



OVERVIEW

The Mississippi Small Farm and Agribusiness Center (MSFAC) promotes, enhances and facilitates the development and growth of small farms, alternative enterprises, and agribusinesses in Mississippi. Services include:

- Identification of marketing opportunities
- Enterprise selection
- Financial resource acquisition
- Production technology
- Harvesting and post-harvesting handling methods
- Value-added product development
- Organizational development and new industry nurturing

MSFAC provides services directly to approximately 600 farmers and indirectly to several thousand. The Center is vital to sustaining existing farm operations and providing development opportunities to new and beginning farmers and ranchers by employing a holistic agribusiness model.



alcorn.edu/land-grant

Mississippi Small Farm & Agribusiness Center
601.877.3947 | ASU_MSFAC@alcorn.edu
1000 ASU Drive #1080 | Lorman, MS 39096



Alcorn

SCHOOL OF AGRICULTURE
AND APPLIED SCIENCES

Alcorn State University is an Equal Opportunity Employer.



ALCORN STATE UNIVERSITY

**MISSISSIPPI SMALL FARM
& AGRIBUSINESS CENTER**

*Meeting the Managerial and Technical Needs
of Mississippi's Small Farms and Agribusinesses*

CENTER STAFF:

Elizabeth Myles, Ph.D.

Associate Director
Mississippi Small Farm and
Agribusiness Center
Office: 601.877.3947
Email: emyles@alcorn.edu

Velma Oliver, M.S.

Farm Management/Loan Specialist
Small Farm Loan Program
Office: 601.877.6570
Fax: 601.877.3942
Email: voliver@alcorn.edu

Patrina Leonard, M.S.

Outreach Coordinator
Office: 601.877.6207
Fax: 601.877.3931
Email: pleonard@alcorn.edu

Charlotte Dailey, M.A.

Project Assistant
New Beginning Farmers & Ranchers
Development Program, Farm
Management Educational Program
Office: 601.877.6449
Email: cdailey@alcorn.edu

PROGRAM AND SERVICE AREAS:

MARKETING PROGRAM

The goal of the marketing program is to assist producers in understanding the importance of planning for each market and to identify various market outlets to create profitability and sustainability. It focuses on direct marketing, as well as alternative and niche markets for small-scale and limited resource farmers and cooperatives.

The program offers:

- Valuable information on identifying wholesale and retail markets
- Building relationships with buyers
- Packaging and labeling products properly
- Negotiating and delivering products to buyers in compliance with the opportunity and marketing contract
- Market specifications
- Transportation logistics
- Securing decent prices
- Promotion/advertising

SMALL FARM LOAN PROGRAM

The Small Farm Loan Program provides debt capital to small farmers who are unable to obtain credit from traditional financial institutions. It is a supervised credit program supported by technical assistance. Qualified farmers receive zero-interest loans, which eliminate the cost of borrowing capital.

There are two types of loans available: the individual loan and the cooperative loan. With individual loans, applicants can borrow up to \$25,000 to start or sustain operations in crop production or livestock production, purchase equipment, or establish value-added enterprises.

With cooperative loans, applicants can borrow up to \$50,000 to cover operation expenses, purchase livestock for resale to cooperative members, purchase equipment for use by members, or to start or expand a supply store for members.

FARM MANAGEMENT EDUCATIONAL PROGRAM FOR NEW, BEGINNING FARMERS AND RANCHERS IN MISSISSIPPI

The Farm Management Educational Program (FMEP) is funded through the USDA National Institute of Food and Agriculture, Beginning Farmers and Ranchers Development Program. The goal is to recruit, train and equip new and beginning farmers and ranchers with the tools and resources necessary to generate and implement a feasible farm plan, which will in turn improve sustainability. The objectives are to provide educational training and hands-on demonstration in: **basic crop and livestock production; financial management and risks mitigation; market diversification; food safety and biosecurity; as well as programs and services of the current farm bill.** Target audiences include new and beginning farmers and ranchers; small farm and limited resource producers; military personel, retired and disabled veterans; socially-disadvantaged producers and women producers.

PRODUCE SAFETY PROGRAM

The Produce Safety Program is sponsored through a partnership between the Mississippi Department of Agriculture and Commerce and the Alcorn State University School of Agriculture and Applied Sciences. The program encourages the safe production of fresh fruits and vegetables, promoting compliance with requirements of the Food and Drug Administration's regulations related to produce safety. The objective of this program is to provide produce safety and on-farm readiness review, outreach and training to fruit and vegetable producers in Mississippi, as required by the Food Safety Modernization Act.