# **Certifying Financial Literacy for USDA/FSA Borrowers**

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# **NAVIGATING DEBT IN CHALLENGING TIMES**

Farmers and ranchers often face irregular income, making timely financing critical to their success. Nationally, farm real estate debt is expected to reach \$374.2 billion, and farm non-real estate debt is forecast at \$187.6 billion in 2025

# **REAL WORLD IMPACT**

**Graduates develop detailed cash flow budgets tailored to** their own operations, which can be easily updated annually. With personalized instructor support, students gain the skills necessary to make informed financial decisions,

(USDA ERS, 2025). As the debt-to-asset ratio increases and working capital declines, financial literacy becomes more essential than ever.

# THE ROLE OF EXTENSION IN FINANCIAL LITERACY

**Extension plays a vital role in supporting smaller and newer** farmers and ranchers as they navigate financial challenges. Partnering with the USDA Farm Service Agency (FSA), the lowa State University Extension and Outreach **Financial Decision Making Course enhances financial** knowledge among farm and ranch borrowers.

#### strengthening their businesses and the rural economy.

"Thanks for getting back to me. I appreciate all that this course covers. I've done financial statements in the past but didn't use them the best to budget. This course has definitely helped the way I will be operating from now on." – Davis County Farmer, March 2025



- **Designed to increase financial literacy and build equity in** farm operations.
- Fulfills FSA mandatory borrower education requirements with certification provided directly to FSA loan officers. • Flexible learning options: Online (10-12 hours) or correspondence-based.
- Over 300 active students, with 111 graduates in the past three years.

# **REVENUE GENERATOR**

**ABOUT THE COURSE** 

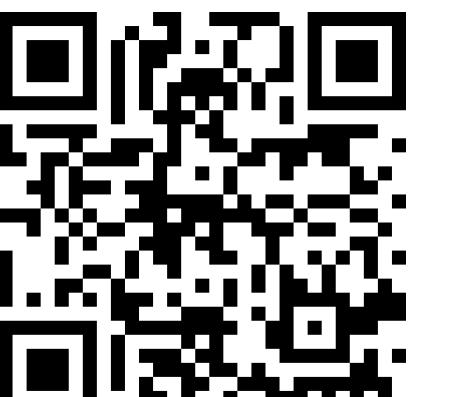
• One of the lead revenue generators for the lowa State **University Extension and Outreach retail store** • Finances the Iowa State University Extension and **Outreach Financial Associates who provide** 



# **EMPOWERING FARMERS FOR A PROSPEROUS FUTURE**

By investing in financial education, we equip farmers and ranchers with the tools they need to achieve long-term success and contribute to a thriving agricultural community.

RESOURCES



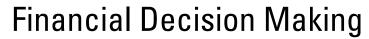
### **Ag Decision Maker** https://go.iastate.edu/YCZPEC















#### **Financial Decision Making Course** https://go.iastate.edu/3CHZDH