI-Pre-Survey: 14 Post-Survey: 14

July 12, 2014: Organic Horticulture Workshop #5 (Kerr) Pre-Survey: 18 Post-Survey: (18)

MFSI/Wetumka: Pre-Survey: (19) Post-Survey: (19)

August 8, 2014: Kerr- Horticulture Pre-Survey-27 Post: 21

MFSI: Horticulture Pre-Survey: 21 Post: 22

Kerr Center-BFRD Program End of Year Survey-24

MFSI=Wetumka-BFRD Program End of Year Survey-24

Kerr-BFRDP – Livestock Graduation-Pre-Survey: 12 Post-Survey:15

MFSI/Wetumka BFRDP – Graduation Pre-survey:15 Post: 10

Quicken Workshop Held Poteau-2 MFSI-10

2 Bus Tours were also held -Livestock Tour: 16 Horticulture Tour: 25

### Changes/Problems

In the three year life span of project an increase of sustainable practices was noted as was the use of native plants, rotational grazing, and value-added products. New and beginning farmers were surveyed before and after each of the three yearly coordinated trainings to determine the degree to which they were able to adopt new practices and to determine if they were seeking additional training and information outside of the grant program. Practice adoption and seeking other sources of information are important indicators of long term behavioral change. The behavior change measure was limited due to the three year time frame of the project. Those who receive training in year one were expected to have implemented more practices than those who receive training in year three. However, the level of adoption by year one and two participants indicated the potential level of adoption by year three participants.