

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

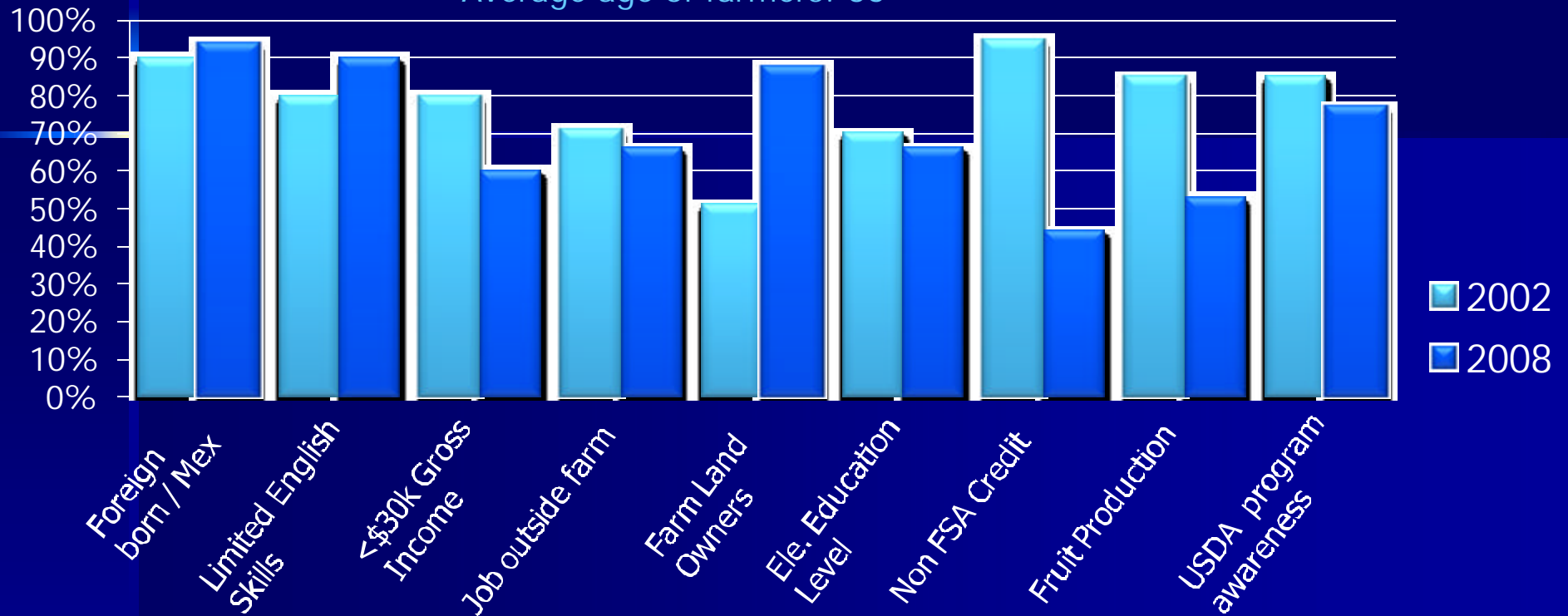
- Connect socially disadvantaged farmers/ranchers to USDA programs
- Conduct educational workshops about USDA programs
- Package FSA loans for farm purchases and operations
- Create awareness of risk management practices & crop insurance
- Provide hands on farm business development assistance to farmers/ranchers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

Service Area



Needs Assessments 2002 & 2008

Average age of farmers: 36



Educational Workshops

- Marketing
- Water Rights
- Organic Farming
- Crop Insurance
- Real Estate
- Business Management & Re-Certification
- Computer Skills Create spread sheets
- A Borrower Financial Training*



Partners

- USDA Agencies
- Universities/Colleges
- Community Based Organizations

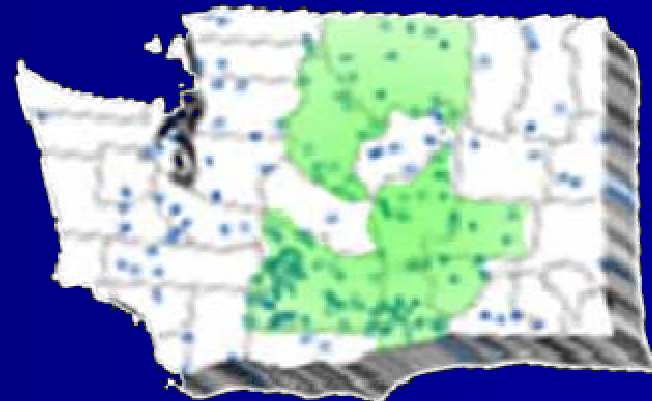
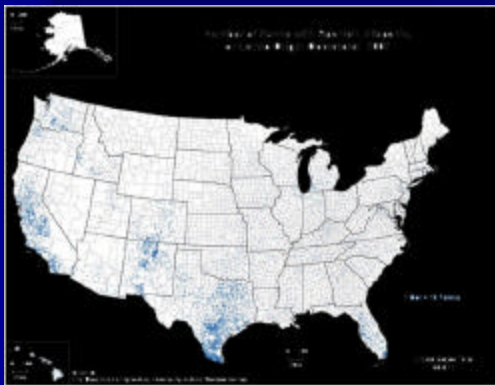
NASS 2007 Ag Census

Top 10 States with Spanish, Hispanic or Latino Operators

Rank	State	# of S/H/L Operators	Farms	% Nation Wide
1	Texas	28,921	22,797	35.07%
2	California	14,199	11,294	17.21%
3	New Mexico	8,904	6,861	10.79%
4	Florida	4,869	3,662	5.9%
5	Colorado	2,610	2,182	3.16%
6	Washington	2,604	2,115	3.15%
7	Oregon	1,330	1,182	1.61%
8	Arizona	1,293	1,293	1.56%
9	Oklahoma	1,218	1,104	1.47%
10	Michigan	937	794	1.13%
TOTALS:		66,885	53,284	81.05%

Growth of S/H/L Operators WA 1997 - 2007

Geographic Area	1997	2007	% Growth
Washington State	625	2604	316%
Adams Co.	20	34	70%
Benton Co.	44	266	504%
Chelan Co.	41	133	224
Franklin Co.	0	82	Undefined
Grant Co.	0	192	Undefined
Okanogan Co.	0	168	Undefined
Yakima Co.	179	840	369%
Totals (Service Area)	284	1715	504%
% of WA State Total	45%	66%	



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

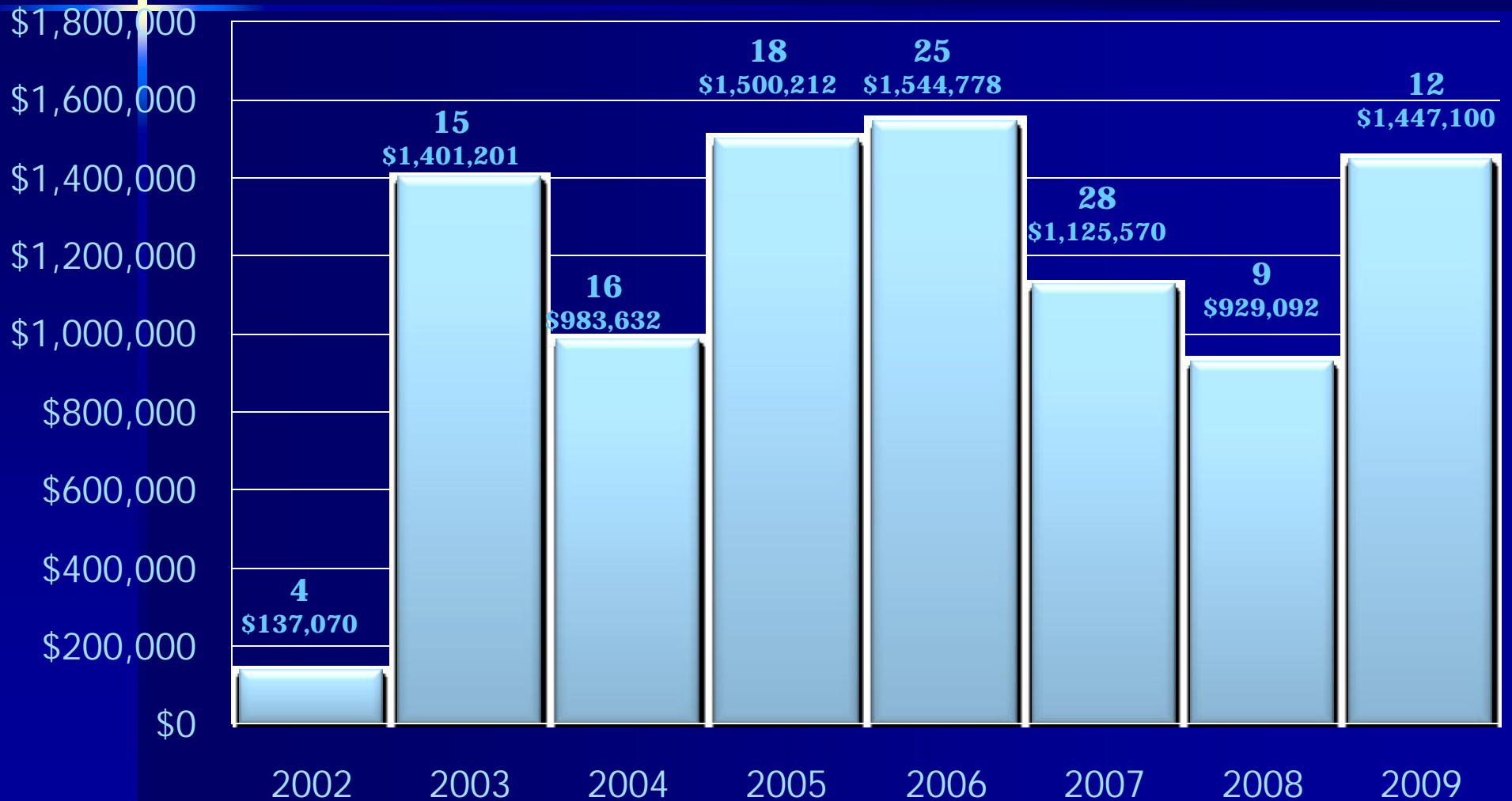
*Manzaneros Mexicanos de Washington, (MMW)
membership consists of 8 apple producers-Yakima County

*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



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

Success Stories



United Growers Coop (2008 Operating loan)



Livestock rancher (2008)



FSA Graduate (2009)



Elieel Cruz

Vanca Alvares



Avoiding FSA Foreclosure (2006)



Latino Farmers visiting

Murray in DC (2008)



FSA Graduate (2008)