

Minutes---North Central Farm Management Extension Committee Spring Meeting
May 15-16, 2012
University of Missouri, Columbia, MO

Chair Barry Ward called the spring meeting of the North Central Farm Management Extension Committee (NCFMEC) to order at 8:00 am on May 15, 2012, in Mumford Hall on the University of Missouri campus. The following members were present: Barry Ward (OH), George Patrick (IN), Arlin Brannstrom (WI), Dale Nordquist (MN), William Edwards (IA), Ray Massey (MO), Damona Doye (OK), Kevin Dhuyvetter (KS), Burton Pflueger (SD), and Dwight Aakre (ND). Other attendees were Brad Lubben (NC Risk Management Education Center), Jack Davis (SD), and Don Breece (OH, administrative advisor).

Ray Massey welcomed us to the University of Missouri campus, and invited the group to have dinner at his house that evening.

Breimyer Seminar. Ron Plain, Missouri Extension, summarized the Breimyer Seminar that was held the day before. This year's topic was the increasing land values in the north central region.

C-FARE. Damona Doye reported on activities of C-FARE (Council on Food, Agriculture, and Resource Economics). NIFA has a new director. Cuts to the NASS budget are being proposed. The International Farm Management Conference will be held in Warsaw, Poland, July 21-27, 2013.

North Central Risk Management Education Center. Brad Lubben reported that he took over as director from Doug Jose in July 2011. Nineteen new grant awards totaling \$600,000 have been announced for 2012, and invitations for preproposals for 2013 grants will be issued this fall, with a due date of December 1. Possible topics for another NCFMEC grant application included energy leases, financial management before the bubble bursts, and farm bill education. Brad indicated the timing for the farm bill education needs might not match up with the RME grant process.

Brad also reported that authorization for the Trade Adjustment Assistance (TAA) program has expired, but assistance for growers of approved commodities will continue. TAA was reapproved, but TAA for farmers is discretionary, not mandatory. A large number of producers, including many shrimp fishermen in the Southeast, have been helped.

Leasing Education Grant. Arlin Brannstrom reported that Wisconsin held a webinar for producers and landowners. North Dakota held a webinar for training county agents. The Committee has applied for a 6-month extension of the current grant. Uncommitted funds of \$7,400 may be used for printing 100 copies of the revised regional bulletins for each state. Other topics that could be included in educational materials are leasing of hunting rights, whole farm leases, flexible leases, building leases, installation of tile, machinery leases, greenhouse leases, energy leases, decision aid spreadsheets, additional videos, and FAQ summaries. Damona Doye and Kevin Dhuyvetter have written a draft of a manuscript about leasing livestock, which needs to be reviewed. Some ideas for future RME grant proposals included the economics of precision agriculture, risk management in the broad sense, turning data into information, and farm transition planning.

Administrative Advisor Report. Don Breece reported on new staff being hired in Ohio, including a farm tax expert. Political support for Extension seems to be positive, but recruitment and retention of staff is difficult due to low salary scales. Two workshops on “Winning Teams and Winning Grants” will be held in Indianapolis and Nebraska City.

AAEA Extension Section. Ray Massey reported that the Extension Section will sponsor or co-sponsor seven symposia at the AAEA meeting in Seattle, August 11-14. The Extension tour will take place on Saturday morning, and a workshop on public policy education co-sponsored with the Senior Section will take place on Saturday afternoon. The Section business meeting and reception will be held on Sunday afternoon. William Edwards and Kevin Dhuyvetter reported that a 90-minute webinar for extension educators on farm leasing arrangements will take place on Wednesday, May 16, at 1:00 pm cdt. The two of them and Ray Massey will be the presenters.

Ag Policy Issues. Pat Westhoff of FAPRI/Missouri reported on two proposed commodity programs contained in the farm bill proposed by the U.S. Senate. ARC will affect mostly crops in the north central region, while STAX is for cotton, only. A supplemental coverage option for crop insurance has also been proposed. If the House does not act on a farm bill this summer, the current bill may be extended a year and no new bill passed until 2013.

Social Media. Jay Yates of Texas A&M University reported by telephone on how he has incorporated the use of social media into his extension programs. Damona Doye demonstrated some social media applications from Oklahoma Extension.

State Reports. Reports from Nebraska and Missouri were given.

The minutes from the October 2011 NCFMEC meeting were approved.

The meeting was adjourned for the day, and the group enjoyed a wonderful bar-b-que chicken dinner hosted by Ray and Penny Massey.

The Committee reassembled on Wednesday morning.

Triennial Conference. Kevin Dhuyvetter reported that the next triennial conference will be held June 9-13, 2013, at the Doubletree Hotel in Overland Park, Kansas. It will be a joint meeting with NFRBMEA and NAFBAS again. The NCFMEC will have four one-hour concurrent sessions to fill, and a one-hour general session for extension educators. Possible topics for keynote speakers were discussed, including risk management (NCIS), precision agriculture, the animal health industry, and agricultural law. The Committee business meeting will probably be held on Sunday afternoon (June 9). Invitations will be extended to the Southern and Western Extension Farm Management Committees to attend. Note—Kevin is planning to be on a faculty improvement leave with John Deere Company for a year, starting in July. Mykel Taylor of KSU Extension will be his temporary replacement on the Committee.

NCR publications. William Edwards reported on the reviews and recommendations for existing NCR publications currently distributed by Midwest Plan Service. Recommended actions are summarized in the attached table.

Agricultural Entrepreneurship. Randy Westgren of the U. of Missouri Department of Agricultural Economics reported on the entrepreneurship education project that he directs, for farm operators who wish to pursue alternative enterprises. To date, seventy people have completed the program and 80% of them are still in farming. The concepts and materials are being incorporated into undergraduate education, as well.

Missouri Extension. Ron Plain of the U. of Missouri Department of Agricultural Economics gave an overview of agricultural economics extension programs in Missouri.

Leadership. Due to Kevin Dhuyvetter's upcoming leave of absence, William Edwards agreed to serve as chair of the Committee for the next year. Kevin will continue to serve as vice-chair, and Bill Lazarus will serve as secretary. Motion passed.

State Reports. Reports from all the remaining states represented were summarized (see separate file).

NCRMEC Grants. Arlin Brannstrom will organize a conference call in July to discuss a possible grant proposal to the NCRMEC for FY 2013.

The meeting was adjourned at noon.

William Edwards, secretary.

NCR-2	Income Tax Management	1997	Wolfe	Discontinue. Publication can be replaced by the http://ruraltax.org/ website, hosted by Utah State U. Extension.
NCR-11	The Farm Corporation	2002	Massey	Still addresses a need; tax and legal provisions need to be updated; suggest shortening the publication, deleting state specific legal information. Edwards will ask Roger McEowen to revise.
NCR-43	Tax Planning when Buying or Selling a Farm	1997	Ward	Discontinue. Can be replaced by materials on http://ruraltax.org/
NCR-56	Long Term Land Installment Contracts	1997	Patrick	Most of the content is still OK; values in example need to be updated; Brannstrom will revise.
NCR-214	Rental Agreements for Farm Buildings and Facilities	2000	Dhuyvetter	Content pretty much OK as is, but should be revised for consistent format; make lease form "fillable." Will be included in next grant.
NCR-233	Your Farm Business Center	2003	Brannstrom	Brannstrom will review by September.
NCR-406	Managing Risk in Agriculture	1998	Stockton	OK. Continue to distribute.
NCR-568	Planning the Financial and Organization Structure of Your Business	1998	Doye	Material is still relevant; legal section needs updating; narrow focus to farms; remove some sections on financial instruments. Make format uniform. ?? will ask Boehlje to revise.
NCR-615	Purchasing and Leasing Farm Equipment	2001	Aakre	Publication is still useful and relevant; tax references (Section 179 expense) needs to be updated, as well as values in examples. Massey and Edwards will revise.
NCR-610 A-F	Farm Business Management Series	1999-2003	Nordquist	Continue to distribute as is.

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2012

State: Iowa

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
New	Lee Schulz (new Phd from KSU)	May 7, 2012	Livestock economics and outlook
Change	Keri Jacobs (currently teaching and research)	Aug. 15, 2012	Management of cooperatives and agri-businesses
New	Erica Eckley	Feb. 2012	Staff attorney, Center Ag Law & Taxation
Retired	Tom Olson	March 30, 2012	Area Farm Mgt. spec, WC Iowa

(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
Estate Planning and Farm Transition	Farm level decisions (I)	NCRMEC grant received. Several case studies were developed and 6 workshops were held. Another series will take place this summer.	Kelvin Liebold Tim Eggers Melissa O'Rourke
Commodity Challenge	Grain marketing decisions	Marketing simulation exercise carried out over the Internet	Chad Hart Steve Johnson

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

3. Successful Activities
Estate Planning and Farm Transition Workshops. A summary is posted on the NC Risk Management Education Center site at: http://rme.agrisk.umn.edu/Progress/RME-J5H03845.PDF . For new fact sheets see links on next page.

MISCELLANEOUS NOTES:

Spring came early, recent we weather slowed things down but the moisture was needed.

If all winters were like the past one, half the population of Iowa would not have to go to Arizona or Texas in the winter.

4.**Publications**

Identification of Articles and Information Files published on Ag Decision Maker (bold=new, others are revisions)

May 2012

- [Cash Rental Rates for Iowa 2012 Survey](#) -- C2-10

✓ April 2012

- [Historical Costs of Crop Production](#) -- A1-21
- [Historic Iowa Farm Custom Rate Survey](#) -- A3-12
- [Historic County Farmland Values](#) -- C2-72
- [Farmland Value Survey \(Realtors Land Institute\)](#) -- C2-75
- [Estate Planning Attorneys: Finding One Who Can Work For You](#) -- C4-61

✓ March 2012

- [Historical Corn Yields by County](#) -- A1-12
- [Historical Soybean Yields by County](#) -- A1-13
- [Iowa Corn and Soybean County Yields](#) -- A1-14
- [Iowa Pasture Cost Improvement Budgets](#) -- A1-15
- [Pasture Cost Improvement Budgets \(Decision Tools\)](#) -- A1-15:
- [Important Crop Insurance Dates](#) -- A1-50
- [Iowa Farm Custom Rate Survey](#) -- A3-10
- [Feeder Cattle Basis](#) -- B2-43
- [Feeder Steer-Heifer Price Spread](#) -- B2-45
- [Survey of Wages and Benefits of Farm Employees](#) -- C1-60
- [Survey of Bonus Plans for Farm Employees](#) -- C1-61
- [Evaluating Your Estate Plan: Federal Gift Taxes](#) -- C4-23
- [Evaluating Your Estate Plan: Federal Estate Taxes](#) -- C4-24
- [Evaluating Your Estate Plan: Iowa Inheritance Tax](#) -- C4-25
- [Evaluating Your Estate Plan: Retirement Planning for Farm Families](#) -- C4-56
- [Evaluating Your Estate Plan: Estate Planning Questionnaire](#) -- C4-57
- [Evaluating Your Estate Plan: Estate Planning Goals](#) -- C4-58
- [Evaluating Your Estate Plan: Trusts as an Estate Planning Tool](#) -- C4-59

✓ February 2012

- [Cash Corn and Soybean Prices](#) -- A2-11
- [Estimated Cost for Livestock Fencing](#) -- B1-75
- [Computing a Cropland Cash Rental Rate](#) -- C2-20
- [Flexible Farm Lease Agreements](#) -- C2-21
- [Evaluating Your Estate Plan: Estate Planning Terms](#) -- C4-50
- [Evaluating Your Estate Plan: Forms of Property Ownership](#) -- C4-51
- [Evaluating Your Estate Plan: Business Entities](#) -- C4-52
- [Evaluating Your Estate Plan: The Estate Settlement Process](#) -- C4-53
- [Evaluating Your Estate Plan: Powers of Attorney and Other Forms of Substitute Decision Making](#) -- C4-54
- [Evaluating Your Estate Plan: Farm Transfer Strategies](#) -- C4-55

✓ January 2012

4.**Publications**

Identification of Articles and Information Files published on Ag Decision Maker (bold=new, others are revisions)

- [Estimated Costs of Crop Production in Iowa - 2012](#) -- A1-20
- [Trend-Adjusted Actual Production History \(APH\)](#) -- **A1-56**
- [Lean Hog Basis](#) -- B2-41
- [Live Cattle Basis](#) -- B2-42
- [2011 Farmland Value Survey](#) -- C2-70
- [Historic Farmland Value Survey \(Decision Tool\)](#) -- C2-70
- [Estimating a Value for Corn Stover](#) -- A1-70
- [Corn Stove Pricer \(Decision Tool\)](#) -- A1-70
- [Farm Costs and Returns](#) -- C1-10
- [Suggested Closing Inventory Prices](#) -- C1-40
- [Financial Performance Measures for Iowa Farms](#) -- C3-55

✓ December 2011

- [Crop Planning Prices](#) -- A1-10
- [Average Crop Revenue Election \(ACRE\)](#) -- A1-45

✓ November 2011

- [Corn Price Basis](#) -- A2-41
- [Soybean Price Basis](#) -- A2-42
- [July Corn Basis](#) -- A2-43
- [July Soybean Basis](#) -- A2-44
- [Deductible Livestock Costs for Adjusting Income Tax Returns](#) -- B1-15

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2012

State: **Kansas**

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
N	Ashley Martin	03/30/12	Communications Coordinator
N	Margaret East	03/28/12	GHANA METSS Program Coordinator
N	Deborah Kohl	01/04/12	MAB Program Coordinator
N	Aleksan Shanoyan	01/04/12	Assistant Professor
N	Cody Holland	06/18/12	KFMA Economist, SE
C – Resigned	Lynnette Brummett	10/07/11	MAB Program Coordinator
C – Resigned	Michael Langemeier	06/30/12	Farm Management (E/R/T)
C – Resigned	Aaron Gasper	05/04/12	KFMA Economist, NC
C – Resigned	Cole Miller	05/18/12	KFMA Economist, SC
C – Sabbatical	Kevin Dhuyvetter	06/30/12	Farm Management (E/R)

(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
Excel Training	N	Six workshops were conducted to train producers in using Excel, supported by a grant from the NC RME Center.	Kevin Dhuyvetter

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

3. Successful Activities
<p>Ongoing programs in farmland values & leasing, risk management / ag policy, livestock & grain marketing, Kansas Farm Management Association activities, the Farm Assist program (Hund), crop & livestock enterprise profitability analysis, and other areas.</p> <p>Ongoing development and enhancement of KSU Ag Econ’s web-presence via www.AgManager.info is providing our department with an outreach vehicle that to some limited degree helps mitigate the loss of Extension Ag Econ in key subject matter areas of responsibility.</p>

3.**Successful Activities****Ag Lenders Conferences**

Two Ag Lenders conferences were conducted, in Manhattan and Garden City, with total attendance of 92. The grain and livestock market outlooks were the most preferred sessions.

Lease Workshops

Ten daylong workshops were held across Kansas devoted entirely to leasing, with 292 participants, more than the planned 4 meetings with 100 attendees. We intend to continue with these types of meetings as a focus, given the high demand for the content, and also are looking at having additional full-day workshops for Excel training, due to the high demand that we discovered in doing Excel training as part of the lease workshops.

RAM I Workshops

Two RAM I workshops were presented in Kansas and Wyoming, targeting feedgrain producers, with approximately 55 total participants. The morning session set the stage for the case study, discussing marketing basics and understanding basis. In the afternoon, these tools are integrated by the case study into a whole-farm risk management strategy.

RAM II Workshops

Four RAM II workshops were presented in Kansas, Idaho, Texas, and Nebraska, targeting wheat and feedgrain producers, with approximately 70 total participants. The morning session set the stage for the case study, discussing the effective use of risk management tools, integrated with SURE, ACRE, and other government programs, and different types and levels of crop insurance. In the afternoon, these tools are integrated by the case study into a whole-farm risk management strategy.

Income Tax Institutes

Total attendance was 1132 in 2011. Evaluations found overall satisfaction with the seminar and particularly with the workbook. Changes in 2012 by the IRS will likely cause increased demand for continuing education and higher demand for these seminars.

Insurance Workshops

Total actual attendance for the Kansas workshop in 2011 was 122 persons in addition to the seven speakers and conference staff, for a total of 129 persons. This compares with 148 total persons (including speakers) in 2010 and 111 in 2009. The conference was well-received by participants with the topics of "Farm Bill" and "Crop Insurance", receiving the highest scores on the evaluation, probably due to the timely and relevant nature of these two topics. Workshops were also held in Colorado, Nebraska and Oklahoma.

Ag Profitability Conferences

Eight of these conferences were held in Kansas, with about 280 total participants. A total of 48 presentations were made at the eight locations, including six presentations by Glynn Tonsor and Kevin Dhuyvetter entitled "*Formulating Price Forecasts Using Readily Available Information*", part of a grant from USDA RMA.

Excel Workshops

To develop producer skills and promote the use of a wide array of spreadsheet decision tools on the AgManager.info site, six Excel workshops were conducted across the state. A total of 96 persons participated in the workshops, with very positive response to the series.

3. Successful Activities
<p>Beef Webinar A quarterly beef webinar series was initiated with first webinar in Feb and most recent in May. This series is a cooperative agreement between KSU (Glynn Tonsor), Beef, Drovers, and Meatingplace. Fee is \$25 with proceeds shared between partners. Stats for the Feb webinar – 185 participants (US-168, UK-2, Netherlands-1, Canada-12, Brazil-2). Stats for May webinar – 97 participants (US-88, Canada-8, Mexico-1). Part of the reason for drop likely due to AMI Expo in Dallas same day.</p>

4. Publications		
Identification	Title	Date
Website	AgManager.info has our updated publications in the following categories: Agribusiness, Crops, Energy, Farm Management, Livestock & Meat, Policy (including the 2012 debate), Decision Tools. These publications are promoted and made available through weekly e-mail updates to 5,700 subscribers and through RSS feeds.	On-going
Newsletter	Cattle Finishing Net Returns by Michael Langemeier	Monthly
Newsletter	Kansas Farm Management Association Newsletter by Michael Langemeier and Others	Monthly
Table/chart	Futures-Based Price Forecasts for Diesel Fuel	Monthly
Newsletter	Connecting Livestock Producers with Recent Economic Research (CLPER) newsletter	Quarterly
Paper	The Impacts of Policy and Macroeconomic Conditions on Horse Markets	December 2011
Paper	Projected Pasture Rental Rates for 2012	January 2012
Paper	Determining Flexible Cash Rents Using the Flex Rent Spreadsheet	January 2012
Paper	Trends in Kansas Wheat Production	February 2012
Paper	Tips for Using Excel Spreadsheets	February 2012
Decision Tool	Cowlease.xls – Excel Decision Tool for Estimating Leasing Terms for Cow Herds	February 2012
Paper	2011 Harvest Year CHAMP Report	February 2012
Paper	Selling Covered Puts	March 2012
Paper	An Updated Assessment of Grid Premiums and Discounts	March 2012

4. Publications		
Identification	Title	Date
Paper	An Updated Overview of Grid and Formula Pricing Methods	March 2012
Paper	Fed Cattle Basis: An Updated Overview of Concepts and Applications	March 2012
Paper	Crop Insurance on Limited-Irrigated Corn	March 2012
Newsletter	Grain Outlook: Feedgrain Market Situation & 2012/13 Outlook	Monthly
Paper	Five Year Flex Law will Allow Irrigated Crop Insurance Coverage in Kansas	March 2012
Newsletter	Grain Outlook: Soybean Market Situation & 2012/13 Outlook	Monthly
Decision Tool	Buy-Sell.xls –Excel Decision Tool for Calculating Breakeven Cattle Prices	March 2012
Newsletter	Grain Outlook: USDA WASDE Report – Wheat Market Impacts	Monthly

MISCELLANEOUS NOTES:

Drought of 2011 had a major toll for many livestock producers in the southern half of the state and while conditions have definitely improved, stocking rates for pastures in 2012 will likely be lower than average and continued precipitation is critical.

Wheat is maturing rapidly and many are expecting a very early harvest this year. Assuming we have adequate moisture, this likely will lead to more double crop acres than normal.

Average net farm income from KFMA varied significantly across the state with the southern regions generally being the worst due to the drought (although crop insurance helped significantly). Region averages for 2012 and 2011 are:

Region	2012	2011
NE	\$213,758	\$121,479
SE	\$113,845	\$170,718
NC	\$148,155	\$104,092
SC	\$98,672	\$121,860
NW	\$440,621	\$344,569
SW	\$61,062	\$126,077
State	\$165,471	\$157,459

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2012

State: Minnesota

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
C	Mike Schmidt	January, 2012	Associate Dean for Extension
N	Marin Bozic	August, 2011	Dairy Foods Marketing

(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).

3. Successful Activities
<p>TAA Technical Assistance: 9,840 applicants completed initial orientation 8,084 have completed Intensive Training (12 hours) 5,512 have completed a Long Term Business Plan</p> <p>Farm Financial Management and Benchmarking: 2,395 Minnesota farms added to FINBIN for 2011, Median income \$123,041, average income \$123,041, up only 1% from 2010. Adding data to FINBIN from Michigan, South Dakota as well as Minnesota, Missouri, Nebraska, North Dakota, Ohio, Utah and Wisconsin.</p> <p>Transferring the Farm Business: Gary Hachfeld, Dave Bau, and Rob Holcomb 29 programs 1425 attendees from 540 farms 53 sponsors</p>

4. Publications		
Identification	Title	Date
Nordquist	2011 Minnesota Farm Financial Update http://www.cfm.umn.edu/Publications/pubs/FarmMgtTopics/2011MinnesotaFarmFinancialUpdate.pdf	April, 2012

4. Publications		
Identification	Title	Date
Holcomb, Hachfeld	Ag Income Tax Update for Farm Families http://www.cffm.umn.edu/Publications/pubs/FarmMgtTopics/AgTaxUpdate.pdf	January, 2012
Hachfeld, Bau, Holcomb	Transferring the Farm Series (updated) http://www.cffm.umn.edu/Publications/pubs/FarmMgtTopics/TransferringTheFarmSeries.pdf	November, 2011
Hachfeld, Bau, Holcomb	Estate Planning Series (updated) http://www.cffm.umn.edu/Publications/pubs/FarmMgtTopics/EstatePlanningSeries.pdf	November, 2011
Hachfeld, Bau, Holcomb	Farm Management Series (updated) http://www.cffm.umn.edu/Publications/pubs/FarmMgtTopics/FinancialManagementSeries.pdf	November, 2011

MISCELLANEOUS NOTES:

As of May 7, Corn 71% planted (five year average 47%), soybeans 24% planed (five year average 11%). Most of the state is now just abnormally dry after several months of Moderate to Severe drought (Drought Monitor).

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE

Spring 2012

State: **Missouri**

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
Change	Brent Carpenter	Fall 2011	Moved from FAPRI to Regional Extension AgBusiness Specialist at Sedalia
Retired	Melvin Brees	Summer 2011	
Change	(Douglas) Scott Brown	Fall 2011	Moved from FAPRI to mixed extension/academic, on campus
New	Jill Findeis	Jan/Feb 2012	Division Director, Div. of Applied Social Sciences
Resigned	Seanicaa Edwards	April 2012	Took position at Doane's Info in St Louis

(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
Food Dialogue Center	N	Creating a business plan for a center at MU that would communicate with consumers seeking multiple attributes from their food choices.	Ray Massey

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

3. Successful Activities
Ag Lender Seminars – Conducted at 15 locations over the state in Nov-Dec 2011. Record number of locations and record attendance. This was the 32 nd year the seminars were held. 2011 Farm/Business Income Tax Schools were held at 5 locations in Oct-Nov 2011. They're organized by a Regional AgBusiness Specialist (Parman Green) and are well attended and very profitable.

4. Publications

Studies Conducted for Extension Constituents

Horner J. and R. Milhollin. 2011. "Missouri Biomass Aggregator Business Plan". Commercial Agriculture Program, University of Missouri Extension.

Horner J. and R. Milhollin. 2011. "Marketing Study for Corn Stover in Missouri". Commercial Agriculture Program, University of Missouri Extension.

Milhollin R., J. Hoehne, J. Horner, S. Weber, and C. George. 2011. "Feasibility of Corn Stover in Missouri". Commercial Agriculture Program, University of Missouri Extension.

Edwards, S., R. Massey, and R. Milhollin. 2011. "Economic Impact Study for Premium Standards Farms and Farmland Foods." Commercial Agriculture Program, University of Missouri Extension.

Extension Guide Sheets

Wiebold, William, and Ray Massey. "Corn and Soybean Replant Decisions". University Extension, University of Missouri-Columbia. Guide G 4091. April 2012. (note: this is a revision of an April 1999 guide).

(<http://extension.missouri.edu/explorepdf/agguides/crops/g04091.pdf>)

Horner J., and R. Milhollin. 2012. "Dairy Grazing: Keys to Building a Profitable Pasture-Based Dairy Business" University of Missouri Guide Sheet M191.

(<http://extension.missouri.edu/p/m191>)

Horner J., R. Milhollin and W. Prewitt. 2012. "Dairy Grazing: Economics of Pasture-Based Dairies". University of Missouri Guide Sheet M192. (<http://extension.missouri.edu/p/m192>)

Prewitt, W., J. Horner, and R. Milhollin. 2011. "Dairy Grazing: Dairy Career Paths". Missouri Dairy Grazing Manual, University of Missouri Guide Sheet M193.

(<http://extension.missouri.edu/p/M193>)

Horner, J., R. Milhollin, S. Hamilton, W. Prewitt, and T. Rickard. 2011. "Introduction to Pasture-Based Dairy Models". University of Missouri Guide Sheet G3050.

(<http://extension.missouri.edu/p/G3050>)

"Missouri Farm Financial Outlook – 2012," proceedings of Ag Lender Seminars. Nov-Dec 2011

MISCELLANEOUS NOTES:

Missouri will be conducting a survey of farm custom rates this summer.

Last year at this time, we had extensive flooding in SE MO. This year SE MO is listed as abnormally dry.

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2012

State: North Dakota

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
Retired	Larry Leistritz	Jan. 2012	Resource Economics
Died	Cole Gustafson	May 2012	Department Chair
Moving	Joleen Hadrick	Aug. 2012	Farm Management

(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
None			

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

3. Successful Activities
<p>Land Leasing Workshops. Twelve workshops on land leasing were held. Most were half-day sessions with emphasis on flexible cash rent and share rent agreements.</p> <p>Crop Insurance Conference. We held our 19th Annual Crop Insurance Conference with 226 in attendance.</p> <p>Agricultural Lenders Conferences. The ag lenders conference was again held at four locations across the state with 295 in attendance.</p> <p>Income Tax Management for Ag Producers. This interactive video program was offered in eleven locations with 235 attendees.</p>

4. Publications		
Identification	Title	Date
FMPG	Projected 2012 Crop Budgets (nine regions)	Dec 2011
EC-1090	Plotting A Course for 2012	Jan 2012

MISCELLANEOUS NOTES:

Planting of all crops is progressing ahead of normal. Most of the 5.6 million acres of prevent plant in 2012 will be planted this year.

Oil development and taxes are the main focus across the state. North Dakota is now the #3

state in oil production and expected to move up to #2 within the next year. The state infrastructure has not kept up with the rapid development.

Measure 2 to eliminate all property taxes will be on the June primary ballot. This is poorly conceived and early on was thought to have little chance of passage. Now the result is in doubt. As a result, the coal companies have submitted payment under protest. The governor requested state agencies submit a hold even budget and a 3 percent reduction budget for the next biennium. This is at a time when the state currently has a large budget surplus.

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2012

State: Ohio

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
C – From Dept. to Extension	Peggy Hall		Law
C – From Dept. to Dept. of Hort.	Stan Ernst		Marketing
C – From Dept. to Glenn School	Jill Clark		Regional 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
Tax Education		Registered Tax Return Preparer/Enrolled Agent Test Preparation – Ohio Income Tax Schools	David Marrison
Farm Business Analysis		Farm Business Analysis with Finpack – Offering Free farm financial analysis (FINAN)	Dianne Shoemaker

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

3. Successful Activities
<p>Ohio Income Tax Practitioners Program Some 900 tax practitioners enrolled in Ohio Income Tax Schools offered by AEDE through OSU Extension in 2011, and 100 practitioners attended the annual Agricultural Issues Seminar. Certified Public Accountants are the largest group of attendees as part of their ongoing continuing education credit requirements. Most of the attendees are self-employed and work year-round in the industry, preparing an estimated 200,000 federal tax returns annually. Tax schools are led by W. Lee, B. Ward, and D. Marrison with teaching by OSU specialists and employees from the IRS and Ohio Taxation Department. OSU Extension processes registrations and hosts school locations.</p> <p>Policy and Outlook Meetings – 8 Meetings held. 585 Participants.</p> <p>Ohio Chapter American Society of Farm Managers and Rural Appraiser’s Annual Conference – 60 participants.</p> <p>Annie’s Project Workshops – Held at locations in Ohio.</p>

3. Successful Activities
<p>New and Small Farm College – Meetings held throughout the state. http://clinton.osu.edu/events/2012-new-and-small-farm-college</p>

4. Publications		
Identification	Title	Date
	<p>OSU Extension Enterprise Budgets - 2012 http://aede.osu.edu/programs/farmmanagement/budgets</p> <p>Western Ohio Cropland Values and Cash Rents 2011-12 Ohio Farm Custom Rates 2012 http://aede.osu.edu/programs-and-research/osu-farm-management/publications</p> <p>Ohio Ag Manager http://ohioagmanager.osu.edu/</p> <p>Department of Agricultural, Environmental, and Development Economics http://aede.osu.edu/</p>	

Weather, Growing Conditions: Early start to field work and planting. Planting is well ahead of 5 Year Average. Relatively dry April. Early May has been wetter delaying planting completion.

**MISCELLANEOUS NOTES: Adverse budget situations continue to plague county offices. Several county Extension Offices now rely on levy funding.
 New Extension Field Specialists have been hired.
 Many Ag and Natural Resources Extension Educators position opening with very few qualified applicants.**

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2012

State: **Oklahoma**

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
R	Bob Whitson	7/1/12	Dean
C	Mike Woods	7/1/12	Interim Dean
R	Bill Burton	12/11	Area Ag Econ Specialists - NE
R	Stan Ralstin	3/12	Area Rural Development Specialist
N	Damona Doye	8/1/12	Acting Head, Agricultural 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
Beginning farmers, farm transitions	Increased	Trends in rural demographics plus ERS conference on farm transitions	Doye, Sanders, Shideler, Peel
Social media	Increased slightly	OSU Farm Management FaceBook page to go with OK Women in Ag and Small Business Conference page	Doye and R. Jones

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

3. Successful Activities
<p>Reinvesting in the Beef Industry:</p> <p>Numerous 2011 producer meetings focused on drought management strategies, from production to tax choices and repercussions to culling and selling strategies. A number of decision support tools were updated and posted to beefextension.com such as “Sell cows now or later?” and “Cow Repurchase Decision Tool”. Dave Shideler led a team in evaluating the cost of the drought to the state’s economy.</p> <p>Two Extension educator training sessions were held, one for eastern and one for western OK with introduced and native pasture perspectives respectively. Topics included: Outlook - Peel, financial situation and costs of reinvesting by rebuilding slowly using stockers, rebuilding fast with cow/calf pairs or rebuilding with leased cows - Doye, tax alternatives - Hobbs, farm transitions – DeVuyst, risk management alternatives – Jones.</p> <p>Six sessions for lenders were held around the state with topics similar to the in-service session plus FSA discussing guaranteed loan options and a bank examiner sharing their concerns and perspective. Attendance averaged about 20 lenders per site.</p> <p>Several producers meetings addressing these same reinvesting topics were also held with attendance of 60-90 producers. Surveys indicated interest in record-keeping, farm transitions and livestock leasing.</p>

3.

Successful Activities

Risk Management Education project:

The project has focused on conferences for women in agriculture, specialty crop conferences and forage/livestock newsletters. Participation in five local one-day women in ag conferences has ranged from about 40 to 200. The first of a two part specialty crop conference has been held. Two quarterly newsletters have been distributed to 700+ producers. A two-day statewide women in ag conference is scheduled for August 9-10 in OKC. Registration information is available on our website: <http://www.okwomeninagandsmallbusiness.com/>. Jennifer Jensen, project assistant, has been actively using social media to promote and report on events: www.facebook.com/OKWomenInAg and Twitter: OKWomenInAg

4.

Publications

Identification	Title	Date
Journal Articles	<p>Experiential Learning on the Internet: A Case Study of the Internet Agricultural Bank Simulation Game. <u>NACTA Journal</u>.</p> <p>Continuous winter wheat versus a winter canola–winter wheat rotation. <u>Agronomy Journal</u> 104(2012): 324-330.</p> <p>Forage plus grain wheat versus grain-only wheat. <u>Journal of the American Society of Farm Managers and Rural Appraisers</u> 74(2011):33-42.</p> <p>Policies to facilitate conversion of millions of acres to the production of biofuel feedstock. <u>Journal of Agricultural and Applied Economics</u> 43(2011):385-398.</p> <p>A comparison of perennial polycultures and monocultures for producing biomass for biorefinery feedstock. <u>Agronomy Journal</u> 103(2011):617-627.</p> <p>Economics of no-till versus tilled dryland cotton, grain sorghum, and wheat. <u>Agronomy Journal</u> 103(2011):1329-1338.</p> <p>Pasture rental rates for fall-winter grazing of winter wheat. <u>Journal of the American Society of Farm Managers and Rural Appraisers</u> 75(2012).</p> <p>Firm Behavior under Risky Cash Flow, Applied Mathematics</p>	June 2012

4. Publications		
Identification	Title	Date
	<p>Letters, forthcoming. Available at: http://dx.doi.org/10.1016/j.aml.2011.12.008</p> <p>Determinants of Price Differentials in Oklahoma Value-Added Feeder Cattle Auctions, Journal of Agricultural and Resource Economics, April. 2012.</p> <p>Cattle, ethanol, and biogas: Does closing the loop make economic sense? Agricultural Systems 104:609-614.(2011)</p>	
Selected Papers: SAEA Birmingham, AL	Demographic Factors Affecting the Adoption of Multiple Value-Added Practices by Oklahoma Cow-Calf Producers	February 2012
Working Papers	Quicken 2012 for Farm Financial Records.	October 2011
Extension Circulars	Oklahoma Farm and Ranch Employment Handbook, OCES Circular, E-1028. http://agecon.okstate.edu/faculty/publications/4206.pdf	2011
Fact Sheets	Cow-Calf Records Software. OSU CR-3279. Updated.	April 2011
Newsletter Articles with assorted topics	<p>Master Cattleman Quarterly newsletters at http://agecon.okstate.edu/cattleman/newsletter.asp</p> <p>IFMAPS newsletters at http://agecon.okstate.edu/ifmaps/index.asp?type=newsletters</p> <p>Quick Tips newsletters at http://agecon.okstate.edu/quicken/index.asp?type=newsletters</p>	2011-12
Spreadsheets	<p>Updates to the McGrann legacy project on beefextension.com:</p> <ul style="list-style-type: none"> • Hay Produce or Purchase Calculator • Estimating Hay Value Based on Chemical Analysis • Feed Inventory Reconciliation • Feed Fed by Category Report • Monthly Cattle Inventory • Early Weaning Decision Tool • Hay Storage Cost Evaluator 	2011-2012

4. Publications		
Identification	Title	Date
	<ul style="list-style-type: none"> • Sell Cows Now or Later • Cow Bid Price Estimate Calculator • Own or Custom Hay Harvest and Haul 	

MISCELLANEOUS NOTES:

From Ron Hays Oklahoma Farm Report, Thursday, May 10

Early Wheat Harvest Slowly Cranking Up

Thu, 10 May 2012 05:30:42 CDT

Reports are just starting to come in from southwestern Oklahoma as the 2012 wheat harvest is underway. Overcast conditions and cool temperatures have kept moisture levels just high enough to limit widespread harvest, but most of the wheat fields are dead ripe and full scale harvest is just around the corner.

According to the Oklahoma Wheat Commission, the one area that has harvested the most bushels thus far is in and around Altus in Jackson County. Their latest report tells us "In the Altus area harvest is in full swing. Coop elevators in Altus, Tipton, and Olustee have taken in over 130,000 bushels. Test weights are averaging 58, and the moisture is excellent, at 10 – 11 percent. Yields are ranging in the upper 30's and some irrigated wheat is averaging in the upper 40's to 50 bushels per acre. Gavilon Grain in Altus has taken in around 50,000 bushels since Saturday with low test weights and moisture of 13 or less. The test weights will improve as we get further into harvest. Yields are averaging anywhere from 30 to 40 bushels per acre and they expect harvest to really pick up this weekend."

The Wheat Commission also has limited harvest data from Grandfield, Frederick and Walters, but those areas are all just starting the harvest process- and hope to be in road gear by the weekend. In general, early yields are in the 30 to 40 bushels per acre in these locales.

Mother Nature may keep harvest slow for a few days more, as there is a thirty to forty percent chance of rain for Thursday evening and Friday- Friday's high temperature is only expected to be 70 degrees. In areas where rain stays away, wheat harvest will be seen on a hit and miss basis further north all the way north to close to I-40.

USDA Looks in Crystal Ball- Sees 14.8 Billion Bushel Corn Crop- Oklahoma Wheat Crop Pegged at 154.8 Million Bushels

Thu, 10 May 2012 08:21:23 CDT

The US Department of Agriculture, as expected, is predicting a much larger winter wheat crop than that produced in the midst of drought conditions a year ago. According to the USDA, "Winter wheat production is forecast at 1.69 billion bushels, up 13 percent from 2011. The area expected to be harvested for grain or seed totals 35.6 million acres, up 10 percent from last year. Based on May 1 conditions, the United States yield is forecast at 47.6 bushels per acre, up 1.4 bushels from last year.

"Hard Red Winter, at 1.03 billion bushels, is up 32 percent from 2011. Soft Red Winter, at 428 million

bushels, is down 6 percent from last year. White Winter is down 9 percent from last year and now totals 233 million bushels. Of this total, 14.1 million bushels are Hard White and 219 million bushels are Soft White."

Meanwhile, this morning's Supply Demand numbers suggest a huge corn crop in 2012 is on it's way- guessing a massive 14.8 billion bushel crop could be produced when combines roll later this year.

The 2012 Oklahoma Hard Red Winter wheat crop is 119% larger than the 2011 crop- USDA predicts 154.8 million bushels will be harvested this year versus just 70.4 million bushels in 2011. USDA gets that number by the expectation of 4.3 million acres will be harvested for grain at a 36 bushel per acre clip.

Kansas is expected to produce a 40% larger wheat crop than in 2011- 387 million bushels is the prediction of USDA- based on nine million acres to be harvested at 43 bushels per acre.

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE

Spring 2012

State: **South Dakota**

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
<p>Dr. Eluned Jones – Department Head – formerly Director of the Master of Agribusiness (MAB) program, and Chair of the Intercollegiate Faculty of Agribusiness, Texas A & M – starts July 22, 2012 Don Guthmiller / Heather Gessner / Jack Davis hired as Field Specialists (Don Guthmiller retiring September) 3 Field Specialist positions open with search underway – reference handout Interviewing for Grain Marketing State Extension Specialist Other open positions may be filled after Dr. Jones arrives</p>			

2. Program Changes			
Subject Matter Area	Emphasis (b)	Brief Description	Contact Person
<p>Reorganized last year to regional centers instead of county offices. Last year all 12 month faculty converted to 10 month contracts – this year all faculty on 9 month contracts (field specialists on 12 month contracts) Academic Graduation requirements changes from 128 hours to 120 hours with no more than 50 hours in discipline – still working through the changes. Also have adopted a “Management Core” applies to department majors.</p>			

3. Successful Activities
<p>Adopted Signature Programs – see attached.</p>

4. Publications		
Identification	Title	Date
<p>http://www.sdstate.edu/news/publications/database/index.cfm</p> <p>Other publications released for IGROW - http://igrow.org/ - iGrow is the teaching platform used by SDSU Extension to assure state of the art program delivery. It allows individual users to access Extension information and resources. To assure the quality and accuracy of the information, SDSU Extension invests 20 percent of its staff time in the ongoing development of iGrow information.</p>		

MISCELLANEOUS NOTES:



signature programs

Signature Programs focus resources on significant needs that have the greatest impact on producers, families and communities.

Agriculture

beefSD

Provides beginning ranchers opportunities to evaluate alternative beef cattle production systems, the entire U.S. beef industry, and initiate individual cattle enterprise plans, in addition to working with established South Dakota beef producers serving as mentors.

Integrated Pest Management (IPM)

Integrated pest management education includes the responsible use of pesticides along with mechanical, biological and cultural methods, which when combined, can lead to significant economic and environmental benefits.

Ag CEO

Primarily for beginning farmers and ranchers, this program focuses on a "systems approach" to farm and ranch business planning and provides tools such as financial management, visioning and strategic planning that are needed to become the CEO of that business.

Food & Families

Virtual Labs

Online virtual labs allow students to explore the food system and the scientific processes involved in creating a safe and abundant food supply.

4-H & Youth Healthy Living

The Strong Bodies, Strong Futures program will use partnerships, direct contact and Teens as Teachers to reach 2,000+ South Dakota students addressing healthy living among our youth.

Leadership

In 2012, the 4-H Youth Development program will enhance youth leadership across our state by utilizing strategies connecting essential life skills to youth audiences.

4-H Youth Program Advisors

Thirty-two professional staff serve the 4-H and youth programming needs linking SDSU Extension and counties across the state.

Community Development

Horizons IV

Growing the capacity of local leaders to improve their communities by building new networks, action projects and strategic planning.

The Great Community Book Read

Communities come together to read and discuss thought-provoking books and discuss action steps for their community.

Community Leadership Programs

Building strong leaders through strategic planning, media relations, volunteer management and business mentoring.

Native American Programs

Healthy Foods & Healthy Children

Educating Native Americans on how to raise food and livestock in order to provide nutritional foods for their family and community. Developing teen mentors among reservation youth to foster leadership and engagement.



A Service of SDSU Extension

ES433 1000 copies were printed at \$.30 each.

Open Positions:

Crops Business Management Extension Field Specialist – Rapid City

Livestock Business Management Extension Field Specialist – Rapid City

Livestock Business Management Extension Field Specialist – Pierre (Re-opening soon)

Crops Business Management Extension Field Specialist, Extension Service, South Dakota State University.

SDSU Extension is offering an exciting career opportunity as a Crops Business Management Extension Field Specialist. We are looking for an individual to join us in growing and building our new regional extension center located in Rapid City, SD, by successfully engaging the public and bridging research to practice. Minimum requirements: Master's Degree with either MS or BS degree in agricultural business management, or other closely related field, with course work in agronomy required. Must have excellent verbal and communication skills and be able to use a personal computer. Must have a valid SD Driver's License and personal car or be able to obtain both prior to beginning employment. Salary commensurate with qualifications. Application deadline is April 30, 2012. Contact Dr. Burton Pflueger at burton.pflueger@sdstate.edu or (605) 688-4141. To apply, visit <https://YourFuture.sdbor.edu>, search for the position, and follow the electronic application process. For questions on the electronic employment process, contact SDSU Human Resources at (605) 688-4128. SDSU is an AA/EEO employer.

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE

Spring 2012

State: **Wisconsin**

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
Outreach	David Moll	Jan. 31, 2012	Crop Marketing & Risk Management Resigned to take job in crop insurance

(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).

3. Successful Activities
<p>NCR Leasing “Train the Trainer” webinars in December were very well attended. Largest participating state was WI with 29 participants. Other large audiences came from MN, MO, OH, OK, and Kentucky. A total of 191 educators participated.</p> <p>State-wide Ag Land Leasing webinar had 25 locations participate with more than 250 people attending. We used a 2 hour format with 4 topics including recent land value trends, updated corn and soybean budgets, exploration of variable cash leases and legal consideration in drafting written contracts. We allowed 20 minutes for local discussion following the program and some sites reported lively discussion for more than an additional hour!</p> <p>Several other local meetings were conducted around the state – also focusing on the leasing topic. 10 county offices had collected local rental rate data and used the combined data to explain the need for equitable lease terms.</p> <p>Leasing material also used with state-wide FSA webinar.</p>

4. Publications		
Identification	Title	Date

MISCELLANEOUS NOTES:

Center for Dairy Profitability moving into Ag and Applied Economics
 Paul Mitchell, co-director of Nutrient and Pest Management Program in UW Extension