

# 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.



Tom Vilsack, the United States Department of Agriculture Secretary, commends the Southern University Ag Center's **Small Farmer Agricultural Leadership Institute**.

## 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

*"The knowledge we received and shared during each session will greatly impact our communities and the lives of the individuals with whom we will share this knowledge with. . . . what an awesome journey it was and I will reflect on my participation for years to come."*

— **Archie C. Skiffer Sr.**  
D'Lo, Mississippi

*"It's vital that we support programs such as this that provide the tools needed to promote the sustainability of small family farms."*

— **Tom Vilsack**  
Secretary of the United States  
Department of Agriculture

## 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; 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 2009 and ends September 2011. 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

## 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

Alabama A & M University <b>Dr. Virginia Caples</b> 256-851-5710	Alcorn State University <b>Dr. Dalton McAfee</b> 601-877-6118
Tuskegee University <b>Dr. Niam Baharanyi, Interim</b> 334-727-8798	Lincoln University <b>Dr. Steven Meredith</b> 573-681-5109
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Delaware State University <b>Dr. Dyremple Marsh</b> 302-857-6400	Langston University <b>Dr. Marvin Burns</b> 405-466-3836
Florida A & M University <b>Dr. Ray Mobley</b> 850-561-2645	South Carolina State University <b>Mr. Delbert Foster</b> 803-536-8466
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Southern University <b>Dr. Leodry Williams</b> 225-771-2242	Virginia State University <b>Dr. Franklin Jackson, Interim</b> 804-524-5961
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For more information contact **Dr. Dawn Mellion Patin**, project director and specialist, agriculture and natural resources at Southern University Agricultural Research and Extension Center at 225-771-2242.