



Illinois

Be the Low Cost Producer!

Illinois grain and livestock families were the focus of an educational program bringing experienced professionals and producers together to assist them in preparing important financial documents information.

Over 120 producers utilized small group learning sessions with financial information from their prior year's performance, as well as projections for future years. Producers received access to daily information streams, completed a benchmark exercise to measure their comparative performance and ultimately created a projected financial plan which they took home to implement.

Project director, Robert Rhea reported that 65 farms or ranches completed the benchmark

exercise, 97 producers completed a comprehensive year-end accrual financial analysis and 38 farms or ranches completed a cash flow projection for the upcoming year.

Rhea noted, "We served more producers than we typically would have. Through this grant award we were able to develop a much more efficient delivery of this educational material. Collaborating partners contributed more to the process because they were able to involve more farms, a greater scope of information and a more in-depth analysis."

After reviewing and understanding his financial reports better, one producer stated, "I implemented key steps to improve my cash flow by \$100,000 by offsetting inventory reductions." Another producer elected to change genetics within his hog farm, resulting in less pig death and decreasing the cost of production per pig. Their expected performance improvement target was \$3 per pig, or a positive impact of \$78,000.

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**EXTENSION
RISK MANAGEMENT
EDUCATION**



United States
Department of
Agriculture

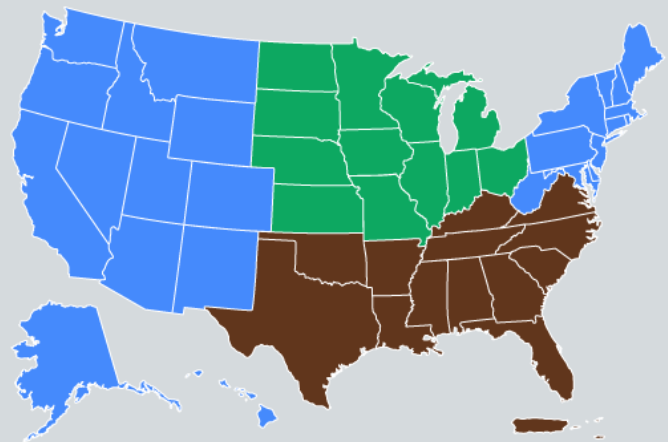
National Institute
of Food and
Agriculture

**“Educating America’s farmers and ranchers
to manage the unique risks of producing food
for the world’s table.”**

Extension Risk Management Education (ERME) is delivered through four regional centers that provide grant funding and leadership within their regions.

Projects are producer-focused, results-based and encourage public-private partnerships. Funded projects must identify targeted results that will help producers manage risk and then describe how the project will measure those results.

Extension Risk Management Education has funded innovative programs that have generated tangible results for producers in every state. ERME is committed to funding results, providing transparent accountability, and encouraging collaboration. View the accomplishments of all funded projects on our website. <http://ExtensionRME.org>



ERME Regional Centers



**NORTH CENTRAL
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EDUCATION**

University of Nebraska
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**NORTHEAST
EXTENSION
RISK MANAGEMENT
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**WESTERN
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