

Annie's Project Suppers: Equine Business Focus

How a multi-state Extension collaboration strengthens business practices of women managing equine farming operations

ISSUE

445

or **18%** of Delaware farms were operated by women in 2012, up from **16%** in 2007.

- ◆ Those in the equine industry are predominantly women.
- ◆ Most equine programming focuses on the management of the horse itself—not the business side of an equine operation.

RESPONSE



Partnership!

Supper series developed by a team of Extension professionals from the University of Delaware and the University of Maryland.



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-night educational program to manage risk and build networks

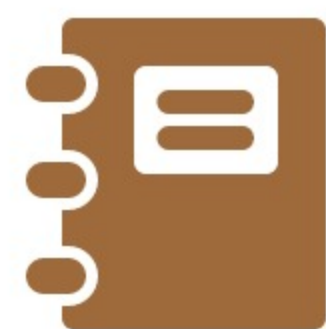
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topics: business structure, personality IQ, business planning, farm insurance, equine insurance and liability, lender requirements, credit reports, social media and website design tips

IMPACT



80% might or would implement/change to their current business structure.



100% would use the resource materials.

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women representing more than **900** owned and leased acres participated in the inaugural series.



90% showed interest in follow-up or advanced equine business management training.



71.5% might or would obtain/change their insurance policy.



89% might or would write a farm business/marketing plan.