Annie's Project
Annie was a woman who grew up in a small town in Northern Illinois. Her goal was to marry a farmer and she did. Annie spent her lifetime learning how to be an involved business partner with her farm husband. Together they did great things, but it wasn't easy. This is Annie's Project – to take her experiences and share it with farm women living and working in a complex business.

Objectives
Annie's project is designed to empower farmwomen to manage information systems used in critical decision making processes and to build local networks throughout the state. The target audience is farmwomen with a passion for business and involvement in the farm operation.

Project Topics cover the five areas of Risk Management – Production, Market, Financial, Legal Risk, Human Resources.

Annie's Project – Accomack County VA
Tuesdays Jan 6 – February 24, 2014

USDA Service Center - Accomack County - 22545 Center Parkway Accomac, VA  $75.00 per person - 6:00pm-9:00pm
Includes Dinner and All Course Materials

For registration information contact Theresa Long, tmjlong@vt.edu, 757-787-1361 ext. 14 or visit the website at www.anniesproject.umd.edu.

Dinner will begin at 6pm with a social and networking sessions will begin promptly at 6:30pm.
January 6 - Session One

6:30pm - Annie's Project Introduction
Class Introductions & Class Survey

6:45 pm - Women in Agriculture Social
Meet and greet the ladies you will see in the local Agricultural offices. These ladies will administer cost-share, educational programming, information on credit or conservation easements and they will also be available for educational advice or information through their sponsoring organization, Virginia Tech or Virginia State University.

- Carmie Savage, Eastern Shore Soil and Water Conservation District Manager
- Bonnie Mahl – Eastern Shore Soil and Water Education Director
- Jane Corson-Lassiter – Natural Resource Conservation Service, District Conservationist
- Jenny Templeton – Natural Resource Conservation Service – Soil Conservationist
- Ursula Deitch – Virginia Cooperative Extension – ANR Extension Agent
- Laura Strawn – Assistant Professor, Food Safety, Eastern Shore AREC
- Hali Plourde-Rogers – Stewardship Manager, Virginia Eastern Shore Land Trust
- Lynn Thornton – Agent, MidAtlantic Farm Credit

7:00pm - How Property is Titled: Who Else is in business with you?
We will discuss the different forms of ownership or property titling that impacts the rights of each and every person: Sole Proprietor, Joint Tenancy; Rights of Survivorship; incorporation versus Partnership. Some issues related to passing on the farm and estate tax will also be investigated.

8:15pm - Colors Personality Test – Jackie Haymaker, 4H Agent Accomack County
The Personality I.Q. workshop is a spinoff of the Myers-Briggs Type Indicators. Using a simple series of word associations, participants will acquire a deeper understanding and insights of their personality style and work type. Hopefully this leads to clearer perceptions about ourselves and the different gifts we each bring to our families, work groups and personal relationships.

January 13 - Session Two

6:30pm - Crop Insurance – Beth Scott, Scott Insurance
Purchasing a crop insurance policy is one risk management option that farm businesses cannot ignore. This session will focus on available policies, coverage levels and how a policy will work in conjunction with other risk management strategies.

7:15pm - Understanding your Farm Insurance Policy – Steve Bowers, Farm Bureau Insurance
Farming can be a risky business therefore farms should take measures to protect themselves. This session will focus on insurance topics and policy information regarding liability protection and risk management. It will also suggest points to ponder including off premises and ATV as well as production liability insurance, agri-tourism enterprises and equine operations.

8:15pm - 2015 USDA FSA Update – Dorine Ross, Farm Loan Officer
There have been many changes to current (FSA) Farm Service Agency programs and new programs will be added as part of the 2008 Farm Bill. Learn more about these programs and how these changes may implicate your decision making and farm planning. Become an Informed Agricultural Producer!!
January 20 - Session Three

6:30 pm – Credit Reports – Lynn Thornton, MidAtlantic Farm Credit
Credit history or credit report is a record of an individual's past borrowing and repaying, including information about late payments and bankruptcy. When you fill out an application for credit from a bank, store or credit card company, their information is forwarded to a credit bureau. Therefore it is important that you understand credit reports and know your credit score. We will cover how to read and access your credit report.

7:00 pm - Business Planning
Planning is essential to any business, no matter how large or small your inventory, payroll and bank account. To be sustainable and profitable a farm operation must have a clear understanding of production, marketing, finances and labor. Having these plans mentally is not enough! Taking time to formulate thoughts, evaluate your business, devise a strategy, and anticipate possible problems will help your business be successful.

January 27 - Session Four

6:30pm – Computer Basics and Minimizing Technology-Related Risk
Computer technology provides many benefits to business/farm operations; however, there are also many risks. Learn about computer basics, internet access options, online security, and securing your data. We will also cover basic spreadsheet operations using Microsoft Excel.

7:30pm - Computers and Your Farm Business
Computers can increase farm efficiency by managing financial and production records. This session will help you apply Excel and QuickBooks to your farm business. Learn how to set up Excel spreadsheets to maintain records. Practice with QuickBooks financial software to improve your farm business.

February 3 - Session Five

6:30pm - Straight Talk about Farm Transfer
When communicating with family members and other heirs about farm transfer, many issues and tensions can arise. This segment will highlight some resources that you can access to make these communications more effective. Resources will include information about mediation programs, fact sheets to guide you through specific aspects of talking with others about the future of your farm, and handouts pointing you to trusted online sources of information.

7:00pm - Estate Planning
An effective estate plan ensures that you and those you care most for will enjoy the security of your assets. This in-depth discussion focuses on “best practices” to preserve your life’s holdings, ensure their efficient transfer to your beneficiaries and meet family objectives. Attendees will learn: Wills, Living Wills, Powers of Attorneys - What they do- and don’t do; When to update?, How to protect your assets from death taxes and nursing home care costs, Your options for paying for home care and assisted living care, Keeping the peace: Ideas for reducing conflict among family members, Stretch IRA- reducing tax liability over multiple generations, Special issues unique to farmland and
farming businesses. What you can start doing now to prepare for the possibility of your death or disability.

**February 17 - Session Six**

**6:30pm – Tax Considerations for Farm Businesses**
Understanding tax laws is important for every farm business. This session will address farm tax planning as well as common errors made by agriculture operations. Information from the Farm Tax guide and the personal experience of a CPA will help you understand tax planning for your farm.

**8:00pm - Developing Grain Marketing Plans**
This session will teach you how to develop a solid grain marketing plan for your farming operation. Emotions can affect your marketing decisions. Adding just 10 cents to your bottom line could increase your net income by 33-50%. This grain marketing plan session will include costs of production, knowing where to start marketing, financial goals, crop insurance coverage, storage capacity, projected production, and pricing tools.

**February 24 - Session Seven**

Course Wrap-Up
Annie's Graduation
End of Class Evaluation

Class's Chosen Topics

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