

The Softer Side of Farm Management

What Women Do for Farm and Ranch Operations

Women in Agriculture Conference

Kearney, NE

February 22, 2018

What Economics Say About Family Living. . . .

- Owner Withdrawals
- Statement of Cash Flow
- Uses of Cash-Family Living (Withdrawals)
- Statement of Owner Equity Reconciliation
- Income statement-Family Living is Taxed

What Statistics Say. . . .

2012 CENSUS of AGRICULTURE Highlights

Women Farmers ACH12-12/September 2014
Control 7 percent of U.S. farmland, account for 3 percent of sales.

14 percent . . .
... of the nation's 2.1 million farms had a female principal operator in 2012.

In 2012, the number of women farmers in the United States was 969,672. This was a 2 percent decrease in women farmers since 2007, when the last agriculture census was conducted. Nationally women were 30 percent of farmers, but in states in the Northeast, Southwest, and West women comprise larger shares. Although Texas had the most women farmers, Arizona had the highest proportion of women farmers (45 percent of all farmers in the state).

Women Farm Operators, by County, 2012

operators
 □ 0 - 99
 □ 100 - 249
 □ 250 - 499
 □ 500 - 999
 ■ 1,000 - 1,999
 ■ 2,000 - 4,458

Source: USDA NASS, 2012 Census of Agriculture.

What We Know. . . .

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Are Everywhere and Into Everything!

Communicator/Negotiator

Annie's Project and Colors Personality Analysis

50% Blue

48% Gold

2% Green/Orange

Situations for Farm Women

Group Discussions:

Settling Disputes

Negotiating the "Deal"

Managing Family Trusts



Ruth Hambleton
Retired
Extension Educator, Farm Business Management & Marketing
University of Illinois Extension
Founder of Annie's Project—Education for Farm Women
16591 N White Swan Lane
Woodlawn, IL 62898
Phone (618) 485 6711
Fax (618) 485 6710
ruthhambleton@wildblue.net