

**Purpose:** To provide mentoring for farm women with varying levels of business skills. Farm women come from a variety of backgrounds. Women who are new to the farm business may be overwhelmed and afraid to ask questions. Women who are accustomed to the farm business may understand agriculture, but struggle with new technologies.

Over six weeks, Annie's Project gives farm women the opportunity to learn from Extension specialists, guest speakers and each other. The class is designed for farm women and women landowners, but it is certainly open to anyone interested.

**Mary Sobba**  
Agriculture Business Specialist  
(573) 581-3231  
sobbam@missouri.edu

**Cost:** The fee for this course is \$75.

**Registration:** Pre-registration is required and registrations are due by **November 13, 2015**. Enrollment is limited, so register early.

The class fee includes all materials needed for the class and a light meal each night. During the six weeks participants will build an in-depth resource handbook to use during and beyond the class. Participants will also receive some materials in digital format.

**Questions:**  
Mary Sobba, Ag Business Specialist  
(573) 581-3231 or  
email sobbam@missouri.edu  
Callaway Extension Center 573-642-0755

UNIVERSITY OF MISSOURI  
**Extension**

University of Missouri Extension  
Audrain County  
101 N. Jefferson St., Rm 304  
Mexico, MO 65265

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**ANNIE'S PROJECT**  
EMPOWERING WOMEN IN AGRICULTURE

## **Risk Management Education**

*Targeting Farm Women*



**Callaway Extension Center  
Meeting room**  
5803 County Rd. 302  
**Fulton, MO**

**6:00 to 9:00 p.m.**

**This course consists of six sessions**

Nov. 18 (Wed.)	Dec. 2 (Wed.)
Nov. 23 (Mon.)	Dec. 7 (Mon.)
Nov. 30 (Mon.)	Dec. 9 (Wed.)

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## 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.

This 18 hour class will include speakers giving presentations, group efforts and discussion in a classroom setting. Please note the order of the classes may change subject to the schedules of the guest speakers. All of the topics will be covered.



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EMPOWERING WOMEN IN AGRICULTURE

### Sponsors:

UNIVERSITY OF MISSOURI  
**Extension**

*Callaway County—University of Missouri  
Extension Council  
Callaway—Farm Service Agency*

*This institution is an equal opportunity provider.*

## Annie's Topics

### Class 1

- **Human Resources and Time Management** – How to work with and understand different personalities. What is management? Understanding Risk assessment.

### Class 2

- **Women and Money**
- **Business Plans** – The process of building a business plan. Mission Statements and Goals – History and tradition of your farm.
- **How Property is Titled:** Who else is in business with you?
- **Leases and Legal Issues**

### Class 3

- **Financial Documentation** – Balance Sheet, Income Statement, Cash Flow
- **Retirement & Estate Planning**

### Class 4

- **Computer Related Tools**
- **Financial Records** and How to Interpret Information

### Class 5

- **Risk Management** – Developing Marketing Plans, Marketing, Developing a Risk Management Strategy
- **Insurance** – Life, Crop, Liability, Health & Disability

### Class 6

USDA Program—Farm Service Agency  
Class will choose additional topics

Annie's Project Enrollment

## Registration Form

Name: \_\_\_\_\_ Daytime phone: \_\_\_\_\_  
Address: \_\_\_\_\_ Evening phone: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_ County of residence \_\_\_\_\_  
Phone: \_\_\_\_\_  
E-mail \_\_\_\_\_  
(e-mail addresses will only be used for this class and not given out to anyone else)

Make checks payable to:  
**University Extension**

Clip and return by noon **November 13th** with \$75 enrollment fee to:  
University Extension, 101 N. Jefferson St., Rm 304, Mexico, MO 65265