



Southern University and A&M College System  
**LAND-GRANT CAMPUS**

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# THE SMALL FARMER AGRICULTURAL LEADERSHIP INSTITUTE



*Hosted By*  
**Southern University Ag Land-Grant Campus**

## WHAT IS THE INSTITUTE?

**The Small Farmer Agricultural Leadership Institute** is a one 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

Promoting the sustainability of small family farms through leadership development and outstanding business management proficiency is the prevailing goal of the Small Farmer Agricultural Leadership Institute. Specifically the project's objectives are to:

- Enhance understanding of agricultural infrastructure, local, state, and federal government, agricultural economics, and effects of global agriculture on the U.S. economy;
- Increase the leadership, decision-making and analytical skills of participants;
- Improve participants' ability to manage a farm business in a competitive global economy;
- Develop and enhance the business management and marketing skills of limited resource farmers;
- Introduce producers to how decisions are made at the county, state, regional and national levels;
- Build an understanding of the public policy development process and prepare individuals to participate in the process; Improve their ability to communicate to both large and small groups, while increasing confidence in working with people; and
- Establish a basis for lifelong learning and development, by stimulating a desire for independent study and learning.

## WHAT TO EXPECT

Our experiential learning workshops have been specifically designed to holistically address the needs of our participants through interactive exploration. The Institute's course of study will consist of training seminars that introduce value added topics through group discussions, in and outdoor exercises, hands-on training, videos and study tours.

## COMMITMENT

Three day assemblies (Thursday-Saturday) will be held. Seminars and conferences will take place at partnering 1890 universities, USDA, state and local facilities. 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.

## WHO CAN APPLY?

Any farmer, identified as either a minority, socially disadvantaged, or a limited resources 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, 12 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

## TRAINING SESSIONS TOPICS

Listed below are 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
- 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

The Southern University Ag Center's **Small Farmer Agricultural Leadership Institute - Class V.**

