

The Small Farmer Agricultural Leadership Institute



hosted by

**Southern University
Agricultural Research
and Extension Center**



*“Linking Citizens of Louisiana
with Opportunities for Success.”*



Southern University and A&M College System
Agricultural Research and Extension Center

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WHAT IS THE INSTITUTE

The Small Farmer Agricultural Leadership Institute is a two-year course of study specifically designed to guide small, socially disadvantaged, limited resource and/or minority farmers through the transformative process of becoming successful agricultural entrepreneurs.

OBJECTIVES

The overriding goal of the Small Farmer Agricultural Leadership Institute is to promote the sustainability of small family farms through enhanced business management skills and leadership development. The specific objectives of this project are to:

1. Enhance understanding of agricultural infrastructure, state and federal government, agricultural economics, and effects of global agricultural on the U.S. economy;
2. Increase the leadership, decision-making and analytical skills of participants;
3. Improve participants' ability to manage a farm business in a competitive global economy;

4. Develop and enhance the business management and marketing skills of limited resource farmers;
5. Introduce producers to how decisions are made at the county, state, regional and national levels;
6. Build an understanding of the public policy development process and prepare individuals to participate in the process;
7. Improve their ability to communicate to both large and small groups, while increasing confidence in working with people; and
8. Establish a basis for lifelong learning and development, by stimulating a desire for independent study and learning.



First institute graduating class with U.S. Department of Agriculture Secretary, The Honorable Mike Johanns.

WHAT TO EXPECT

Training seminars will be designed as highly interactive, experiential learning workshops. Participants will explore various seminar topics through group discussion, small and large group exercises, assessment tools, facilitator presentations, in-class exercises, pre- and post-seminar assignments, and participant-led discussions. The Institute's two year course of study will consist of training seminars, video lessons and study tours.

TESTIMONIES

"After the first leadership meeting, I was inspired to form a leadership development class for Winston County Self Help Cooperative."

— **Frank Taylor**
Class I Participant

"The project has had a major impact on participants in two ways: First, it has helped to build a strong social network and has become a force. . . a voice for other small farmers. Secondly, the institute has introduced the farmers to numerous new technologies, ideas and best management practices."

— **M. Ray McKinnie, Ph.D.**
Administrator and Assoc. Dean
North Carolina A&T State University
Cooperative Extension Program

COMMITMENT

Participant training seminars will be held in the months of October, December, January, February and March from Thursday morning until Saturday at noon. Seminars will be held at but not limited to the following participating universities: Southern University in Baton Rouge, Louisiana; South Carolina State University in Orangeburg, South Carolina; Prairie View A & M University in Prairie View, Texas; North Carolina A & T State University in Greensboro, North Carolina; Florida A&M University in Tallahassee, Florida and Tuskegee University in Tuskegee, Alabama. Study tours are planned to Washington, D.C., and farms in the southern region of the U.S. to expose participants to other farming operations. The Institute begins October of 2007 and ends September 2009. All travel and related expenses are covered by the Institute.

WHO CAN APPLY

Any farmer, identified as either a minority, socially disadvantaged, or a limited resource producer who either lives or farms in a state with an 1890 institution, who has an interest in becoming a better leader or in developing leadership skills.

HOW ARE PARTICIPANTS SELECTED

A screening committee consisting of representatives from the 1890 institutions, community based organizations (CBOs) and small agricultural producers, will review application materials and select Institute participants. Participant selection will be based on the following:

- Recommendation by 1890 Extension Agent or Agricultural Scientist/Specialist
- Letter of Interest from applicant
- Completed Application

Through a competitive process, 30 participants will be selected to enter into the Institute. If selected, you must participate in all aspects of the program.

BENEFITS

- Enhanced leadership skills
- Better understanding of agricultural policy and the decision making processes
- Increased net farm income
- \$1,500 financial assistance award upon successful completion of the program

TRAINING SESSIONS TOPICS

Listed below are several of the topics which will be covered over the course of the training. Other topics will be introduced during the sessions. Please note that leadership training and business management instruction will be a part of each session.

LOAN APPLICATION PROCESSES AND COMPLETION PROCEDURES
DEVELOPING FARM AND HOME BUSINESS PLANS
LEGAL RISK - ESTATE PLANNING, CREDIT WORTHINESS
INSURING COMMODITIES
TIME MANAGEMENT, GOAL SETTING, PRIORITIZING
SELF MOTIVATION, SELF-ESTEEM
COMMUNICATING EFFECTIVELY
CONFLICT RESOLUTION AND MEDIATION
ATTRIBUTES OF A LEADER - LEADERSHIP STYLES AND ASSESSMENT
QUALIFYING REQUIREMENTS FOR VARIOUS GOVERNMENTAL PROGRAMS
IDENTIFYING ALTERNATIVE ENTERPRISES FOR YOUR OPERATION
BEST MANAGEMENT PRACTICES

TRAINING SESSIONS TOPICS continued . . .

COMMUNITY LEADERSHIP DEVELOPMENT
MAINTAINING GOOD CREDIT
FINANCIAL MANAGEMENT
AGRICULTURAL POLICY ISSUES
LEADERSHIP THEORY
TAX PLANNING
SERVING ON GOVERNING BOARDS
USDA PROGRAMS AND SERVICES
BASIC COMPUTER APPLICATIONS



1890 EXTENSION ADMINISTRATORS

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