



## ***Annie's Project — Education for Farm Women***

### **2016 Annie's Project Courses**

According to the reports we have received, these figures represent the 2016 courses delivered.

**Annie's Project:** 43 with 609 in attendance

**Managing for Today and Tomorrow:** 5 with 39 in attendance

**Annie's Project Level 2:** 4 with 41 in attendance

**Total programs:** 52 **Total attendance:** 777

Congratulations to all facilitators and state coordinators who had a hand in all these successful events.

### **2016 Facilitator Training Events**

**Annie's Project:** 6 with 83 in attendance

**Managing for Today and Tomorrow:** 1 with 5 in attendance

### **2017 Quarterly Teleconferences**

May 19 1:00 PM CDT

August 18 1:00 PM CDT

November 17 1:00 PM CST

Links to past teleconferences are on the facilitator page of the website.

### **MTT Updates Are Completed**

It is with great pleasure that we announce the completion of the Managing for Today and Tomorrow manual and training resources.

They are on the facilitator page of the website under the heading *Managing for Today and Tomorrow Resources*.

The notebook files are divided into their respective parts to avoid extremely large files and long download times.

The materials are organized in two organizational styles. You may pick either way and get all the same materials. One option is organized by subject, the other by session.

Please note that with any new rollout, we won't find flaws and errors until the resources get used. If you run into any glitches, find errors, or have questions, please contact our Director of Administration, Claudette Roper. We appreciate your help to get it just right.



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#### **Contact Us**

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***Annie's Project — Education for Farm Women is a 501(c)(3) nonprofit organization***

# Claudette's Corner

*Claudette Roper, Director of Administration, has worked for Annie's Project— Education for Farm Women since 2013.*

After one year of Annie's Project – Education for Farm Women 501(c)(3) serving the Annie's Project community, the APEFW Board of Directors is in an excellent position to review the organization's operating procedures. The experience of the day-to-day operations and gleaning of information from the year in review will enable them to assess the procedures and fine tune

them. We are thankful for facilitators and state coordinators who have taken time to ask questions and give helpful feedback.

It has been quite some time now since facilitators and state coordinators received our guidelines that list parameters and expectations – both of facilitators and state coordinators as well as of APEFW. Later in the

spring we expect to post the reviewed and updated document to the website. I will send you an e-mail directing you to it when we do.

Together we have proven that while growth and change can be painful, it can be done. Congratulations to everyone who has stepped up to the plate, implemented change and helped us reach our collective potential.

It's not often that I receive direct feedback from one of our farm or ranch woman, so I was particularly pleased recently when this comment came through the website: "I appreciate the network you are building and the resources you have collected."

What insight for her to see what has been built through all of you working together with us and what an opportunity for me to share the impact you have!

Together we can do more. Keep up the good work!

*Together  
we...*

## Where Are They Now?



At the end of December, 2016 Willie Huot retired from a 40-year extension career.

A Grand Forks ND extension agent, Huot focused primarily on farm and family economics the last 24 years.

After Huot heard of Annie's Project in 2005, he worked with Minnesota officials to develop a joint North Dakota-Minnesota program in 2006. He initiated it using a combination of interactive television and local speakers.

He summed it up saying, "It's been all about helping people, helping them make better choices and empowering them to make more-informed decisions." and added, "It's been a wonderful career, everything I could have hoped for."

Huot will remain active in ag, working as a part-time volunteer with several ag events in the area and will continue to operate Huot's Tree Service in Grand Forks.

He will also continue to serve on the Annie's Project – Education for Farm Women Board of Directors.

To read more about Huot's career, [click here](#).

# Equine Annie's Supper Series

*A team of extension professionals from the University of Delaware and the University of Maryland met to develop an Annie's Project – II program with an equine business focus. Recently I visited with Shannon Potter Dill (State Coordinator, MD) about the program. She agreed to share her answers with you.*

## *What issue prompted this idea?*

US census data confirms that women are increasingly involved in managing farm operations. It is also well known that those involved in the equine industry are predominantly female. Too many programs were on the management of the horse itself and not the business side of an equine operation.

## *How did the team respond?*

The team developed a 9-hour series that covered business structure, personality IQ, business planning, farm insurance, equine insurance and liability, lender requirements and credit reports, social media, and website design tips.

## *How were the sessions set up?*

Each three-hour evening session began with a meal followed by guest speakers and discussion. In order to broaden the reach of the program, they met simultaneously in both Salisbury, Maryland and Dover, Delaware. Participants were linked through distance technology and speakers presented from both locations. Facilitator support was actively involved at each location.

## *What evaluation data was particularly encouraging?*

90% evaluated the overall program as excellent and the remaining 10% as good.

## *What impact did the women report from these sessions?*

13 women representing more than 700 acres participated in the inaugural offering of the Annie's Project Supper Series. Their evaluations indicated these gains from the workshop:

100% Resource materials I can use	60% Answers to my questions
70% Names of other people to contact	60% Ideas I can try immediately

As a result of participating in the series:

90% might or will increase communication and family relations through personality traits and information learned

89% might or will be more effective communicating with clientele through social media & website design

89% might or will write a farm business/marketing plan

80% might or will implement/change their current business structure

71.5% might or will get/change their insurance policy

55.5% might or will check their credit report

In addition, 90% of program participants indicated an interest in participating in follow up or advanced equine business management training classes.

## *Do you have any participant comments to share with us?*

Yes, several: "The educators were very knowledgeable and it was a great place to network with other horse people-thanks!" "The course materials and the information that was gained is priceless...so worth it." and "Your classes turned the light bulb on! Really got me thinking about hobby versus business."

## *Who were the team members?*

Jessica Flores, Senior Agent Associate Agriculture, University of Maryland; Susan Garey, Extension Agent Animal Science, University of Delaware; and Tracy Wootten, Sussex County Horticulture Agent, University of Delaware.

*APEFW congratulates this team from Maryland and Delaware for their good work in identifying and responding to the needs of their local communities!*

