

2025

# Empowering Female Farmers With Farm Business Management Skills

By: Nate Bruce | Collaborators: Kofi Britwum, Georgie Cartanza, Susan Garey, Kelly Sipple, Cory Whaley, Laurie Wolinski, and Tracy Wootten



**RELEVANCE** According to the U.S. Department of Agriculture 2022 Census of Agriculture, **female** farmers make up about **36%** of all U.S. producers.

**Women** are more likely than men to be **beginning farmers**, so exposure to resources and networking can help them thrive.



**Annie's Project** provides a networking platform for female farmers

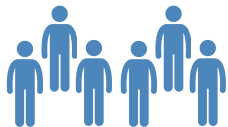


The **last** in-person Annie's Project course at the University of Delaware Cooperative Extension occurred in **2018**



The **demand** for a Delaware-based program steadily **increased**, highlighting a **significant need** within the community.

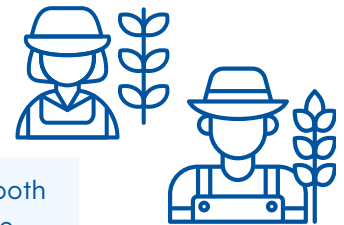
**RESPONSE** UD Cooperative Extension hosted a six-week **Annie's Project** course on **generalized agriculture**, offered in a **hybrid format** both in-person and virtually, from Jan. 21 to Feb. 25, 2025.



**17** Drew in Alumni from Delmarva

**13** Graduated Participants

Diverse group of both female and male



**RESULTS** Graduates of Annie's Project are **better prepared** to make informed **farm management** decisions, drive **innovation**, and strengthen the resilience and sustainability of Delaware's **farming community**.

**Empowered** a new cohort of **agricultural leaders** by equipping them with practical skills in :

- Finance
- Business Management
- Personal Development



Following each session, participants were **surveyed**



Graduates have already started applying topics such as:

- Farm taxes and business entities
- Estate planning, budgeting
- Agricultural lending and financial statements
- Personal finances
- Market analysis
- Personality assessments
- Crop insurance
- Production agriculture knowledge



**“** My biggest takeaway was learning the best financial and risk management practices that I can implement in my personal life and family business in order to succeed!**”**

---

## RELEVANCE

According to the U.S. Department of Agriculture 2022 Census of Agriculture, female farmers make up about 36% of all U.S. producers. Women are more likely than men to be beginning farmers, so exposure to resources and networking can help them thrive. Annie's Project is a nonprofit organization committed to educating and empowering women in modern agricultural businesses. Beyond education, Annie's Project provides a vital networking platform for female farmers. Over the years, the program has expanded its reach to welcome all interested participants and has earned approval as a United States Department of Agriculture Farm Services Agency course for loan-seeking borrowers. By partnering with Extension Agencies and Land Grant Institutions nationwide, Annie's Project delivers its impactful courses to diverse communities. The University of Delaware Cooperative Extension, in collaboration with the University of Maryland Cooperative Extension, has facilitated these courses. The last in-person Annie's Project course at the University of Delaware Cooperative Extension occurred in 2018, focusing on "Women Managing Commercial Poultry." While the University of Maryland continued to offer the course, demand for a Delaware-based program steadily increased, highlighting a significant need within the community.

---

## RESPONSE

The University of Delaware Cooperative Extension hosted a six-week Annie's Project course on generalized agriculture, offered in a hybrid format both in-person and virtually, from Jan. 21 to Feb. 25, 2025. The event drew 17 alumni from the Delmarva region. The 2025 Delaware Annie's Project graduated 13 participants, representing a diverse group of both female and male participants. The attendees' occupations and farming statuses varied, reflecting the program's reach across Delaware's agricultural community.

---

## RESULTS

This year's Delaware Annie's Project has empowered a new cohort of agricultural leaders by equipping them with practical skills in finance, business management, and personal development. Following each session, participants were surveyed to gauge knowledge gained, and every participant reported learning something new during the course.

Graduates have already started applying topics such as farm taxes and business entities, estate planning, budgeting, agricultural lending and financial statements, personal finances, market analysis, personality assessments (Myers-Briggs and Colors), crop insurance, and production agriculture knowledge to their farms or agribusinesses.

One participant shared, "My biggest takeaway was learning best financial and risk management practices that I can implement in my personal life and family business in order to succeed!"

Seventy-five percent of participants stated they will complete farm financial statements, 63% will create or update their estate plans, 75% will enhance communication using personality traits and information learned, and 100% plan to take advanced farm management courses and/or attend follow-up Annie's Project sessions.

---

## PUBLIC VALUE STATEMENT

Graduates of Annie's Project are better prepared to make informed farm management decisions, drive innovation, and strengthen the resilience and sustainability of Delaware's farming community, further securing a safe and secure food supply for our state, region, country and world.