

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Fall 2005

State: South Dakota

1. Staffing Changes

Dr. Gary Lemme hired as ABS Dean

Dr. Gary Lemme, SDSU alumnus and former professor, was hired as Dean of the College of Agriculture and Biological Sciences at South Dakota State University. He assumed his position May 2. Dr. Lemme was professor and associate director of the Michigan Agricultural Experiment Station at Michigan State University in East Lansing, a position he has held for six years. He has also served as professor and head of the West Central Research and Outreach Center at the University of Minnesota in Morris and assistant dean of academic affairs at the College of Tropical Agriculture and Human Resources at the University of Hawaii in Honolulu. From 1981 to 1990, Lemme was a plant science professor at SDSU, where he earned his bachelor's degree in agricultural education in 1974 and his master's degree in agronomy in 1975. He received his doctorate in agronomy from the University of Nebraska-Lincoln in 1979.

Wang named Agricultural Experiment Station director

Chunyang "C.Y." Wang has been named interim associate dean and interim associate director for the South Dakota Agricultural Experiment Station. Wang also will retain his duties as professor in SDSU's Department of Nutrition, Food Science, and Hospitality. The interim appointment is effective Sept. 1. A nationwide search will begin at once to find a new permanent director for the South Dakota Agricultural Experiment Station. The position needs to be filled because Experiment Station Director Kevin Kephart has accepted a new post as vice president for research and dean of the Graduate School at SDSU. Wang, a food scientist, has been at SDSU since 1993. He became head of SDSU's Department of Nutrition, Food Science, and Hospitality in July 2002.

Dr. Ding Du Hired for Finance Position

Dr. Du earned his Ph.D. in Economics from West Virginia University. Prior to coming to SDSU, he taught at California State University Bakersfield (2003-2005). Ding's teaching responsibilities include microeconomics, macroeconomics, and finance. His research focuses on empirical asset pricing and behavioral finance. Ding currently lives in Brookings, South Dakota with his wife, Bing, and daughter, Meimei.

Dr. David Davis Hired for Marketing Position

Dr. Davis received his PhD and MA from the University of Oregon at Eugene and his BS/BA at USD. He is originally from Hartford, S.D. We welcome him and his family to Brookings, after December 1. He has previously been employed as an economist in the Food Markets Branch – ERS in Washington, D.C.

Dr. Larry Swain hired for Entrepreneurship Position

Dr. Swain received his M.S. in Economics from SDSU and his PhD from the University of Nebraska-Lincoln. We welcome him and his wife, Connie back to Brookings. Dr. Swain retired from the University of Wisconsin-River Falls in 2001. He started a marketing consulting business plus over 15 other companies in his career.

Mr. Phil Harris, MBA, CPA hired as Adjunct Accounting teacher

Mr. Harris received his MBA from Keller Graduate School of Management and a BS in Business from Eastern Illinois University. He has come here from Valencia, CA. He was recently a Consultant for Management Resources International, Inc. in Los Angeles and President of Acclaimed Professionals Group, Inc. in Valencia, CA. He is also a CPA.

Dr. Gene Murra helps out, again!

Gene is teaching Principles of Microeconomics. He loves to come out of retirement every once in awhile!

Lamberton Retires

Chuck Lamberton made the move into retirement and moving to Pennsylvania in one fell swoop! He and Razi are settled in their new home in Bethal Park, PA. He will be doing consulting work. Their address is: 3035 Hillcrest Road Bethal Park, PA 15102. Phone 412-835-3991.

Trieweiler RETIRES

Jack retired on June 30. He and his family will remain in Brookings. (Ed. Note) Jack has returned to teach a class for us this fall, Small Business Management.

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person

Winning the Game

Winning the Game is a new marketing program available to South Dakota producers to increase marketing skills. The first workshop, "Post-harvest Marketing Challenge", will be presented by Extension Educators Don Guthmiller and Zach Rada at the Women in Ag Conference this weekend in Watertown. Future workshops in the series, "Gain the Pre-harvest Marketing Advantage" and "Launch Your Pre-harvest Marketing Plan", will be available in January-March 2006. Winning the Game was adapted for South Dakota from its original format developed by the University of Minnesota Extension Service and is jointly sponsored by the SD Soybean Research & Promotion Council and the SD Cooperative Extension Service. Contacts for the program are the five Extension Educators connected with our department: Heather Gessner, Don Guthmiller, Zachary Rada, Mark Major, and Stacy Hadrick.

Weather, Growing Conditions & Miscellaneous Notes:

No weather, current conditions or miscellaneous notes.

3.**Successful Activities****Dean's Team Award**

Three staff members of the Economics Department at SDSU were part of a team of Extension specialists from four departments on campus that received the Dean's Team Award from Dean Gary Lemme at the Ag Bio kick-off on August 26, 2005. Matthew Diersen, Alan May, and Jack Davis contributed to the multi-discipline team effort that created a Soybean Rust tabloid published and distributed statewide by the SDSU Cooperative Extension Service this spring. Soybean rust is a plant disease first detected in the United States in late 2004. This tabloid provided an in-depth discussion of the disease and its potential impact on soybean production in South Dakota. Other Extension Specialists at SDSU recognized as part of this team effort were Marty Draper, Darrell Deneke, Jim Wilson, Bob Hall, and Mike Catangui from the Plant Science Department, Dennis Todey, State Climatologist from the Ag Engineering Department, and Mary Brashier and Terry Molengraaf from the Ag Communications Department.

New Markets & Weather Segment on Today's Ag

Today's Ag has added a weekly *Markets & Weather* segment. It can be seen on the show or accessed from a new page on the Economics Department website (<http://econ.sdstate.edu/Extension/Video/archive.htm>).

Media segments of streaming video are archived by date and topic for easy retrieval. Segments, covering land leases, policy survey, and cattle, hay and corn markets, have been recorded by Burton Pflueger, Gary Taylor, Matt Diersen, and Al May, along with a weather segment by Dennis Todey, state climatologist.

Risk Management Agency (RMA) grant

The USDA's Risk Management Agency (RMA) has awarded an SDSU economics team a grant to teach producers how to build marketing plans. The Commodity Partnership Small Sessions grant will fund a project entitled, "Risk Management Marketing Plan Development for South Dakota Producers." Jerauld County Extension Educator Mark Major, a member of the economics team, said the project will hold meetings in five South Dakota locations: White River, Philip, Gettysburg, Watertown, and Parker. Members of the SDSU economics team will be presenting information to help producers build their own marketing plans. The meetings will cover topics such as Livestock Risk Protection (LRP), livestock and grain market outlooks, financial basics, risk management tools, and ultimately, marketing plans. Each location will have a curriculum specific to the producers in that area. The grant begins immediately and runs through September of 2006. Look for information on locations and times to come to your area. For further information regarding these meetings, contact Mark Major at (605) 539-9471.

Sun Grant Initiative

The transportation bill that Congress approved includes \$50 million over the next five years for the Sun Grant Initiative, a nationwide research effort to promote ag-based renewable energy that began at South Dakota State University. The Sun Grant Initiative, or SGI, will broaden the mission of land-grant universities to include ag-based energy and bio-based products as a core effort. Five land-grant universities, including SDSU, serve as regional Sun Grant centers to emphasize research, teaching and Extension work focusing on energy and biobased products. The other regional Sun Grant centers are Oregon State University, Oklahoma State University, the University of Tennessee-Knoxville, and Cornell University. In addition, the National Biodiesel

Board in Jefferson City, Mo., will also receive funding.
 Each of the five Sun Grant centers will receive \$1.66 million annually, or \$8.3 million total, over the next five years.

Submitted by: Burton Pflueger

4. Publications		
Identification	Title	Date

<u>DATE</u>	<u>NUMBER</u>	<u>TITLE</u>
07/2005	B742e	Corn-Based Food Production in South Dakota: A Preliminary Feasibility Study
05/2005	C270	South Dakota Agricultural Land Market Trends 1991–2005
02/2005	EC920e	How to Calculate Machinery Ownership and Operating Costs
12/2004	FS927	Livestock Risk Protection: Feeder Cattle, Fed Cattle, and Swine
07/2004	ExEx5039	Economics of Grazing or Haying Conservation Reserve Program Land
06/2004	C269	South Dakota Agricultural Land Market Trends 1991–2004
06/2004	ExEx5055	How to Capture High Calf Prices

North Central Farm Management Extension Committee State Reports

State: Iowa

Date: September 2005

Staffing Changes:

Indicate name, effective date, nature of the change, and area of responsibility

Stan Johnson announced his retirement as Director of Extension sometime in 2005, whenever a successor is hired. We are also looking for a Dean of the College of Agriculture.

Program Changes:

Risk Management for Beef Cow Producers is the theme of a series of workshops to be carried out next year. They are financed by an RMA grant for \$100,000, to the Iowa Beef Center. Contact John Lawrence at jdlaw@iastate.edu.

Women in Agriculture ("**Annie's Project**") programs will be carried out by several of the farm management field specialists. Bob Wells in south central Iowa is the grant leader in Iowa. wellsjb@iastate.edu
<http://www.extension.iastate.edu/annie/>

Bob Jolly is co-leader for a program on ag entrepreneurship, financed by a large private grant.
rjolly@iastate.edu

Successful Activities:

Grain Marketing Workshops ("**Winning the Game**") with emphasis on post-harvest marketing plans. Simulation exercise. Organized by Ed Kordick, Iowa Farm Bureau Federation, materials from Center for Farm Financial Management. Held about 50 3-hour workshops.

"**Insuring Iowa's Agriculture**," seminar for crop insurance agents, will be November 4 in Ames. William Edwards and Gary Schnitkey will be on the program.
<http://www.ucs.iastate.edu/mnet/insuringiowasag/home.html>

Ag Decision Maker website was given a new look. It averages about 1,000 visitors per day. Don Hofstrand is leader. <http://www.extension.iastate.edu/agdm/>

A series of fact sheets and news release on **energy prices** and grain drying/storage concerns is being produced. They are posted at: <http://www.extension.iastate.edu/ag/05issues.html>

Publications:

List authors, title, date and source for recent departmental publications

FM-1851	Cash Rental Rates for Iowa: 2005 Survey (Smith and Edwards)
FM-1789	2004 Iowa Farm Costs and Returns (Smith)
FM-1872e	USDA Commodity Programs and Risk Management (Edwards)
FM 1800	Pricing Forage in the Field (Edwards)

Growing conditions update:

Southeast and east central Iowa had a very dry summer, but conditions improved some toward the end of the growing season. Early soybean yields in northern Iowa are higher than expected. Most of the state will experience a shortage of grain storage capacity this winter. The 2004 summary of the Iowa Farm Business Association records showed an average Net Farm Income per farm of \$58,785 (after correction for size bias), the highest ever recorded in nominal values. Livestock farmers were the big winners.

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Fall 2005**

State: Illinois

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
New	Travis Farley	May 2005	FAST educator

(a) Refers to new (N), retirement (R), change in assignment (C) or terminated (T).

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person

(b) Refers to new (N), redirected (R), increased (I), deleted (D).

Weather, Growing Conditions & Miscellaneous Notes:

3. Successful Activities
Enterprise Allocation and PCMars. An effort is underway to encourage more enterprise analyses on Illinois farms.

Submitted by:

4. Publications		
Identification	Title	Date
The following are Illinois Farm Economics: Facts and Opinions appearing in http://www.farmdoc.uiuc.edu/manage/newsletters/newsletter.html .		
August 30.	2005 and 2006 Crop Budgets: Implications for Cash Rents and Production Decisions	
August 15.	Increase In Illinois Farm Real Estate Values Continue	
July 25.	Spraying for Pests and Its Impacts on Crop Insurance Coverage	
July 25.	Insurance Payment Estimates for 2005	
June 25.	Growth In Farm Size	
June 10.	Agricultural Debt Increases But Still Manageable	
May 26.	Farm And Family Living Income And Expenses For 2004	
May 9.	Cost To Produce Corn And Soybeans In Illinois—2004	
The following "Weekly Outlook" newsletters are prepared by Darrel Good and Chris Hurt and appear at http://www.farmdoc.uiuc.edu/marketing/newsletters.html		

4.**Publications**

Identification	Title	Date
September 12.	Corn And Soybean Production Forecasts Exceed Expectations	
September 6.	Focus Shifts Back To Crop Size	
August 29.	Hog Outlook Brightens	
August 22.	Debate About Crop Size And Use Continues	
August 15.	Production Numbers About As Expected	
August 8.	Will Corn And Soybean Use Have To Be Reduced?	
August 1.	All Eyes On The August Crop Report	
July 25.	More Beef Coming Soon	
July 18.	Corn Market Builds In Yield Loss	
July 12.	USDA Sees Tighter Corn And Soybean Stocks, More Abundant Wheat	
July 5.	Crop Acreage Declines, Stocks Smaller Than Expected	
June 27.	Hog Producers Keep Lid On Expansion	
June 20.	How Big Are The Corn And Soybean Crops Now?	
June 13.	Soybean Market Building In A Smaller Crop	
June 6.	Crop Concerns Continue	
May 31.	Corn And Soybean Crops Off To A Slow Start	
May 23.	Can Hog Prices Hold On?	
<p>The following are <i>Outlook</i> newsletter articles available at http://www.farmdoc.uiuc.edu/marketing/outlook_grain.html.</p>		
July	Soybeans: Use Remains Large, Production Uncertain	
July	Corn: Focus Remains On Weather And Crop Development	
August	Cattle Prices Face Downward Pressure	
July	Hog Expansion Fears Laid To Rest For Now	
<p>The following AgMas reports appear in http://www.farmdoc.uiuc.edu/agmas/index.html,</p>		
May 10	The Profitability of Technical Trading Rules in US Futures Markets: A Data Snooping Free Test	

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Fall 2005**

State: *Indiana*

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
N	Roman Keeney	8/15/05	T/R Farm household economics
N	Kwamena Quagrainie	9/1/05	100% E – Aquaculture 70% AgEcon, 30% Forestry

(a) Refers to new (N), retirement (R), change in assignment (C) or terminated (T).

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person

(b) Refers to new (N), redirected (R), increased (I), deleted (D).

Weather, Growing Conditions & Miscellaneous Notes: Crops are quite variable. Much of the state suffered from inadequate moisture and some corn had pollination difficulties. Corn yields are estimated at 149 bushels/acre (2 bushels below trend), while soybeans are estimated at 45 and near trend. 2005 farm income is estimated at \$1.1B, down from record \$2.4B in 2004.

3. Successful Activities
Farm Management Tour, June 28-29 north of Louisville – Alan Miller Top Farmer Crop Workshop, July 17-20 – attendance of about 130 with more than 75 farms represented. Average acreage of survey respondents was 2,861. Jess Lowenberg-DeBoer and Bruce Erickson

4. Publications		
Identification	Title	Date
AICC	Agricultural Innovation and Commercialization Center www.agecon.purdue.edu/planner/resources.asp This site has a series of publications for individuals interested in starting a small business	Various
PAER	Purdue Agricultural Economics Report www.agecon.purdue.edu/extension/pubs/paer/	August 2005
Outlook	Agricultural Outlook – 2006 and Beyond www.agecon.purdue.edu/extension/prices/	September 2005

Submitted by: George Patrick

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Fall 2005

State: *Kansas*

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
			A letter has been sent to our Extension Director and Dean requesting serious consideration of hiring either a State Specialist, or an Area Specialist with State responsibilities in the Policy area to fill the void left by the combination of the retirement of Barry Flinchbaugh, and the departure of Brad Lubben for Nebraska.

(a) Refers to new (N), retirement (R), change in assignment (C) or terminated (T).

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person
Ag Policy	R	With the departure of Brad Lubben, we no longer have a specialist with exclusive responsibility in the Policy area. Bits and pieces are being handled by Troy Dumler, Sam Funk, and others	Troy Dumler
Ag Law	D	It appears unlikely that the ag law position vacated by Roger McEowen will be a priority for re-filling any time in the foreseeable future	Department Head
Grain Marketing	I	The Addition of Mike Woolverton as a non-tenure track specialist in the grain marketing area is allowing us to fill this much needed void, at least for the time being.	Mike Woolverton

(b) Refers to new (N), redirected (R), increased (I), deleted (D).

3. Successful Activities
Risk and Profit Conference in Manhattan, August, 2005.
Over 150 producers, lenders, and other industry participants attended the annual Risk and Profit conferences. The wide range of topics addressed can be explored on the agmanager

3.**Successful Activities**

website. With the continued success of this two day program, we are already planning for the 2006 conference. Regional half day conferences (ag profitability conferences), based on a subset of the topics covered at Risk and Profit are being planned across the state. We typically do about 10 of these. Two all day “ag lenders” conferences were scheduled this fall. One was held in Western Kansas last week, with very good attendance. The other is scheduled for next week in Eastern Kansas. Topics covered include grain and livestock market analysis, an overview of the future of commercial agriculture, an ag policy update, family business succession planning, and a crop insurance update. The MAST (management analysis and strategic thinking) distance delivered extension program is scheduled to begin in early November. So far, signup is a little disappointing, however, in previous years there have been a lot of late signups. We consider this one of our flagship programs, so we are hoping for continued success. The agmanager.info website continues to be popular, and is under continuous update.

4.**Publications**

Identification	Title	Date
	Numerous publications have been updated on the agmanager.info web site, including but not limited to: <i>2004 KFMA Farm and Enterprise Summaries</i> (Funk and Langemeier); <i>2005 Farm Management Guide Series</i> (currently being updated, various authors); <i>Valueing and Buying Farmland</i> (Kastens and Dhuyvetter); <i>Government Payment and Non-Ag Impact on Land Values</i> (Kastens and Dhuyvetter); <i>Family Business Succession Planning</i> (and other business planning papers by Rod Jones	Summer and Fall of 2005

Weather, Growing Conditions & Miscellaneous Notes:

Kansas farmers harvested an average wheat crop. Growing conditions have been generally favorable throughout the summer, with fall crops now being harvested and yielding fairly well in general. Recent hot, windy conditions have dried out the surface, creating some challenges for wheat planting. Pasture conditions were excellent most of the summer, and forage conditions remain very good. Multiple years of excellent cattle prices have been a blessing for the cow-calf producers. As is the case everywhere, the “hot” topic of discussion is the high fuel and fertilizer prices. In the short run, producers do not appear to be making dramatic farming practice changes. Most are attempting to reduce tillage trips, and we hear some talk of cutting back slightly on fertilizer application rates in response to the high prices. Based on what we are hearing, we predict that over the longer term there will be more rapid adoption of no-till, and some changes in cropping patterns, especially for the irrigation regions of the State.

Submitted by:

Rodney Jones

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Fall 2005**

State: Kentucky

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
Left for Mich St	Eric Scorsone	May 2005	Community Econ Dev
Post retirement	Larry Jones	Oct 2005	Macro econ/Leadership
Left for Vo Ag	Ross Key	Aug 2005	Area farm management
New	RW Eldridge	July 2005	Area farm management
New	Roger Brown	July 2005	Instructor
Change	Steve Isaacs	July 2005	Assistant Dir, CED

(a) Refers to new (N), retirement (R), change in assignment (C) or terminated (T).

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person
Livestock Economics	I	Advanced Master Cattleman using a Management Club concept where groups are tailored to different and specific needs.	Lee Meyer
Econ Development		Interviews for position vacancy in Oct	Craig Infanger
Farm Management		Position closed, hiring process begins	Carl Dillon

(b) Refers to new (N), redirected (R), increased (I), deleted (D).

3. Successful Activities
<p>Entrepreneurship Coaches Group I (30 members) completed first year of sessions and spent two weeks in Scotland touring rural entrepreneurial successes. Second group of coaches has been selected and will begin sessions this fall. Project is joint between Ag Economics (Larry Jones) and Community and Leadership Development (Ron Hustedde). Project is widely heralded across the state and region. Considerable interest in replicating the program. Initial funding of \$1.2 million came from State Ag Development Board tobacco settlement funds and targeted 19 tobacco dependent counties in northeast Kentucky.</p> <p>Renewed funding from Ag Development Board for KY Beef Network to continue Master Cattleman Program and the Value Added Targeted Marketing Program. Master Cattleman begins its fifth year this fall. Over 2000 participants in the 10-session workshops.</p>

4. Publications		
Identification	Title	Date
	See departmental web site at: www.uky.edu/ag/agecon/	

Weather, Growing Conditions & Miscellaneous Notes:

Crop yields highly variable to mirror summer rainfall patterns. Central Ky suffered most severe drought. Tobacco production estimated at lowest since 1927 due to 30% acreage reduction. Many growers exited production. All production now on a marketing contract basis.

Submitted by: Steve Isaacs

North Central Farm Management Extension Committee State Reports

State: Michigan

Date: 22 September 05

Staffing Changes:

Indicate name, effective date, nature of the change, and area of responsibility

Have hired Glenn Tonsor as a livestock economist. He will be on staff upon completion of his doctorate program at Kansas State University.

Program Changes:

Briefly describe the program and list a contact person and contact information

New directions in business succession planning workshops by the District FIRM Agents (Roger Betz, Dennis Stein). Working with the largest mick cooperative to do joint educational programs.

Continue programming efforts in wind energy for agricultural businesses, particularly small wind projects.

Successful Activities:

Briefly describe the activity and list a contact person and contact information

Have been examining renewable energy options as value added enterprises for farms. In particular had been exploring the economics of digesters for livestock operations (both on-site and regional units) and wind turbines. In the case of wind turbines, with the grant to explore the economics of these systems and conduct educational programs for farmers, we have hosted nearly a dozen meetings on the topic and the attendance rate exceeded our expectations with some audience exceeding 100 persons (Steve Harsh, Chris Wolf, Lynn Hamilton Scott Loveridge, Dave Johnson)

Working with the swine industry on labor management issues (Vera Bitsch and Steve Harsh). A series of focus group meeting have been held with swine producers and their employees to determine risk and other issues related to labor management. This is a joint project with Kansas State University.

Publications:

List authors, title, date and source for recent departmental publications

Labor Related

Mugera, Amin W. and Vera Bitsch 2005. Labor on dairy farms: A resource-based perspective with evidence from case studies. International Food and Agribusiness Management Review, 8 (July, 3), 79-98.

Bitsch, Vera 2005. Employees are a resource: Relationships and retention. Michigan Milk Messenger 88 (September, 3), 16-7.

Mugera, Amin E. and Vera Bitsch 2005. Managing labor on dairy farms: A resource based perspective with evidence from case studies. The Chain Letter 4 (August, 3), 9-10.

Miklavic, Pamela R., Vera Bitsch, and Richard Bernstein 2005. Growers' perspective on attracting migrant labor and migrants' workplace choice in Michigan. American Agricultural Economics Association Annual Meeting, http://agecon.lib.umn.edu/cgi-bin/pdf_view.pl?paperid=16075&ftype=.pdf.

Bitsch, Vera, Fogleman, Sarah, and Richard Stup 2005. Human Resource Management Risks and Strategies in Dairy Production. In: *Cultivating Peace of Mind: A Dairy Producer's Guide to Managing Risk*, ed. by David L. Lee and Michael Marandola, Rutgers, State University of New Jersey, p. 267-304 (also available on CD).

Bitsch, Vera, Fogleman, Sarah, and Richard Stup 2005. Human Resource Management Risks and Strategies in Fruit Production. In: *Cultivating Peace of Mind: A Fruit Producer's Guide to Managing Risk*, ed. by David L. Lee and Michael Marandola, Rutgers, State University of New Jersey, p. 301-38 (also available on CD).

Bitsch, Vera, Fogleman, Sarah, and Richard Stup 2005. Human Resource Management Risks and Strategies in Grain Production. In: *Cultivating Peace of Mind: A Grain Producer's Guide to Managing Risk*, ed. by David L. Lee and Michael Marandola, Rutgers, State University of New Jersey, p. 243-80 (also available on CD).

Bitsch, Vera, Fogleman, Sarah, and Richard Stup 2005. Human Resource Management Risks and Strategies in Nurseries. In: *Cultivating Peace of Mind: A Nursery Producer's Guide to Managing Risk*, ed. by David L. Lee and Michael Marandola, Rutgers, State University of New Jersey, p. 275-312 (also available on CD).

Bitsch, Vera, Fogleman, Sarah, and Richard Stup 2005. Human Resource Management Risks and Strategies in Vegetable Production. In: *Cultivating Peace of Mind: A Vegetable Producer's Guide to Managing Risk*, ed. by David L. Lee and Michael Marandola, Rutgers, State University of New Jersey, p. 301-38 (also available on CD).

Foerster, Kathy, Juan Marinez, and Vera Bitsch 2005 (June). MSUE Resource Guide for Farmworkers and Hispanic Audiences. MSUE (available at www.msue.msu.edu).

Other Topics

Eric Wittenberg and Christopher Wolf. "2004 Michigan Dairy Farm Business Analysis Summary." MSU Ag. Econ Staff Paper 05-??, September 2005.

Wittenberg, Eric and Steve Harsh, "Michigan Cash Grain – 2004 Business Analysis Summary." MSU Ag. Econ. Staff Paper 2005-??, September 2005.

Richard Horan, Christopher Wolf, Eli Fenichel and Kenneth Matthews. "Spatial Management of Wildlife Disease." *Review of Agricultural Economics* 27(September 2005):483-490.

Richard Horan and Christopher Wolf. "The Economics of Managing Infectious Wildlife Disease." *American Journal of Agricultural Economics*. 87(August 2005):537-551.

Leigh Maynard, Christopher Wolf and Matt Gearhardt. "Can Futures and Options Markets Hold the Milk Price Safety Net?" *Review of Agricultural Economics*. 27(June 2005):273-286.

Wittenberg, Eric and Steve Harsh, "Michigan Swine Farms – 2004 Business Analysis Summary." MSU Ag. Econ. Staff Paper 2005-??, October 2005.

Growing conditions update:

Indicate current crop conditions, livestock situation, and other topics of interest

Even with a dry August, we will have a very large corn crop (perhaps a record). Also, good soybean crop is forecast. There is some concern on how to move the crop out. Milk prices remain strong. Again, the cheery crop was a small one. With concerns about international competition, the cherry price remains uncertain. Because of dry condition, the apple crop will be down.

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Fall 2005**

State: Minnesota

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
N	Open Position		Regional Educator, Farm Mgt/Marketing with emphasis in dairy economics.

(a) Refers to new (N), retirement (R), change in assignment (C) or terminated (T).

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person

(b) Refers to new (N), redirected (R), increased (I), deleted (D).

Weather, Growing Conditions & Miscellaneous Notes:

3. Successful Activities
Winning the Game commodity marketing series' Winning the Game –Dairy Edition Transferring the Farm Business Minnesota Crop Insurance Conference

4. Publications		
Identification	Title	Date
Lazarus	Farm Machinery Economic Cost Estimates for Late 2005 (Update for fuel price increases. See http://www.apec.umn.edu/faculty/wlazarus/machinery.html)	9/05
Lazarus	Articles on corn silage contracting and equipment utilization for the Midwest Forage Association (http://www.apec.umn.edu/faculty/wlazarus/forage_archive/Forage_Focus_archive.htm)	8/05
Koehler & Lazarus	New spreadsheet and related materials on manure economics (http://swroc.coafes.umn.edu/Bob/koehler_main_page.html)	5/5
Hachfeld,	Cropland Rental Rates for Minnesota Counties	9/05

4. Publications		
Identification	Title	Date
Lazarus, Nordquist, Loppnow	http://www.cffm.umn.edu/Pubs/RentalRates2005.pdf	
Becker, Kauppila, Rogers, Parsons, Nordquist, Craven	Farm Finance Scorecard (with University of Vermont) http://www.cffm.umn.edu/Pubs/vermont.pdf	7/05
CFFM	Long Range Planning Prices http://www.cffm.umn.edu/Pubs/longrang.pdf	7/05
Nordquist	2004 Minnesota Farm Financial Update	5/05

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Fall 2005**

State: Missouri

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
T	Chris Boessen	August 15, 2005	Swine economics

(a) Refers to new (N), retirement (R), change in assignment (C) or terminated (T).

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person

(b) Refers to new (N), redirected (R), increased (I), deleted (D).

Weather, Growing Conditions & Miscellaneous Notes:

Missouri has had a weird year in rainfall. It was one of the wettest winters on record, driest June and July on record and wettest August and September on record. For the year we have had above average rainfall. The summer drought caused both crop and livestock problems. Many cattle growers, dependent on pond water for cattle, had to haul water to pastures. Unfortunately, corn makes in June and July in MO. Forty-three percent of corn is rated very poor or poor. Soybeans make a little later and the August rains rescued many of them. Thirty-two percent is rated very poor or poor. No one is boasting of good yields. 112 of 114 counties in the state have been declared disasters.

Because poor weather caused some cattle producers to sell early, Parman Green, the extension educator who covers tax issues for MO, held a conference call training session for extension educators on the tax implications of selling animals due to drought.

We have begun to educate extension educators and producers about how to file crop insurance claims for quality loss. This is due to the ideal conditions for aflatoxin in the state. Only a few instances of aflatoxin have actually been reported (as of Sept 20 when I was in the office).

The hurricanes have disrupted grain basis in the state, particularly SE MO.

3. Successful Activities
<p>The dairy team has been successful in working with establishing large grazing dairies in the state. They have helped establish a large New Zealand grazing dairy in the western tier of counties. This has given strength to an idea that grazing dairies are a profitable way to dairy in MO. Over 10 state and regional specialists went to New Zealand in September to observe their dairy industry.</p> <p>We have created a program called the Missouri Swine Toolbox. We are using it to try to encourage feeder pig producers to feed their pigs out in Missouri. So far, no success to record but it has the swine industry's attention.</p>

3.**Successful Activities**

We have an email weather report that we have been sending to a pilot group in central MO. We roll it out statewide in October. We send subscribed farmers precise forecasted and historical weather information from the National Weather Service. The NWS has their information on 5-mile grids. This information is processed through models to give advisories on animal comfort, runoff events, and weed emergence. We are seeking to expand it to include hay harvest.

Submitted by: Ray Massey

4.**Publications**

Identification	Title	Date
MO Guide G2511	Evaluating the Contract Swine Finishing Opportunity	6/05
None	MO Swine Industry Toolbox cd – contains statistics of MO swine industry, cash flow spreadsheet, select extension guides	6/05

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Fall 2005**

State: North Dakota

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
N	Justin Garosi	July 05	Economics, Public Finance
N	Siew Lim	July 05	Economics
N	Greg McKee (offered)	?	Co-op Center
R	Z. Edward O'Relley	July 05	Economics
Resigned	Steve Shultz	Aug 05	Resource Economics

(a) Refers to new (N), retirement (R), change in assignment (C) or terminated (T).

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person
Farm Profitability	I	Emphasis on evaluating MC/MR of various production practices. Multi-discipline effort.	Aakre

(b) Refers to new (N), redirected (R), increased (I), deleted (D).

Weather, Growing Conditions & Miscellaneous Notes: Overall, North Dakota experienced a favorable growing season throughout the state. Small grains, corn, canola, sugar beets, potatoes and pulse crops were planted early in dry conditions. Plentiful rain in May and June caused delays in planting of soybeans and sunflowers. Wheat and barley had above average yield but some areas experienced high incidence of FHB. Corn and soybeans will be record high yields and total production from reduced plantings. Fuel and fertilizer costs are major concerns.

3. Successful Activities
Marketing Club Facilitators In-Service - Education and information update of Extension educators and farm business management instructors. A speaker from the MGE discussed index contracts and also implication index fund trading. We also introduced the Illinois FAST spreadsheets.
Planning for annual workshops – Planning has been completed for Ag Lenders Workshops, Crop Insurance Conference, Income Tax Management IVN Seminar, and Northwest Farm Managers annual meeting.
Livestock Outlook Meetings – Tim Petry has presented fall outlook for feeder cattle at several meetings across the state.

Submitted by: Dwight Aakre, Farm Management Specialist

4. Publications		
Identification	Title	Date
AAE 570	Analysis of Soil Fertility Testing Procedures Using Uniform, Topographical and other Site-Specific Methods. (Ron Haugen and Dwight Aakre)	July 2005
EC – 1295	Field Pea and Lentil Marketing Strategies. (George Flaskerud)	June 2005
AAE 568	Financial Characteristics of North Dakota Farms, 2003-2004. (Andrew Swenson)	August 2005
EC-1296	Marketing Clubs Directory. (George Flaskerud)	August 2005
Farm Mgmt Planning Guide	Projected Budgets for Irrigated Crops. Three regions. (Dwight Aakre)	March 2005
Farm Mgmt Planning Guide	Projected 2005 Crop Budgets. Nine regions. (Andrew Swenson, Ron Haugen)	December 2004
Farm Mgmt Planning Guide	Projected No-till 2005 Crop Budgets, Southwest North Dakota. (Ron Haugen, Andrew Swenson, Roger Ashley)	March 2005
AAE 05003	Results of the North Dakota Land Valuation Model for the 2005 Agricultural Real Estate Assessment. (Dwight Aakre, Harvey Vreugdenhil)	August 2005

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Fall 2005**

State: Nebraska

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
N	Brad Lubben	9/12/05	Public Policy Specialist Extension Economist, West Central Research and Extension Center, North Platte Department Head
N	Matt Stockton	8/15/05	
N	Alan Baquet	7/1/05	

(a) Refers to new (N), retirement (R), change in assignment (C) or terminated (T).

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person

(b) Refers to new (N), redirected (R), increased (I), deleted (D).

Weather, Growing Conditions & Miscellaneous Notes:

Relatively good summer rains in the western half of the state. Pastures, especially in the Sandhills, were good compared to past four years. Wheat yields were up slightly compared to 2004 but below 2003. A late spring freeze damaged the wheat. In spite of a dry summer in southeast Nebraska, state corn yields are coming in generally better than expected. Statewide average corn yield is projected at 160 bushels/acre, down slightly from the record 166 in 2004. Soybean yields are projected at 44 bu/ac compared to 46 in 2004. The increase in energy prices translates into an increase in diesel costs of \$2.00 to 2.50 per acre for combining.

Student recruitment is a major issue at the University, particularly in the College of Agriculture and Natural Resources. As a result of lower tuition income units are being asked to submit budget reduction scenarios of 2, 4 and 8 percent.

The University has dropped the word "Cooperative" from the name of the extension system. The new name is "University of Nebraska-Lincoln Extension".

Dillon Feuz and Darrell Mark were members of the team that received the Outstanding Extension Program Award from the Western Agricultural Economics Association for their work on animal identification.

3.	Successful Activities
	<p>1. Annie's Project. Two workshops conducted this summer, another is scheduled to begin in October. Each workshop is composed of 6 sessions, each 3 hours long from 6 to 9 pm over 6 weeks. 20 -25 participants in each workshop. Topics include goal setting, marketing, business planning, computer use including FAST tools, cop insurance, life and health insurance and estate planning.</p> <p>2. Women in Agriculture annual conference. Conducted in September, 390 participants.</p>

4.	Publications	
Identification	Title	Date
EC05-839	<p>Mark, D.R., A.L. Prosch, and R.R. Smith. "Livestock Risk Protection Insurance: A Self-Study Guide." University of Nebraska-Lincoln Extension, June 2005</p> <p>LRP Website contains video tutorials, home study guide, basis data, and more: http://lrp.unl.edu</p>	

Submitted by: Doug Jose

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Fall 2005**

State: Ohio

Submitted by: Don Breece

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
Openings (3 of 4)	Swank Chair, Anderson Chair, Professor & Assist. Professor		
N	Abdoul Sam	Sept. 05	Teaching/research

(a) Refers to new (N), retirement (R), change in assignment (C) or terminated (T).

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person
Ohio Income Tax Schools for practitioners	Continuing	8 two day schools and a one day Ag Issues school (multiple locations), http://aede.osu.edu/programs/TaxSchool .	Warren Lee, Director or Don Breece

(b) Refers to new (N), redirected (R), increased (I), deleted (D).

Weather, Growing Conditions & Miscellaneous Notes: Corn and Soybeans are a mixed bag: Most soybean acres in NW Ohio sprayed for aphids, harvest so far has ranged from extremely poor to very good dependent upon summer rainfall. Harvest in full swing.

3. Successful Activities
<p>Farm Science Review-London, Ohio Sept 2005: Newly designed professional signs, graphics and OSU banners greatly added to this year's "new look" and focus on agriculture's hot contemporary issues (Controlling Cost of Production for Grain Producers, Animal AG Air Quality and Soybean Rust ID/Monitoring.) The Farm Business Office at the Farm Science Review is located in the Francine Firebaugh Building and gave Review goers the opportunity to interact one-on-one with an OSU Extension Farm Management Specialist, Agricultural Economists, and Extension Educators. Economic & Policy Issues Defining Agriculture: "Politics, Policy & Money" is an annual panel discussion and open forum at the review to give farmers, policymakers, and industry leaders tools for understanding and analyzing the future of agriculture in Ohio. This year's discussion is on what federal budgets have in store for food, agriculture and rural economies. Question the Authorities" is a series of short presentations and discussions that run throughout the Review on the small stage across Friday Ave. Purdue University also participated in this years review, with more opportunities next year. Rough estimates for the three day attendance are 120,000.</p>

4. Publications		
Identification	Title	Date
	Farm Program Spending: A Historical Perspective , Carl Zulauf: http://aede.osu.edu/resources/docs/pdf/67K0WX0Q-GO70-JUMW-E981Q8HGSNDT8UC6.pdf .	July 2005
	Myths and Reality, US Agriculture in the 21st Century and the Upcoming Farm Bill , Carl Zulauf: http://aede.osu.edu/resources/docs/pdf/CMD4SEXR-TYZP-5N01-ZDZB2ECOLL2PACNH.pdf .	July 2005
	Ohio Farmers Conservation Decisions: A 2004 Survey : http://aede.osu.edu/resources/docs/pdf/DVVIJHGR-12LQ-5G7Z-JYSLFHB7KB8V5CJ7.pdf .	2005
	Ohio Farm Business Summary 2004 (54 farms) Don Breece	Sept. 2005
	Ohio Ag Manager E-mail newsletter http://ohioagmanager.osu.edu/	Monthly
	Livestock Price Outlook – Brian Roe http://aede.osu.edu/people/roe.30/livehome.htm	Monthly
	Grains Price Outlook – Matt Roberts http://aede.osu.edu/people/roberts.628/extension/GrainsNewsletters.htm	Monthly
	Ohio Dairy Web – Dairy markets, Prices and Policy – Cam Thraen http://aede.osu.edu/programs/OhioDairy/	Monthly

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Fall 2005**

State: Oklahoma

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
Retirement	Marcia Tilley	1/3/06	Ag law
New	James Jones	8/1/05	Area Ag Econ specialist, SE Oklahoma

(a) Refers to new (N), retirement (R), change in assignment (C) or terminated (T).

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person
Impact of higher petroleum costs	Increased	Budgeting related to impacts on cost of production	Damona and Roger Sahs
Land values	Increased	Initiating project to collect data from FCS	Damona and Notie Lansford

(b) Refers to new (N), redirected (R), increased (I), deleted (D).

3. Successful Activities
<p>The Master Cattleman program continues to grow. We have 20 county/multi-county units conducting series of educational sessions that cover business planning and analysis, marketing and risk management, herd health and quality assurance, nutrition, reproduction and genetics, natural resources. Sixty seven MC educational events have been held since June 1. Class size averages about 15 students. We anticipate having 150 graduates this fall (will have completed 28 hours of credit and passed quizzes associated with core chapters). We have 700 surveys of beef production and management practices collected prior to the start of classes that a graduate student will begin analyzing this fall. 5,000 Beef Cattle manuals were distributed in the past two years and the fifth edition of the manual is currently being printed.</p>

4. Publications		
Identification	Title	Date
JAAE 37(2)	Integrated Farm Financial Statements (IFFS): A Farm Business Planning Tool.	August 2005
OCES E-913, Fifth Edition	<i>Oklahoma Beef Cattle Manual</i> . Oklahoma Cooperative Extension Service.	At printer
OCES E-982	A Resource Guide for Beginning Farmers in Oklahoma. http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document/2981/E-982.pdf	June 2005
OCES F-571	Breeding Livestock Lease Agreements. Revised. http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-1768/F-571web.pdf	June 2005
OSU F-243	Using Enterprise Budgets in Farm Financial Planning.	June 2005

4. Publications		
Identification	Title	Date
Vol. 42	http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-97/F-243pod.pdf	June 2005
Vol. 43	Quick Tips for Farm Financial Record Keeping	Sept. 2005
J of ASFMRA (69)	Cost of Conventional Tillage and No-Till Continuous Wheat Production for Four Farm Sizes	2005
Mimeo-	Impact of Higher Energy and Fertilizer Costs on Oklahoma Wheat Farmers	Sept. 2005

Weather, Growing Conditions & Miscellaneous Notes:

Drought in SE OK, which is primarily pasture and forest. Wheat planting underway with rain hoped for across the state.

Submitted by:
Damona Doye

Wisconsin State Report to NCFMEC Meeting in Kansas City on October 3-4, 2005

Due to lateness of time, this report only refers to the activities of Paul Mitchell. Call or email me if you want more information or have questions/comments: 608.265.6514 or pdmitchell@wisc.edu.

Cash Grain Farmers

- Adapting the method of Dhuyvetter, and Kastens at Kansas State University to Wisconsin to estimate typical costs of production for cash grain farmers. I've developed a simple bulletin and Excel spreadsheet.
- Nutrient management: Updating UW fertilizer recommendations in light of new state laws and high fertilizer prices. I'm working with a soil scientist who is part of a Midwest consortium of soil scientists/agronomists from several states. As far as I know I'm the only economist working with them. We want something ready to go for fall/winter meetings for growers.
- Economics of Bt corn in Wisconsin
 - Use state ag dept. corn borer population data (by crop reporting district) to estimate the expected net benefit from Bt corn and the probability of at least breaking even on Bt corn, given a farmer's yield and price expectations. It is close to completion and will include an Excel spreadsheet. It should be adaptable to other states that collect corn borer population data (MN and IL do). I'm working with a colleague at UW-Platteville to develop a forecasting method using time series techniques.
 - Western corn rootworm soybean variant has entered WI. I've presented preliminary work to growers last winter. I'm developing a method to use scouting data to estimate the expected net benefit and break even probability for Bt corn for rootworm, soil insecticide, and seed treatments. Should be adaptable to IL and IN, where they have severe problems with the variant in first year corn, as well as OH and MI, where the problem is less severe. I want something ready for grower meetings this fall/winter.

Processing Vegetables

A major WI industry, including potatoes, sweet corn, snap beans, peas, carrots, and onions (also important in MN).

- Developing cost of production budgets for the Wisconsin processing vegetable industry, starting with potatoes. I should have the first version available by January 1, 2006. I want to update these each year and start adding other crops as time and resources allow and needs dictate.

- I have a sweet corn IPM research project to look at more economical and risk efficient use of insecticides in fresh market and processing sweet corn in WI and MN. I'm presenting preliminary results this fall/winter at the Midwest Food Processor Association meetings in St Paul and should eventually generate some journal articles and extension publications.
- I have a research project on WI potatoes that will first generate a detailed description of the potato industry in WI, including the relative size of the different markets [frozen (fries), dehydrated (chips), fresh, and seed] in WI, the industrial structure, plus production and marketing practices (cooperative bargaining, contracting, spot markets). This description should be a useful Extension publication. This is an ongoing project with a couple graduate students looking at the use of cooperative bargaining by growers with processors and externalities generated by contracting practices.
- For grower meetings, I've done a little work on machinery costs for fertilization for cranberry growers (WI is the leading cranberry producer) and the value if including irrigated (fields) corn in a potato rotation.

Crop Insurance

- I developed a 5 page bulletin and made a presentation on Livestock Risk Protection when it was first available in WI last fall.
- I have an in-service for WI county agents on the basics of crop insurance. This is badly needed, since WI historically seems to have had little Extension support for growers. Also WI has crop insurance participation rates that are noticeably lower than for surrounding states.
- I'm working on a research project to develop and assess the marketability of a specific risk liability policy for private contractors doing prescribed burns. Currently this insurance is hard to get and very expensive, so that few private contractors do prescribed burns, which contributes to the high fuel loads on private lands throughout the US and thus creates a fire hazard. This is a national project and we have completed our mail and telephone surveys of prescribed burners in several states, including WI, MN, IA, MO, OK, AR and others. We should have a completed analysis sometime this winter. If the policy moves forward, I foresee the need for an outreach component to increase awareness of the policy and the need for prescribed burning.

Farm Policy

- I assisted Ed Jesse in the dept. here in developing questions for a policy preference survey of U.S. farmers. It's part of gearing up for the next Farm Bill to find out what U.S. farmers think the next one should look like. The survey will be administrated this fall in several states. The results for the national and WI specific survey will be summarized in an Extension report/Staff paper.