Center for Latino Farmers
Farming as a Business Enterprise

Farm workers to Farm Owners, An American Dream

Rural Community Development Resources
24 S. 3rd Ave
Yakima, WA 98902
Tel. (509)453-3157
Mission

- Empower new & emerging socially disadvantaged farmers/ranchers to efficiently & effectively operate their farm business for long term sustainability.
Objectives

- Connect socially disadvantaged farmers/ranchers to USDA programs
- Conduct educational workshops about USDA programs
- Package FSA loans for farm purchases and operations
- Create awareness of risk management practices & crop insurance
- Provide hands-on farm business development assistance to farmers/ranchers in group settings or one-on-one in Spanish & English
- Promote, create & support cooperative development
Needs Assessments 2002 & 2008

Average age of farmers: 36

Educational Workshops
- Marketing
- Water Rights
- Organic Farming
- Crop Insurance
- Real Estate
- Pest Management & Re-Certification
- Basic Computer Skills (Create spreadsheets)
- USDA Borrower Financial Training*

Partners
- USDA Agencies
- Universities/Colleges
- Community Based Organizations
Growth of S/H/L Operators WA 1997 – 2007

<table>
<thead>
<tr>
<th>Geographic Area</th>
<th>1997</th>
<th>2007</th>
<th>% Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Washington State</td>
<td>625</td>
<td>2604</td>
<td>316%</td>
</tr>
<tr>
<td>Adams Co.</td>
<td>20</td>
<td>34</td>
<td>70%</td>
</tr>
<tr>
<td>Benton Co.</td>
<td>44</td>
<td>266</td>
<td>504%</td>
</tr>
<tr>
<td>Chelan Co.</td>
<td>41</td>
<td>133</td>
<td>224</td>
</tr>
<tr>
<td>Franklin Co.</td>
<td>0</td>
<td>82</td>
<td>Undefined</td>
</tr>
<tr>
<td>Grant Co.</td>
<td>0</td>
<td>192</td>
<td>Undefined</td>
</tr>
<tr>
<td>Okanogan Co.</td>
<td>0</td>
<td>168</td>
<td>Undefined</td>
</tr>
<tr>
<td>Yakima Co.</td>
<td>179</td>
<td>840</td>
<td>369%</td>
</tr>
<tr>
<td>Totals (Service Area)</td>
<td>284</td>
<td>1715</td>
<td>504%</td>
</tr>
</tbody>
</table>

% of WA State Total: 45% to 66%

Top 10 States with Spanish, Hispanic or Latino Operators

<table>
<thead>
<tr>
<th>Rank</th>
<th>State</th>
<th># of S/H/L Operators</th>
<th>Farms</th>
<th>% Nation Wide</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Texas</td>
<td>28,921</td>
<td>22,797</td>
<td>35.07%</td>
</tr>
<tr>
<td>2</td>
<td>California</td>
<td>14,199</td>
<td>11,294</td>
<td>17.21%</td>
</tr>
<tr>
<td>3</td>
<td>New Mexico</td>
<td>8,904</td>
<td>6,861</td>
<td>10.79%</td>
</tr>
<tr>
<td>4</td>
<td>Florida</td>
<td>4,869</td>
<td>3,662</td>
<td>5.9%</td>
</tr>
<tr>
<td>5</td>
<td>Colorado</td>
<td>2,610</td>
<td>2,182</td>
<td>3.16%</td>
</tr>
<tr>
<td>6</td>
<td>Washington</td>
<td>2,604</td>
<td>2,115</td>
<td>3.15%</td>
</tr>
<tr>
<td>7</td>
<td>Oregon</td>
<td>1,330</td>
<td>1,182</td>
<td>1.61%</td>
</tr>
<tr>
<td>8</td>
<td>Arizona</td>
<td>1,293</td>
<td>1,293</td>
<td>1.56%</td>
</tr>
<tr>
<td>9</td>
<td>Oklahoma</td>
<td>1,218</td>
<td>1,104</td>
<td>1.47%</td>
</tr>
<tr>
<td>10</td>
<td>Michigan</td>
<td>937</td>
<td>794</td>
<td>1.13%</td>
</tr>
</tbody>
</table>

Totals: 66,885 | 53,284 | 81.05%
Certified FSA Financial Borrower training class

- One of two community based organizations recognized as an FSA Designated Vendor for required borrower training.

- Provides guidance on issues of finances, risk management & the need to maintain records.

- Learn how to prepare a business plan, select the business structure, track income and expenses & plan for future year.
101 Crop Insurance tools

- Instructional DVD
  - Crop Insurance 101 En Español (includes 3 actual farmer’s experiences).

- Crop Insurance informative booklet
  - Farm Families at Risk (comic book-like, includes two fictional stories about small producers with and without crop insurance coverage)
Cooperatives

- Incorporated three cooperatives in two areas

  * Manzaneros Mexicanos de Washington, (MMW) membership consists of 8 apple producers - Yakima County

  * United Growers, (UG) consists of 10 Latino apple, pear and cherry producers - Okanogan County (Canadian border)

  * RicOrganics consists of 10 vegetable growers - Yakima County
FSA Loan Approval
2002-2009

126 Loans approved with total amount of $9,822,005

2002: 15 Loans approved with total amount of $1,401,201
2003: 16 Loans approved with total amount of $983,632
2004: 18 Loans approved with total amount of $1,500,212
2005: 25 Loans approved with total amount of $1,544,778
2006: 28 Loans approved with total amount of $1,125,570
2007: 9 Loans approved with total amount of $929,092
2008: 12 Loans approved with total amount of $1,447,100
2009: 18 Loans approved with total amount of $1,500,212
Future Goals

- To increase the number of farm workers transitioning to farm owners
- To increase access to USDA programs for Latino farmers/ranchers
- To increase knowledge and access to technology for use of computers as a resource tool
- To increase risk management awareness with individual plans
- To increase skills in finances and marketing
- To increase the number of organic farming producers.
- To identify and increase funding opportunities for cooperative development
Avoiding FSA Foreclosure (2006)

United Growers Coop (2008 Operating loan)

Livestock rancher (2008)

FSA Graduate (2008)


FSA Graduate (2009)

Success Stories