

North Central Farm Management Extension Committee

Ray Massey Brought the Meeting to order at 10:10 am on June 13th. The Committee met in Fargo, North Dakota at the Holiday Inn. This is a part of the Triennial Farm Management Extension Conference titled "National Farm Management Conference" being held in conjunction with NAFBAS and NFRBMEA. The committee introduced themselves and how many children they have and details about each.

Those in attendance:

William Edwards
Dwight Aakre
Dale Nordquist
Ray Massey
Barry Ward
Doug Jose
Burton Pfluger
Bill Lazarus
Gary Schnitkey
Arlin Branstrom
Damona Doye
George Patrick
Steve Harsh

Patt Hipple our Washington DC USDA NIFA representative is in attendance.

Ray discussed the agenda for the day and the conference. Dwight and Dale discussed the conference arrangements and other details and the moderators for each session along with the times and locations. Dwight further discussed the agenda for the conference.

Dwight and Dale discussed the registrations and the process of selecting the presenters. Dale estimated 50 of the total registrants are Extension personnel.

Discussion was held on the future of this conference and possible additional partners. Arlin and Gary discussed the possible addition of ASFMRA and ag lenders as potential partners.

The committee discussed the process of evaluating the conference. Dale suggested we collect email addresses from Extension attendees and conduct a post conference email survey.

Damona, William and Burton discussed returning to an Extension only conference in the future.

Ray next directed the agenda to state reports. State reports were given:

Univ. of Illinois, Iowa State, Univ. of Minnesota.

Discussion was held on estate tax roll-back and whether it will be retroactively reinstated.

Further discussion was held on the issue of the step-up in basis and whether it will be eliminated with the potential elimination of the federal estate tax.

More discussion was held on the potential future for the mortgage tax deduction.

Lunch Break.

State reports resumed: Univ. of Missouri, Univ. of Nebraska, Purdue, Michigan State, North Dakota State, South Dakota State, Ohio State, Oklahoma State, Univ. of Wisconsin.

Pat Hipple gave an update on NIFA (pronounce niffa).

Pat presented information on the a NIFA promotional piece, the President's budget and USDA agencies. Pat discussed the transformational reorganization of the USDA and the agencies that make up USDA. There are 34 agencies in USDA. A handout was presented on 19 of these 34 agencies.

NIFA Five Societal Challenges: Global Food Security and Hunger, Climate Change, Sustainable Energy, Childhood Obesity, Food Safety

NIFA Institutes: Inst. of Food Production and Sustainability, Inst. of Bioenergy, Climate, and Environment, Inst. of Food Safety and Nutrition, Inst. of Youth, Family and Community, Center for International Programs.

Institute of Youth, Family and Community 3 Subsections?

Education and Community

Youth

Family and Consumer Sciences

Extension will probably be housed in Family and Consumer Sciences.

More emphasis on getting more research \$'s made available.

AFRI redesigned to address the 5 Grand Societal Challenges.

Education and Extension scientists may be better suited to assembling multi-disciplinary teams to apply and succeed in AFRI Grants submissions??

Discussion was held on AFRI grants and committee members involved in submissions.

Discussion was held on collaborative efforts across the NC region. Barry discussed potential topics that may be suited to regional publication collaborations: irrigation economics, drainage economics and crop insurance educational resources.

Trade Assistance Authority was discussed. Enterprises that may be eligible are asparagus, catfish, shrimp, Maine lobster.

TAA relief designed to provide \$'s to give producers opportunities for alternative production techniques, alternative enterprises or alternative careers.

Dale briefly discussed the Center for Farm Financial Management (CFFM) and gave an update on the Center.

George discussed updates on farm income tax issues and publications. New publications:

Young and Beginning Farmers – Utah State – Ruby Ward

Tax Planning for Small and Medium Scale Farmers – Land Grant University Tax Education Foundation (LGUTEF)

Doug gave an update on the North Central Risk Management Center (NCRMEC). 90 pre-proposals – funded 18. Funded 4 challenge (planning grants). Advisory council is recruiting a new member (producer).

Ray next directed the agenda to the election of new officers. Ray suggested and nominated Kevin Dhuyvetter as the new Secretary of NCFMEC. Ray asked for a vote and Kevin was elected unanimously!!

Dates for the fall meeting are October 7 and 8 starting at 8 am on the 7th. Location will be Omaha, Nebraska. Ideas for topics/speakers: Farmers National, Gallup Polling, Warren Buffett, Conagra , Farm Credit Services.

Meeting was adjourned at 5:10 pm.

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2010**

State: Illinois

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
R	Bob Thompson	May 2010	Policy

(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
Moving more and more to webinars as a delivery method. Farmers seem to like this way of disseminating information.
Working on leasing material for releases in August and September

County Cash Rents in 2009
Gary Schnitkey
FEFO 10-07, 4/12/2010

Abstract
The National Agricultural Statistical Service (NASS) recently released their estimates of average cash rents per county for 2009. Forty-one percent of the counties had cash rent increases while 37% had decreases.

Illinois Corn and Soybean Yields and GRIP Payments in 2009
Gary Schnitkey
FEFO 10-06, 4/5/2010

Abstract
Corn yields in 2010 were generally above trend, except for some counties in northern Illinois. Soybeans yields were mixed. GRIP payments for corn will occur in six counties. Soybean GRIP payments will occur in Jasper County.

Changes in Crop Acres Since Freedom to Farm
Gary Schnitkey

FEFO 10-05, 3/29/2010

Abstract

From 1990-1994 to 2005-2009, soybeans and corn grew in acres. Crops losing acres were wheat, barley, grain sorghum, corn silage, cotton, peanuts, dry edible beans, and potatoes. Corn and soybean acre increases were predominately located in the great plains and greater Corn Belt.

GRIP Premiums in 2010

Gary Schnitkey

FEFO 10-04, 3/11/2010

Abstract

Group Risk Income Plan (GRIP) is a county revenue product that bases guarantees and payments on county yields rather than on farm yields. Premiums on GRIP products have changed between 2009 and 2010, with most counties experiencing premium declines. Premiums on GRIP with the harvest revenue option (GRIP-HR) for corn at the 90% coverage level and 100% protection level have an average premium reduction of \$15 per acre across all Illinois Counties.

2010 Crop Insurance Update: Model Programs and Common Questions

Gary Schnitkey

FEFO 10-03, 3/5/2010

Abstract

Most Illinois and Midwest farmers will find crop insurance choice coming down to one of the following two programs: Crop Revenue Coverage (CRC) or Revenue Assurance with the harvest price option (RA-HP); Group Risk Income Plan with the harvest revenue option (GRIP-HR). These programs are specified given that the farm faces risk that cannot be self insured. Reasons why these two programs are the most advantageous are covered by answering the following commonly asked questions.

Fertilizer Prices in 2008, 2009, and 2010

Gary Schnitkey

FEFO 10-02, 2/4/2010

Abstract

Fertilizer costs for corn in 2010 likely will average \$100 per acre for corn on high-productivity farmland in Illinois. These costs will be below 2009 costs. These fertilizer costs are based on fertilizer prices reported in a new report listing average fertilizer prices in Illinois.

Yield Increases on Illinois Crops: Questions for the Future

Gary Schnitkey

FEFO 10-01, 1/27/2010

Abstract

Over time, yields on crops grown in Illinois have increased due to technological advances. In this article, growth rates are examined for the four crops with the largest number of acres in Illinois: corn, soybeans, wheat, and alfalfa.

ACRE Payment Estimates: Release of FAST ACRE Payment Estimator

Gary Schnitkey

FEFO 09-19, 12/21/2009

Abstract

A new Microsoft Excel spreadsheet has been developed to estimate the amount of Average Crop Revenue Election (ACRE) payments a farm will receive for the 2009 crop.

Profit Margins Turn Negative in 2008, Likely to Continue with Projected Low Milk Prices in 2009

Bradley L. Zwillling

FEFO 09-18, 11/30/2009

Abstract

Higher milk prices were not enough to offset higher costs resulting in total economic costs exceeding returns for Illinois dairy producers in 2008, according to figures summarized by University of Illinois agricultural economists in cooperation with the Illinois Farm Business Farm Management Association.

Late Planting Wheat and Crop Insurance

Gary Schnitkey

FEFO 09-17, 10/29/2009

Abstract

Wheat plantings have been delayed this fall, again bringing up decisions related to crop insurance. APH, CRC, and RA policies have late planting and prevented planting provisions.

Drying Costs and Shrink Losses Are Large in 2009

Gary Schnitkey

FEFO 09-16, 10/21/2009

Abstract

Moisture levels on corn are much higher this year than in recent year, with some farmers harvesting corn with moisture levels in the high 20% range. These high moisture levels will result in shrink and drying costs for grain delivered to elevators and processors that could be near \$100 per acre.

A Historic Look at Illinois Farm Real Estate Values

Bradley Zwillling

FEFO 09-15, 10/9/2009

Abstract

The U.S.D.A. estimates that land values have declined slightly in Illinois.

Crop Priority in ACRE
Gary Schnitkey
FEFO 09-14, 9/18/2009

Abstract

Farmers who signed up for the Average Crop Revenue Election (ACRE) can change their crop priority by September 30. Priority will matter only to farms where planted acres times 1.2 exceeds total base acres.

Corn and Soybean Returns in 2009 and 2010

Gary Schnitkey and Nick Paulson
FEFO 09-13, 9/9/2009

Abstract

Projected 2009 corn and soybean returns are at the lowest levels during the 1990s and 2000s. Projected 2010 returns are near 2004 through 2005 levels

MISCELLANEOUS NOTES:

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2010**

State: Indiana

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
N	Nichole Olynk	Jan. 6, 2010	Farm Management E/R/T
N	Brent Gloy	Summer 2010	Agribusiness Management - Center for Commercial Agriculture
N	Angela Gloy	Summer 2010	Farm succession planning
C	Allen Miller	Fall 2010	Increased teaching – farm records

(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
Ag Lenders Clinic , Freddie Barnard; Fall Outlook Campaign – Chris Hurt and Corinne Alexander Purdue Income Tax School, George Patrick; Farming Together, Alan Miller, Craig Dobbins and Maria Marshall Estate Planning – Gerry Harrison CAFO Educational Program – Janet Ayres, Mike Boehlje,, Larry DeBoer , Roman Keeney and Kevin McNamara of Agr. Economics and 17other team members

4. Publications		
Identification	Title	Date
CAFO program	Community Impacts of CAFO's in Indiana http://www.ansc.purdue.edu/CAFO/index.shtml .	June 2009
ID-166-W	2010 Purdue Crop Guide http://www.agecon.purdue.edu/extension/pubs/id166_2010_Jan10.pdf .	Jan. 2010
CES-368-W	Income Tax Management for Farmers in 2009	Dec. 2009

4. Publications		
Identification	Title	Date
PAER May 10	http://www.agecon.purdue.edu/extension/pubs/taxplan2009.pdf The General Assembly Changes the Farm Land Assessment Formula http://www.agecon.purdue.edu/extension/pubs/paer/2010/may/deboer.asp	May 2010
Hot topic website	Managing Moldy Corn http://www.ag.purdue.edu/extension/cornmold/Pages/default.aspx	Oct. 2010

Weather, Growing Conditions & Miscellaneous Notes:

Early to mid-April was dry and warm and corn planting proceeded at a record pace. Many farmers completed corn planting. Some soybean planting was delayed because of concerns about possible damage from frost or freezes. There were reports that some soybean planting was delayed because seed from South America had not arrived. The late April-early May period was wetter and colder. Most farmers found time to complete planting. Some replanting was necessary due to flooding in southern areas of the state.

As of June 6, 97% of corn had been planted and 94% had emerged. Some 81% of soybeans have been planted (equal to the 5-year average) and 69% has emerged.

MISCELLANEOUS NOTES:

- Additional personnel changes
 - Department Head – Ken Foster
 - Will Masters - departure, has been Associate Head
 - Matt Holt - departure
 - Susan Chen - departure

NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2010

State: Iowa

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
Retired	Roger Ginder	January 2010	Co-ops and agribusiness management
Reassigned	Becky Johnson	April 2010	Extension farm management secretary
Change	John Lawrence	March 2010	Extension livestock specialist to Assoc. Dean for Extension (Ag Prog Leader)
Retiring	Bob Jolly	July 2010	Ag Finance specialist
Moved on	Jack Payne	June 2010	VP for Extension moved to U. Florida

(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
2008 Farm Bill	Increased	SURE, ACRE eligibility and applications	Wm Edwards Chad Hart
Crop production costs	Same	Managing margins for 2010 crops	Mike Duffy
Financial management	Increased	Retrenching for swine and dairy producers; what are the options?	John Lawrence Ron Hook
Estate planning and transfer	Increased	Transferring assets, income and management to the next generation	John Baker Erin Herbold Kelvin Leibold

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

3. Successful Activities
Farm Bill informational meetings: 190 presentations to 6,557 clients. Enrollment in ACRE in Iowa was 16% of acres. SURE payments are up to \$160 million.
Farm lease meetings: 55 meetings, 1,135 attendees last summer.
Annie's Project: 10 groups with 140 women enrolled. National Coordinating Center established at ISU.
Farm Income Tax Schools: 8 schools with 1200 enrollees.

MISCELLANEOUS NOTES:

Corn planting started early, but cool damp weather delayed development.

County level reorganization is settling down. Some counties retained their director. 20 regional directors were hired. Impact on ag programming is still up in the air, but probably negative.

Ag Decision Maker Publications (www.extension.iastate.edu/agdm)

✓ May 15, 2010

- [Cash Rental Rates for Iowa 2010 Survey](#) -- C2-10
 - [Iowa Farmland Legal Descriptions](#) -- C2-85
 - [Computing the Iowa Corn Suitability Rating for your Farm](#) -- C2-87
 - [Composite Corn Suitability Rating](#) -- Decision Tool
 - [Using Partial Budgets to Make Decisions](#) -- C6-10
 - [Catering - Events and Festivals](#) -- C5-36
 - [Community Supported Agriculture](#) -- C5-37
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✓ May 1, 2010

- [ACRE \(Average Crop Revenue Election\) Payment Estimator](#) -- Decision Tool
 - [2010 Average Crop Revenue Election \(ACRE\)](#) -- Voiced Media
 - [How Often Can Cattle Feeders Hedge a Profit with Futures?](#) -- B2-54
 - [Conducting Market Research](#) -- C5-30
 - [Evaluating Marketing Outlets Using Whole-Farm Records](#) -- C5-32
 - [Marketing on the Internet](#) -- C5-34
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✓ April 15, 2010

- [Historical Costs of Crop Production](#) -- A1-21
- [Historic Iowa Farm Custom Rate Survey](#) -- A3-12
- [Historic Farmland Values](#) -- C2-72
- [Marketing Research - Finding the Best Consultant to Hire](#) -- C5-24
- [Do You Know Your Customer?](#) -- C5-25
- [Finding Your Facts - A Quick Guide to Developing a Questionnaire](#) -- C5-26
- [Understanding Consumers](#) -- C5-27
- [Conducting a Competitive Analysis - Is there Room for Your Business?](#) -- C5-29

✓ April 1, 2010

- [Proven Yields and Insurance Units for Crop Insurance](#) -- A1-55
- [Computing a Cropland Cash Rental Rate](#) -- C2-20
- [Flexible Farm Lease Agreements](#) -- C2-21
- [Farmland Value Survey \(Realtors Land Institute\)](#) -- C2-75
- [Managing Farm Business and Family Stress](#) -- C6-51
- [A Marketing Primer for Businesses](#) -- C5-15

Ag Decision Maker Publications (www.extension.iastate.edu/agdm)

- [How Much Should I Spend on Marketing](#) -- C5-16
- [Where to Find Information for Doing Marketing and Business Studies](#) -- C5-21
- [Marketing Research Tools](#) -- C5-22
- [Value-added Business Success Factors -- The Role of Management and Operations](#) -- C5-185
- [Value-added Business Success Factors -- The Role of Local Infrastructure and Support](#) -- C5-186
- [Romance vs. Reality: Hard Lessons Learned in a Grassfed Beef Marketing Cooperative](#) -- C5-220

✓ March 15, 2010

- [Historical Corn Yields by County](#) -- A1-12
- [Historical Soybean Yields by County](#) -- A1-13
- [Corn and Soybean County Yields](#) -- A1-14
- [Cash Corn and Soybean Prices](#) -- A2-11
- [Livestock Enterprise Budgets for Iowa](#) -- B1-21
- [Monthly Swine Farrow to Finish Returns \(10 year summary\)](#) -- B1-31
- [Monthly Returns from Finishing Feeder Pigs \(10 year summary\)](#) -- B1-34
- [Monthly Cattle Feeding Returns \(10 year summary\)](#) -- B1-36
- [LGM Dairy - A Risk Management Tool for Milk Producers](#) -- B1-53
- [Leasing Arrangements and Self-employment \(Social Security\) Tax](#) -- C2-41
- [Setting Your Price](#) -- C5-17
- **New Business Development -- Analysis:**
 - [Value-added Business Success Factors -- Strategic Planning and Implementation](#) -- C5-183
 - [Value-added Business Success Factors -- Organizational Issues](#) -- C5-184

✓ March 1, 2010

- [Iowa Farm Custom Rate Survey](#) -- A3-10
- [Financial Terms](#) -- C3-05
- [Transportation Terms](#) -- C3-06
- [How to Use Grants](#) -- C5-08
- [Product Marketing Terms](#) -- C5-14
- [Value-added Business Success Factors: The Role of Investor Attitudes and Expectations](#) -- C5-181
- [Value-added Business Success Factors: The Role of Financial Structure and Performance](#) -- C5-182

✓ February 15, 2010

- [Cash Corn and Soybean Prices](#) -- A2-11
- [Iowa Farm Custom Rate Survey](#) -- A3-10
- [Buying Used Machinery](#) -- A3-22

Ag Decision Maker Publications (www.extension.iastate.edu/agdm)

- [Farm Machinery Joint Venture Worksheet](#) -- A3-38
 - [Lean Hog Basis](#) -- B2-41
 - [Live Cattle Basis](#) -- B2-42
 - [Feeder Cattle Basis](#) -- B2-43
 - [Feeder Steer-Heifer Price Spread](#) -- B2-45
 - [Adding Value](#) -- C5-01
 - [Capturing vs. Creating Value](#) -- C5-05
 - [What is an Entrepreneur?](#) -- C5-07
 - [Peter Drucker and Innovation](#) -- C5-10
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✓ February 1, 2010

- [Financial Performance Measures for Iowa Farms](#) -- C3-55
- [Using Value-added Agriculture to Create a New Rural America](#) -- C5-03
- [Should You Participate in Value-added Agriculture?](#) -- C5-04
- [Designing a Viable Rural Economy](#) -- C5-20
- [What I've Learned about Value-added Agriculture](#) -- C5-45
- [Evaluating Marketing Outlets Using Whole-Farm Records](#) -- C5-32
- [Marketing Outlet Analyzer](#) -- Decision Tool

✓ January 15, 2010

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 - [Supplemental Revenue Assistance \(SURE\)](#) -- A1-44
 - [Grain Marketing Terms](#) -- A2-05
 - [Grain Price Hedging Basics](#) -- A2-60
 - [Grain Price Options Fence](#) -- A2-69
 - [Farm Analysis Terms](#) -- C1-05
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✓ January 1, 2010

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- [SURE Payment Calculator](#) (Supplemental Revenue Assistance) -- Decision Tool
- [Livestock Planning Prices](#) -- B1-10
- [2009 Farmland Value Survey](#) -- C2-70
- [Introduction to Grant Writing](#) -- C5-06
- [Conducting Focus Groups](#) -- C5-31
- [Writing Materials for Promotion](#) -- C5-131
- [Writing Press Releases](#) -- C5-132

Ag Decision Maker Publications (www.extension.iastate.edu/agdm)

- [Writing a Newsletter](#) -- C5-133
- [Writing and Designing a Brochure](#) -- C5-134
- [Creating a Display](#) -- C5-135
- [Creating a Web Site](#) -- C5-136
- [Creating a Power Point Presentation](#) -- C5-137
- [Creating Business Cards](#) -- C5-138

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2010**

State: Kansas

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
R	Mike Woolverton	12/23/09	Visiting Professor, Grain Marketing
N	Kiel Roehl	01/04/10	Farm Mgt Association NW KS
C – Resigned	Xianghong Li	01/23/10	Research Assistant Professor
C – Resigned	Chatura Ariyaratne	03/06/10	Visiting Research Assistant Professor
N	Glynn Tonsor	03/01/10	Assistant Professor, Livestock Marketing
N	Koren Elder	05/02/10	K-MAR Director of Systems and Programming
C – Resigned	Lydia Hiesterman	05/06/10	Farm Mgt Association NC KS
N	Cole Miller	06/01/10	Farm Mgt Association SC KS

(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
Grain Marketing	Redirected	With the retirement of Mike Woolverton, our marketing outlook programs are redirected to Dan O'Brien	Dan O'Brien
Grain Marketing	Increased	The RAM II workshops were increased in scope of material and in number of locations, to include the SURE and ACRE programs as well as being conducted in Nebraska and Ohio, as well as Kansas. Also, 3 webinars were conducted on ACRE and SURE.	Art Barnaby, Troy Dumler, and Dan O'Brien
Livestock Marketing	Redirected	With the arrival of Glynn Tonsor, this area will now be covered by him.	Glynn Tonsor

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

3.**Successful Activities**

Formal response to RMA regarding proposed changes in insurance coverage for continuous summer crops in non-irrigated cropping systems in western Kansas.

Distillers Grains Technology Council meeting, Indianapolis, Indiana, May 12-13, 2010 (Presentation discussing impact of distillers grains supply and use on U.S. feedgrain market supply-demand balances)

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.

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.

Risk and Profit Conference

The Risk and Profit conference had slightly lower attendance but 40% more vendors participating in the trade show. The new K-State president, Dr. Kirk Schultz, spoke at the Friday noon plenary session, and Lon Frahm, 2009 Top Producer, was featured on Thursday night.

Ag Lenders Conferences

Two Ag Lenders conferences were conducted, in Manhattan and Garden City, with the highest total attendance ever, 100. The grain and livestock market outlooks were the most preferred sessions.

RAM II Workshops

Seven RAM II workshops were presented in Kansas, Nebraska and Ohio, targeting wheat and feedgrain producers, with 141 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 through the case study into a whole-farm risk management strategy.

Income Tax Institutes

Total attendance was 1,123 in 2009, slightly lower than in 2008, due mostly to the snowstorm that caused problems for Salina, with more than 30 people unable to attend there. Evaluations found overall satisfaction with the seminar and particularly with the workbook. Changes in 2011 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 2009 was 111 persons in addition to the seven speakers and conference staff, for a total of 118 persons. This compares with 158 total persons (including speakers) in 2008; 109 in 2007; and 104 total persons in 2006. There were 12 others who pre-registered this year but did not attend, including several who had the flu. The conference was well-received by participants with the topics of "Ag Contracting" and "Grain Outlook" receiving the highest average scores on the evaluation, probably due to the timely and relevant nature of these two topics.

3.**Successful Activities****Ag Profitability Conferences**

Of the 10 conferences scheduled initially, 9 were conducted, with one being cancelled due to snow. The meetings had an average attendance of 49, or 451 total participants. A total of 48 presentations were made at the 9 locations. The most commonly requested topics were “Land Rental Rates and Leases”, Grain Market Situation and Outlook”, “Intro to Farm Transitions Planning”, and “Farm Financial Management”.

SURE Webinar (SURE: The New Disaster Program) – February 19, 2010. Conducted 1 time that day, with a confirmed total participation of at least 157 persons, including 64 who participated as part of a group and 103 individuals, including staff from each of the Kansas congressional delegation. People from at least 13 states participated. A total of 4 group meetings were held in 2 different states, with 3 of these occurring in Kansas. The average score was 3.32 when asked “On a scale of 1-5, how would you rate the overall usefulness of this webinar?” A majority (82%) answered “Yes” when asked if the webinar influenced their decision regarding the level of crop insurance they intended to select.

ACRE Webinar (ACRE: Miss the Big ACRE Payment? Should you Sign Up Now?)– May 14, 2010. Conducted two times that day, with a confirmed total participation of at least 208 persons, including 81 who participated as part of a group and 127 individuals, including staff from each of the Kansas congressional delegation. People from at least 17 states participated. A total of 5 group meetings were held, all in Kansas. The average score was 3.62 when asked “On a scale of 1-5, how would you rate the overall usefulness of this webinar?” A majority (59%) answered “Yes” when asked if the webinar influenced their decision regarding ACRE.

“Keeping the Family Farming” Transitions Workshops

The Farm Transitions workshops were held in two locations with 103 individuals from 42 families participating. The top subject matter “Communication” and “Strategic Planning”. Complementary to this were 6 presentations made by Bryan Schurle introducing the important concepts of farm transitions at the Ag Profitability conferences.

The KFMA newsletter is written monthly and contains articles pertaining to tax management, financial analysis and performance, cost of production, and other farm management topics. The monthly newsletter is posted on the following web site: www.agmanager.info/kfma. Contact Michael Langemeier (mlange@agecon.ksu.edu) if you would like to receive the monthly newsletter.

The Cattle Finishing Net Returns newsletter is written monthly and contains information on recent trends in feeding cost of gain and cattle finishing profitability. The monthly newsletter is posted on the following web site: www.agmanager.info/kfma. Contact Michael Langemeier (mlange@agecon.ksu.edu) if you would like to receive the monthly newsletter.

Connecting Livestock Producers with Recent Economic Research (CLPER), a quarterly update of recent research related to the economics of livestock production and marketing, by Glynn Tonsor.

4.**Publications**

Identification	Title	Date
Newsletter	Cattle Finishing Net Returns by Michael Langemeier	Monthly
Newsletter	Kansas Farm Management Association Newsletter by Michael Langemeier and Others	Monthly
Newsletter	Connecting Livestock Producers with Recent Economic Research (CLPER) newsletter	Quarterly
FM Guides	In December 2009, eighty one Farm Management Guides were updated for crops, livestock, etc.	Annually
Journal article	Williams, J.R., R.V. Llewelyn, D.L. Pendell, A. Schlegel, and T. Dumler. "An Economic Analysis Of CRP Versus Wheat-Sorghum-Fallow in a Semi-Arid Region". <i>Agronomy Journal</i> . Mar-Apr, 2010(102):612-622.	Mar-Apr, 2010
Journal article	Tonsor, G.T., J. Mintert, and T.C. Schroeder. (2010). "U.S. Meat Demand: Household Dynamics and Media Information Impacts." <i>Journal of Agricultural and Resource Economics</i> . 35:1-17 (Lead Article).	2010. 35: 1-17
Journal article	Pendell, D.L., G.W. Brester, T.C. Schroeder, K.C. Dhuyvetter, and G.T. Tonsor. "Animal Identification and Tracing in the United States. <i>American Journal of Agricultural Economics</i> , 2010; doi:10.1093/ajae/aaq037.	2010
Journal article	Brinker, A., J.L. Parcell, K.C. Dhuyvetter, and J.R.V. Franken. "Cross-Hedging Distillers Dried Grains Using Corn and Soybean Meal Futures Contracts. <i>Journal of Agribusiness</i> . 27, 1/2 (Spring/Fall): 1-15.	2009
MF-2931	Tonsor, G.T., T.C. Schroeder, and J. Parcell. "Wholesale Pork Price Reporting Analysis: A Study Summary." Kansas State University, MF-2931. 2010.	2010
AAEA shared outreach	Kastens, T. and K. Dhuyvetter. "Valuing and Buying US Farmland, with Considerations of Non-Ag Features." (and supporting decision tool – KSU-Landbuy.xls). AAEA Shared Outreach Materials.	2010
AAEA shared outreach	Dhuyvetter, K. and M. Langemeier. "Differences Between High, Medium, and Low Profit Cow-Calf Producers." AAEA Shared Outreach Materials.	2010
Website	AgManager.info has our updated publications in the following categories: Agribusiness, Crops, Energy, Farm Management,	On-going

4. Publications		
Identification	Title	Date
	Human Resources, Income Tax & Law, Livestock & Meat, Policy (including 2008 Farm Bill). These publications are promoted and made available through weekly e-mail updates to 4,600 subscribers and through RSS Feeds.	

Weather, Growing Conditions & Miscellaneous Notes:

The following information is from Kansas Agricultural Statistics for the week ending May 30, 2010 (www.nass.usda.gov/Statistics_by_State/Kansas/Publications/Crop_Progress_and_Condition/index.asp).

Agricultural Summary: Temperatures across the State were above normal last week with the North West District reaching 93 degrees. Highs across the rest of the state were in the upper 80's and low 90's while low temperatures ranged from the 40's to the 60's. Favorable weather conditions allowed for 4.6 days suitable for fieldwork. Topsoil moisture supplies were rated at 8 percent short, 77 percent adequate, and 15 percent surplus. The subsoil moisture supplies were rated at 3 percent very short, 5 percent short, 81 percent adequate, and 11 percent surplus. Producers were busy spraying wheat for disease, planting grain sorghum, soybeans, and cotton, re-planting some corn, baling hay, and preparing for wheat harvest.

Field Crop Report: Planting periods are being pushed back beyond average dates due to frequent wet weather. However, row crop conditions are currently favorable for good growth. **Winter wheat** headed progressed 13 points last week with the warmer weather and is 94 percent complete, behind 98 percent last year and the 5-year average of 97 percent. Eighteen percent has turned color, ahead of 9 percent last year but behind the 5-year average of 26 percent. Wheat condition was rated as 2 percent very poor, 8 percent poor, 31 percent fair, 49 percent good, and 10 percent excellent, better than the same week a year ago. Insect infestation in wheat was reported at 88 percent with no infestation, 10 percent with light infestation, and 2 percent with moderate infestation. Disease infestation was 27 percent with light infestation, 11 percent with moderate infestation, and 3 percent with severe infestation. There continue to be disease concerns with powdery mildew, leaf and stripe rust, and barley yellow dwarf being reported.

Farmers have planted 96 percent of the **corn** crop, the same as last year but behind the 5-year average of 98 percent. Eighty-one percent of the crop has emerged, behind 82 percent last year and the 5-year average of 86 percent. Corn condition was rated as 3 percent poor, 25 percent fair, 67 percent good, and 5 percent excellent. Twenty-three percent of the **sorghum** has been planted, behind 30 percent last year and 34 percent for the 5-year average. Eight percent has emerged, compared to 7 percent last year and 14 percent for the 5-year average. Fifty-three percent of the **soybeans** have been planted, behind 59 percent last year and 60 percent for the 5-year average. Twenty-four percent of the crop has emerged, behind 29 percent last year and the 5-year average of 32 percent. Twenty-nine percent of the **cotton** has been planted, behind 57 percent last year and 44 percent for the 5-year average. Cotton condition was rated as 1 percent very poor, 1 percent poor, 50 percent fair, 45 percent good, and 3 percent excellent. Seven percent of the sunflowers have been planted, behind 23 percent for both last year and the 5-year average. One percent has emerged, behind 8 percent last year and 7 percent for the

five year average. Sixty-one percent of **alfalfa** has been cut, behind 71 percent last year and 69 percent for the 5-year average.

Feed Supplies Report: Range and pasture conditions were rated at 1 percent very poor, 3 percent poor, 20 percent fair, 63 percent good, and 13 percent excellent. Feed grain supplies were reported at 4 percent short, 90 percent adequate, and 6 percent surplus. Hay and forage supplies were rated at 2 percent very short, 5 percent short, 86 percent adequate, and 7 percent surplus. Stock water supplies were rated at 3 percent short, 88 percent adequate, and 9 percent surplus. Pastures are in good condition and producers are busy baling hay.

MISCELLANEOUS NOTES: Budgets continue to be very tight (zero salary increases this past year and again this year) increasing the pressure to find alternative revenue streams to support programs. Alternative revenue streams are things such as grants, fee-based programs, and asking for sponsorships. Three of the four state extension specialist positions lost in the last year or so (Jones, Kastens, and Woolverton) have not been filled and likely will not be anytime in the near future (Mintert position was the sole position filled). Currently, we have two KFMA economist positions open (NC and SC regions) that we have been given permission to fill.

The land market in Kansas is likely similar to most other states – quite hot! Prices have jumped such that rent-to-value ratios are coming in considerably below historical rates (historically we talked about 5.5-6.5% and in recent years more in the range of 4.5%, but a number of current land sales are suggesting values more in the 2.5-3.0% range). We have historically relied heavily upon Kansas Agricultural Statistics survey land values for a number of our publications (e.g., see www.agmanager.info/farmmgmt), but due to the rapidly changing market these values are often considerably below what we observe in the market (and thus we have been receiving some criticism for publishing “bad data”). There is an increased interest in flexible cash rents, but because of the difficulty in defining terms I haven’t seen a lot of these types of arrangements actually be adopted.

Kansas Report submitted by Kevin Dhuyvetter (with assistance from Mary Huninghake and many of the extension specialists)

North Central Farm Management Extension Committee

State Reports

State: Michigan **Date:** 10 June 10

Staffing Changes:

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

Tina Saitone (University of California, Davis), livestock marketing position, for personal reasons she is not able to take this position

Vera Bitsch, has returned from sabbatical leave at Oregon State University

Glynn Tonsor, livestock economist, has resigned to take position at Kansas State University

Program Changes and Ongoing Activities (with related publications):

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

Farm Bill Education (Jim Hilker, Roy Black, Dave Schweikhardt and area agents)

- Betz et. al. Webinars (on Roger's Betz website, <https://www.msu.edu/~betz/>, are PowerPoint sets and handouts)

- Betz, Hilker and Black. "Farmers Need To Sign Up For Acre!" AFRE Staff Paper No. 2009-06. Includes price-yield driven payoff matrix (Excel driven) and associated probabilities of triggering

- Betz, Hilker, Schweikhardt and Black. "ACRE Sign-up Deadline June 1, 2010." Distributed in various outlets including Michigan Farm News.

- Black and Hilker. Estimation and solution of probability models underlying the probability statements in materials disseminated.

Software Developed (Roy Black)

- Spartan II Beef Feedlot Ration Evaluation Formulation Model (written on Excel platform in VBA; resulted from producer frustrations with existing spreadsheets). Essentially, the same as Spartan I; uses Solver to handle autobalancing. Excel 2010 brings new challenge since changed how solver works.

Pricing Commodities (Roy Black)

- Various "How to price?" papers, new and updates. Examples: Ethanol co-products, standing hay, corn silage at various stages from contracting planting to buying out of the silo with more and more dairies buying corn silage, etc. More focus on dirty details of "get paid" than in the past.

Tree Fruit and Climate Change & Replacement (Roy Black)

- Work in tree fruits has focused on impact of climate change with models of tart cherry yield driven by weather that permit review of historical as well as future prospects. Also, papers on yield vs. age based upon growers data. Simple Excel based models for block replacement decision.

Crop Insurance (Roy Black)

- Work with wheat industry, particularly white wheat, on quality measures that are not captured in the wheat crop insurance contract – specifically sprout. Milling industry (and, international trade) uses a measure called falling number which is poorly correlated with sprout which appears in RMA insurance contract. Working with industry, Farm Bureau and others to get changes in contract. ND and MN have struggled through variants of these problems for several years. Working papers documenting issues and suggesting solutions.

Economics of Animal Welfare (Glynn Tonsor & Chris Wolf)

- Several publications, contact researchers for more details.

Dairy Adjustment Workshops (Chris Wolf & Steve Harsh)

- To address the depressed situation of the dairy industry because of prolonged low prices, a series of two-day workshops, "Positioning Your Dairy Business for the Future," were held for dairy producers. These workshops were intensive and used strategic planning as a framework for the workshop. As a part of the workshop multi-year financial records were developed using tax records inventory records. Using this financial information the participants were able to do detailed benchmarking related to their operation. A workbook and software were prepared for these workshops.

Economics of Alternative Energy Systems Geothermal/solar for Greenhouses) and Digesters for Livestock Operations (Steve Harsh & Chris Wolf)

- The current economic prospects of geothermal/solar systems for greenhouses are not very promising because of the low natural gas prices and the high investment in solar technology required to offset the heat extracted from the geothermal system in the winter. This research was conducted by a graduate student and a publication is in the process of being prepared.

- The economics of digesters on dairy farms was analyzed as part of a master's thesis. The economics is heavily dependent upon the pricing mechanisms used by utility companies for independent power producers and size of operation. A paper regarding this research will be forthcoming.

Wind Educational Program and Anemometer Loan Program (Steve Harsh and Lynn Hamilton)

- Started a new research project in which we are now collecting when data at 120 meters, 100 meters, 80 meters and 60 meter

- Completed the analysis of the economics of small wind systems on livestock operations. Results will be published shortly in the *Agricultural Finance Review*.

Energy Efficiency in the Dairy and Greenhouse Industry (Steve Harsh)

- A new grant has been awarded in this area to do on-site energy audits.

Economics of Manure Management (Chris Wolf & Joleen Hadrich)

- Several publications, contact researcher for more details.

Labor Area (Vera Bitsch)

- Website: Personnel Management in Agriculture at <http://www.msu.edu/user/bitsch/>.

In Other Areas

- Several business analysis reports by type of farm. To obtain the latest report for dairy, swine, fruit, cash crops visit the following website: firmmgt.info

- Land value survey. To obtain the latest report visit the following website: firmmgt.info

- Hilker, J. "Market Outlook and Probabilistic Price Forecasts for Grain & Livestock." is updated bi-weekly and stored on the following website: <http://www.msu.edu/user/hilker/> or can be accessed from the website: firmmgt.info

Growing conditions update:

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

A cold and wet in late spring delayed planting in some areas. Where the crops were planted early, they are look very good.

After a early very warm period, the frosty nights came in late April and early May killed blossoms and prevented pollination for several of the fruit crops. Some fruit trees and bushes were left more than half empty; others were wiped out.

Low dairy prices are having a major impact on our dairy industry.

The state's budget problem is causing problems for the college. Extension is undergoing a major restructuring.

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2010**

State: Minnesota

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
N	Don Nitchie	11/09	SW MN Farm Bus. Mgmt. Ass'n staff and extension educator
N	Curtis Mahnken	5/2010	CFFM
N	Tim Beatty	Late summer	Associate Professor, Consumer Economics and Food Marketing
N	Michael Boland	Late summer	Professor and E. Fred Koller Chair in Agribusiness Management and Information Systems

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

2. Program Changes (none)

3. Successful Activities
<p>Farm Transfer and Estate Planning Workshops – 22 one-day meetings held last winter in MN, ND and IA, typical attendance 35-40. A few shorter sessions conducted for other groups such as Annie's Project.</p> <p>Marketing clubs – Around 10 clubs active in the state, typically monthly meetings, typical participation around 12 per club.</p> <p>Ag Lenders Conference held in Fargo, ND with involvement of MN extension educators, 55 lenders attending.</p> <p>Material on the ACRE program was recently updated by Kent Olson and others.</p>

4. Publications		
Identification	Title	Date
Lazarus & Smale	Machinery Cost Estimates and MACHDATA.XLS spreadsheet	6/10
Bau	Farm Resource Guide (106 pages on topics such as land rental,	1/10

4. Publications		
Identification	Title	Date
	custom rates, and marketing)	
Holcomb & Hachfeld	Ag Income Tax Update for Farm Families	1/2010
Morse and others	The Minnesota Response: Cooperative Extension's Money and Mission Crisis (book)	2009
NOrdquist	2009 Minnesota Farm Financial Update	4/2010
Olson	Choosing ACRE for the 2010 Crop. Factsheet. University of Minnesota Extension. Available at: http://www.extension.umn.edu/agbusinessmanagement/components/pdfs/olson_acle_for_2010_um_factsheet_v1.0.pdf	2010
Olson	ACRE vs. CCP in 2010: Data entry and Results Summary for Minnesota. Decision worksheet. University of Minnesota Extension. Available at: http://www.extension.umn.edu/agbusinessmanagement/components/pdfs/olson_acle_for_2010_um_factsheet_v1.0.pdf	2010

MISCELLANEOUS NOTES:

Lots of policy interest in anaerobic digesters for dairy farms as a carbon footprint reduction practice. The electricity prices that MN utilities are willing to pay seem to be down as the recession has cut electricity demand and as new or planned wind farms are becoming available to meet the utilities' renewable portfolio mandates. As a result, the economic feasibility of new digesters does not look very promising at the moment.

We have a certain amount of new information on biomass harvesting equipment performance as a result of equipment demonstrations last fall and commercial corn cob collection for the Chippewa Valley Ethanol Cooperative's gasifier. We are incorporating this new information into our energy crop enterprise budgets.

George Morse is a former Associate Dean and Director of University of Minnesota Extension, and a former regional economics professor in Applied Economics. He recently wrote a book about the recent restructuring of University of Minnesota Extension. He has also floated the idea of a followup multi-state project to look at how the regionalization and specialization of Extension field educators changes their productivity and impacts. Mykerezi, Lazarus, and Kalambokidis at Minnesota; and others from Iowa State, Penn State, and Alabama have had discussions on the topic. No funding source has been identified yet.

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2010**

State: Missouri

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
New	Whitney Wiegel	Jan 4, 2010	Regional AgBusiness Specialist, Higginsville, MO
Change in appointment	Wayne Prewitt	May 2010	Changed from Regional AgBusiness Spec at Neosho to Regional Director for West Central Region located in Blue Springs (temporary for 1 yr)
C	Joe Horner	Oct 2009	Named Commercial Ag Program Dairy Team Leader
C	Joe Horner	May 2010	80% leave of absence to work with DFA Grazing Dairy Services Division

(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
<ul style="list-style-type: none"> • Missouri Dairy Grazing Conference – 300 Attendees – July 8-10, 2009 – Joplin, Missouri http://agebb.missouri.edu/dairy/grazing/conference/index.htm • North Central Risk Management Sharemilking Grant Completed http://agebb.missouri.edu/dairy/grazing/sharemilking/index.htm • The Missouri Beef Audit – Completed in June 2009 http://agebb.missouri.edu/commag/beef/audit/index.htm • Agricultural Lenders School – 16 attendees – June 1-5, 2009 – Columbia, Missouri http://www.agebb.missouri.edu/commag/lenderschool/ • 13 Ag Lender Seminars were held over the state in Nov-Dec 2009, total attendance 324. This was 30th year the seminars were held. • 6 Business/Farm Income Tax Schools were held over the state. The schools use the National Income Tax Workbook and are taught by Mike Hardin, representatives from IRS & Mo. Dept. of Revenue, and Parman Green. Parman and regional specialists coordinate the schools • Regional AgBusiness Specialists continued the series of workshops for Annie’s Program participants through the fall and winter. • Emerging Contracts in Agriculture, funded by NCRMEC, finished but continuing • The annual Breimyer Seminar was held March 27 on the MU campus with a topic of “Greenhouse

3. Successful Activities
Gas Regulations: Boom or Bust for Agriculture.”

4. Publications		
Identification	Title	Date
G302	<p>2009 Custom Rates for Farm Services in Missouri</p> <p>Massey, Ray. “Soil Carbon Sequestration Contracts.” University Extension, University of Missouri. Guide G 313. September 2009. http://extension.missouri.edu/publications/DisplayPub.aspx?P=G313.</p> <p>Massey, Ray, Mike Sykuta, and Vern Pierce. “Contracts in Agriculture. University Extension, University of Missouri. Guide G 312. August 2009. http://extension.missouri.edu/publications/DisplayPub.aspx?P=G312.</p> <p>Massey, Ray. “Introduction to Greenhouse Gas Markets and Cap-and-Trade.” University Extension, University of Missouri. Guide G 311. June 2009. http://extension.missouri.edu/publications/DisplayPub.aspx?P=G311)</p>	12/09

Weather, Growing Conditions & Miscellaneous Notes:

Wet spring but planting is now at normal rate (almost done). No drought anywhere in the state for about 18 months now.

MISCELLANEOUS NOTES:

Work is continuing on Extension administrative issues regarding program planning and reporting by Regional Specialists. The Director is also attempting to implement a statewide fee structure for extension programs. How it will apply to AgBusiness programs has not yet been determined.

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2010**

State: Nebraska

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
N	Larry Van Tassell	Sept, 2010	Dept Head

(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>Winning the Game, 18 workshops held in 2010 Returning to the Farm, Dec '09-January '10, 4 days, 8 families and 40 family members Women in Agriculture Conference, Feb 2010, 25th annual conference; 2 days with 35 workshops and a total of 375 participants. One lady has attended all 25 conferences. Annie's Project. Sessions in three counties. Estate Planning Workshops. Staff participation in 9 county seminars. Ag in Uncertain Times. Staff participation in 2 webinars.</p>

4. Publications		
Identification	Title	Date
	2009 Nebraska Farm and Ranch Annual Report, Nebraska Farm Business Inc	April, 2010
	2009 Quick Facts, Nebraska Farm Business Inc	May, 2010
EC823	2010 Nebraska Farm Custom Rates, Part I	May 2010
EC824	2010 Nebraska Farm Custom Rates, Part II	May 2010
	Nebraska Farm Real Estate Market Highlights, 2009-2010	June 2010

Weather, Growing Conditions & Miscellaneous Notes:

Growing conditions have been good. As of June 6, soybeans were 95% planted. Topsoil moisture conditions were 95% adequate or surplus. Pasture and range conditions were rated

90% good or excellent. There has been some significant hail in some parts of the state, particularly in the Scottsbluff area.

MISCELLANEOUS NOTES:

Market Journal broadcast its 400th edition on May 29, 2010.

In regard to recently developing news, it is being reported, from reliable sources, that Steve Harsh will continue to wear his green shirts at Big 10 games but will probably wear red underwear. Airport body scanners will not be used to check.

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2010**

State: North Dakota

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
N	Ryan Larson	April 2010	Ag Finance
N	Chris Boerboom	January 2010	Assistant Director, Ag and Natural Resources

(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>Ag Lenders Conferences: Four, 1-day conferences held across the state specifically for agricultural lenders. These are designed to be market outlook updates.</p> <p>Crop Insurance Conference: 17th Annual Crop Insurance Conference was held in January. Agents from North and South Dakota and Minnesota attend.</p> <p>Agricultural Tax Practitioners Update was held in November.</p>

4. Publications		
Identification	Title	Date
FMPG	Projected 2010 Crop Budgets (for nine regions)	Dec 2009
EC-1464	Wind Energy for North Dakota Homeowners, Farmers and Small Businesses	Dec 2009
EC-1090 (revised)	Plotting a Course 2010	Jan 2010

Weather, Growing Conditions & Miscellaneous Notes:

We experienced a mild winter with good snow cover. The western half of the state had above normal snow cover which resulted in fall stock ponds and excellent spring moisture conditions. Seeding progressed rapidly until the first half of May turned cold and wet. A small amount of wheat and corn were switched to soybeans. Crops are progressing well at this point.

MISCELLANEOUS NOTES:

State budgets are still in good shape. Current expectations are for a hold-even budget for higher education.

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2010**

State: Ohio

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
C – Sabbatical Leave	Matt Roberts	Sept. 1	Grain and Energy Markets

(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>Policy and Outlook Meetings: Fall/Winter 2009/10: ~ 10 Meetings- 600 Attendees.</p> <p>“Ohio Income Tax Schools,” Fall 2009: ~1250 practitioners attend one of eight two day seminars, also 150 attend one of eight Agricultural Tax Issues workshops.</p> <p>AEDE Extension Update: “Cap & Trade: The Implications of Carbon Regulation and Pricing”</p> <p>Annie’s Project: Held at 12 locations in Ohio.</p> <p>ACRE vs. DCP Program Meetings Resourced throughout the state.</p> <p>Ag Lender Meetings – 3 Locations</p> <p>Ohio Chapter – American Society of Farm Managers and Rural Appraisers - 3 Meetings Organized and Resourced</p> <p>Cropland Lease Meetings – 3 Meetings Held.</p> <p>Risk Management Seminar Series Organized and Sponsored by Ag Credit – 6 Locations</p> <p>Ohio Ag Manager Newsletter Webpage undergoing an “update and enhancement”.</p>

4. Publications		
Identification	Title	Date
	Wages and Benefits for Farm Employees 2009 – Ward, Zoller Western Ohio Cropland Values and Cash Rents 2009-10 - Ward Ohio Crop Enterprise Budgets 2010 - Ward Ohio Farm Custom Rates 2010 - Ward Why I Chose Acre – Zulauf http://aede.osu.edu/resources/pubs.htm http://ohioline.osu.edu/ae-fact/index.html http://ohioagmanager.osu.edu/	

Weather, Growing Conditions & Miscellaneous Notes:

Dry and active April followed by wet May. Overall good start to growing season. Some soybeans have yet to be planted. Wet conditions have caused some drowned-out patches. Some replanting possibilities yet. Spraying and side-dressing have been hit and miss with some yet to be completed over much of the state due to the continued wet conditions. Head scab showing up in Ohio soft red wheat ranging from 4-60% of heads infected.

MISCELLANEOUS NOTES:

New Chair for OSU AEDE will soon be hired.

OSU continuing to plan for conversion to semesters. Target date: Fall 2012.

OSU Extension to face 4% budget cut at the state level for the second year of the biennial budget. This was known and planned for.

County Extension offices continue to face budget difficulties. 3 out of 4 levies to support County Extension Programs failed in May. Many counties have suffered mild to significant budget cuts.

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2010**

State: Oklahoma

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
R (sort of)	Kim Anderson	June 30	Grain marketing
R	Joe Williams	July 1	Ag leadership, rural development

(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
QuickBooks	Increased	Basic instructions using flower grower sample file	Damona
Conferences for women in ag	Increased	Coordinating state conference and affiliating with local conferences, okwomeninagandsmallbusiness.com	Damona
IFMAPS	Deleted?	State funding may be gone but may have contract work with Dept. of Rehab. Services	Damona

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

3. Successful Activities
<p>An Excel based decision tool was developed to help southern plains cow-calf producers analyze numerous retained ownership strategies. Producers can consider sale at weaning, preconditioning, background, grass stocker phase, wheat stocker phase and feedlot retention. Up to five retained ownership steps can be analyzed in any one strategy. Utilizing this tool, a retained ownership outlook extension program has been developed. OSU Extension specialist project returns for commonly used retention strategies. The outlook is reported approximately monthly on SUNUP, the Division's weekly television program, and in Extension newsletters.</p> <p>Agbanksim.org: Have used the new online ag bank simulation game with 2 ag finance classes at OSU, an Ag Strategy class at LSU, in an in-house session at the KC Fed – Omaha branch and are in the middle of a session with the Oklahoma Bankers' Association Intermediate School of Banking. Will be part of a teaching pre-conference at the AAEEA meetings.</p>

4. Publications

Identification	Title	Date
Journal Articles	<p>Briggeman, B.C. and J.L. Campiche. "Implications of New Farm Subsidy Programs on Agriculture." <i>The Main Street Economist</i>, Issue 2, 2010. http://agecon.okstate.edu/faculty/publications/3763.pdf</p> <p>Campiche, J. and W. Harris. "Lessons Learned in the Southern Region after the First Year of Implementation of the New Commodity Programs." <i>Journal of Agricultural and Applied Economics</i>, forthcoming August 2010.</p> <p>Campiche, J., M. Dicks, R. Jones, L. Sanders, D. Skipper, E. DeVuyst. "2008 Farm Bill Decision Tools." <i>Journal of Extension</i>, forthcoming 2010</p> <p>Campiche, J.L., H.L. Bryant, and J.W. Richardson. "Long-Run Effects of Falling Cellulosic Ethanol Production Costs on the Agricultural Economy." <i>Environmental Research Letters</i>, 5, 014018(2010),1-8. Available at: http://iopscience.iop.org/1748-9326/5/1/014018/</p> <p>DeVuyst, E.A., F. Epplin, D. Peel, G. Horn and D. Lalman, 2010. "Wheat Stocker Decision Tools," <i>Journal of Extension</i>, forthcoming.</p> <p>Haque, Mohua, Francis M. Epplin, and Charles M. Taliaferro. "Nitrogen and harvest frequency effect on yield and cost for four perennial grasses." <i>Agronomy Journal</i> 101(2009):1463-1469.</p> <p>Hatchett, Robert B. , Wade Brorsen, Kim Anderson. "Optimal Length Of Moving Average To Forecast Futures Basis." <i>Journal of Agricultural and Resource Economics</i>, 35:18-33, 2010.</p> <p>Jodock, K., C.S. DeVuyst and E.A. DeVuyst, 2009. "Expansion Opportunity at Triple F Farms," <i>Review of Agricultural Economics</i>, 31(2):370-382.</p> <p>Johnson, R., D. Doye, D. Lalman, D. Peel, K. Raper and C. Chung. "Adoption of Recommended Management Practices in Stocker Cattle Production." <i>Journal of Agricultural and Applied Economics</i>. 42,1(February 2010): 1-16.</p> <p>Kim, H. S. , Wade Brorsen, Kim Anderson. "Profit Margin Hedging." <i>American Journal of Agricultural Economics</i>, 92:638-653, 2010.</p> <p>Ramirez, Miguel A., Kraig M. Jones, Francisco Arellano, and Kellie Curry Raper. "The Demand for Imported Cheese in Mexico." Forthcoming at <i>Journal of Food Products Marketing</i>, Volume 16-3 (2010).</p> <p>Raper, K.C., E.A. DeVuyst and D. Doye, 2010. "A Beef Calf Retention Decision Tool," <i>Journal of Extension</i>, forthcoming.</p>	

4. Publications		
Identification	Title	Date
	<p>Taylor, Karen W., Francis M. Epplin, B. Wade Brorsen, Brian G. Fieser, and Gerald W. Horn. "Optimal grazing termination date for dual-purpose winter wheat production." <i>Journal of Agricultural and Applied Economics</i> 42-1(2010):87-103.</p> <p>Taylor, Karen , Francis Epplin, Wade Brorsen, Brian G. Fieser, Gerald Horn. "Optimal Grazing Termination Date For Dual-Purpose Winter Wheat Production." <i>Journal of Agricultural and Applied Economics</i>, 42-1:87-103, 2010.</p> <p>Whitacre, Brian. "The Diffusion Of Internet Technologies To Rural Communities: A Portrait Of Broadband Supply And Demand." <i>American Behavioral Scientist</i>, 53 (9): 1283-1303, 2010.</p>	
Experiment Station Publications	<p>Brooks, Kathleen, Kellie Raper, Clement Ward, Ben Holland, Clint Krehbiel, and Douglas Step. "Economic Effects of Bovine Respiratory Disease on Feedlot Cattle During Backgrounding and Finishing Phases." Oklahoma Agricultural Experiment Station, Division of Agricultural Sciences and Natural Resources, Oklahoma State University. Research Report P-1027. March 2010.</p>	
Newsletter Articles	<p>IFMAPS newsletters at http://agecon.okstate.edu/ifmaps/index.asp?type=newsletters</p> <p>Master Cattleman Quarterly newsletters at http://agecon.okstate.edu/cattleman/newsletter.asp</p> <p>Quick Tips newsletters at http://agecon.okstate.edu/quicken/index.asp?type=newsletters</p>	
Conference Proceedings	<p>Amadou, Z., K. Curry Raper, J.T. Biermacher, D. Ford, B.J. Cook and C.E. Ward "Alternative Management Strategies for Enhancing the Value of Cull Cows". Proceedings from National Conference on Grazing Lands, Reno, NV. December 13-16, 2009</p> <p>Boyles, M. C., T. F. Peeper, and M. J. Stamm editors. M. Boyles, J. Criswell, F. Epplin, K. Giles, C. Godsey, W. Heer, G. Hergert, J. Holman, D. Jardine, C. Jones, V. Martin, D. Mengel, T. Peeper, D. Peterson, K. Roozeboom, T. Royer, H. Sanders, P. Sloderbeck, M. Stamm, and C. Thompson. Great Plains Canola Production Handbook. Oklahoma State University, Kansas State University, University of Nebraska Report MF-2734 (Revised). March 2009.</p> <p>Sahs, Roger. "Goat Farm Budgeting", 2008 Goat Field Day,</p>	

4. Publications		
Identification	Title	Date
	Langston University, Proceedings, April 2010. http://www.luresext.edu/goats/library/field/sahs10.pdf	
Selected Papers: Southern Ag Econ Association Annual (SAEA) meeting, Orlando, Florida	<p>Boyer, Chris N. , Wade Brorsen, John Solie, W.R. Raun . “Profitability Of Conventional Vs. Variable Rate Nitrogen Application In Wheat Production.” SAEA Selected Paper.</p> <p>Duke, Jason , Francis Epplin. “Use Of A Producer Survey To Reconcile Differences In Experiment Station Yield Estimates.” SAEA Selected Paper.</p> <p>Haque, Mohua, Francis Epplin. “Optimal Switchgrass Harvest Strategies Accounting For Yield And Nitrogen Requirement Differences By Month Of Harvest.”</p> <p>Lee, Yoonsuk, Clem Ward, Wade Brorsen . “Relationships Among Prices Across Alternative Marketing Arrangements For Fed Cattle And Hogs.”</p> <p>Pruitt, J. Ross and Kellie Curry Raper. “Trading Down? The Impact of Recession on Meat Consumption”.</p> <p>Sand, Shannon R., Kellie Curry Raper and Doug McKinney. “Constraints to Value-Added Management Practice Adoption for Cow-Calf Producers”.</p> <p>Tumusiime, Emmanuel, Wade Brorsen, Jagadeesh Mosali, Jim Johnson, James Locke, J. T. Biermacher. “Determining Optimal Level Of Nitrogen Fertilizer For Ryegrass Pasture Using Random Parameter Models.”</p>	February 7-9, 2010.
Selected Posters	Raper, Kellie Curry and J.J. Jones. “Meat Goat Market Options for Oklahoma Producers: Increasing Knowledge and Accessibility.” SAEA Annual Meeting, Orlando, Florida. February 7-9, 2010.	
Fact Sheets & Current Reports	<p>DeVuyst, E.A., F. Epplin, D. Peel, K. Taylor, G. Horn and D. Lalman, 2009. “Oklahoma Wheat Stocker Purchase Planner Decision Aid User’s Manual,” Oklahoma Cooperative Extension Service Factsheet AGEC-259. Available at http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-6005/AGEC-259web.pdf.</p> <p>DeVuyst, Eric A., Francis Epplin, Derrell Peel, Karen Taylor, Gerald Horn, and David Lalman. Oklahoma Wheat Stocker Purchase Planner. Oklahoma Cooperative Extension Fact Sheet AGEC-259. September 2009. http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-6494/AGEC-259web.pdf.. Software available at www.beefextension.com, click on “Stocker Cattle”, then on</p>	

4. Publications		
Identification	Title	Date
	<p>“Calculators”, and then on “Program” following the Oklahoma Wheat Stocker Purchase Planner Decision Aid line.</p> <p>DeVuyst, Eric A., Francis Epplin, Thomas F. Peeper, and Mark C. Boyles. Oklahoma Canola Systems vs. Continuous Wheat Budget Comparison. Oklahoma Cooperative Extension Fact Sheet AGEC-257. July 2009. http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-6339/AGEC-257pod.pdf</p> <p>Doye, Damona and Roger Sahs. “Oklahoma Farm and Ranch Custom Rates, 2009-2010.” Oklahoma Cooperative Extension Service, CR-205, March 2010. http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-6752/CR-205%202009-2010web.pdf</p> <p>Ferrell, S. 2009. "Legal Land Descriptions in Oklahoma." Department of Agricultural Economics Fact Sheet AGEC-9407.</p> <p>Ferrell, S., D. Adams, M. Kizer, D. Engel, C. Ott. ““Oklahoma Diffuse (“Runoff”) Water Law and Rules.” Department of Agricultural Economics Fact Sheet AGEC-1021. 2009.</p> <p>Ferrell, S., D. Adams, M. Kizer, D. Engel, C. Ott. :Understanding the Different Kinds of Water Addressed by Oklahoma’s Water Law.” Department of Agricultural Economics Fact Sheet AGEC-1018. 2009.</p> <p>Ferrell, S., D. Skipper, B. Jackson. "Oklahoma On-Farm Biodiesel Production Regulatory Guide." Department of Agricultural Economics Fact Sheet AGEC-1020. Forthcoming.</p> <p>Ferrell, S., D. Skipper, B. Jackson. "Oklahoma On-Farm Ethanol Production Regulatory Guide." Department of Agricultural Economics Fact Sheet AGEC-1019. Forthcoming.</p> <p>Wright, Sarah, Jeff Edwards, Chad Godsey, Jeff Vitale, Francis Epplin, Randy Taylor. Conservation Tillage in Oklahoma: Perceptions and Demographics of Producers. Oklahoma Cooperative Extension Report E-1019. January 2010. Available at: http://osufacts.okstate.edu/docushare/dsweb/Get/Document-6680/E-1019%20Conservation%20Tillageweb.pdf</p>	
Spreadsheets	<p>Campiche, Jody, Mike Dicks, Larry Sanders. “2010 Acre/Dcp Decision Tool.” OSU Extension , 2010.</p> <p>DeVuyst, E.A., F. Epplin, D. Peel, K. Taylor, G. Horn and D. Lalman, 2009. “Oklahoma Wheat Stocker Graze Out Decision Aid,” Oklahoma Cooperative Extension Service.</p>	

4. Publications		
Identification	Title	Date
	<p>Spreadsheet available at: http://agecon.okstate.edu/faculty/publications/3443.xlsm</p> <p>DeVuyst, E.A., K. Curry Raper, D. Doye, and D. Lalman. 2009. "Oklahoma Beef Calf Retention Decision Aid," Oklahoma Cooperative Extension Service. Spreadsheet available at: http://agecon.okstate.edu/faculty/publications/3445.xlsm.</p> <p>DeVuyst, Eric A., Francis Epplin, Derrell Peel, Karen Taylor, Gerald Horn, Dave Lalman. Oklahoma Wheat Stocker Spreadsheet Decision Aid. Oklahoma Cooperative Extension Fact Sheet AGECE-258. August 2009. http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-6449/AGECE-258web.pdf. Software available at www.beefextension.com, click on "Stocker Cattle", then on "Calculators", and then on "Program" following the Oklahoma Wheat Stocker Spreadsheet Decision Aid line.</p> <p>Falconer, Larry, Damona Doye, Roger Sahs. "Cow Bid Price Estimate Calculator." OSU Ag Econ Department & Texas AgriLife Extension, 2010.</p>	
Working Papers	<p>Doye, D. and Lori Shipman. "Quicken 2010 for Farm Financial Records." Self-Study Guide and Workshop Notebook for Quicken 2010. OSU mimeo-. November 2009. Agecon.okstate.edu/quicken/manual</p>	
Professional Papers	<p>Aravindhakshan, Sijesh C., Francis M. Epplin, and Charles M. Taliaferro. "Economics Of Switchgrass And Miscanthus Relative To Coal As Feedstock For Generating Electricity. Biomass and Bioenergy." In press and available on line.</p>	
Extension Circulars	<p>Ferrell, S., D. Adams, M. Kizer, D. Engel, C. Ott. "Oklahoma Water Law Handbook." Department of Agricultural Economics Circular E-1016, 2009.</p> <p>Ferrell, S., D. Adams, M. Kizer, D. Engel, C. Ott. Oklahoma Stream Water Law and Rules." Department of Agricultural Economics Circular E-1017. 2009.</p> <p>Ferrell, S., D. Adams, M. Kizer, D. Engel, C. Ott. Oklahoma Groundwater Law and Rules." Department of Agricultural Economics Circular E-1018. 2009.</p> <p>Sahs, Roger. "Vineyard Economics", Handbook of Oklahoma Vineyard Establishment and Management. Oklahoma Cooperative Extension Service, E-1015, December 2009.</p>	

4. Publications		
Identification	Title	Date
Popular Press & News Releases	Klinefelter, D. and D. Doye. "Ag Finance Outlook." Farmer-Stockman magazine. January 2010.	
	St. Pierre, E. and D. Doye. "Start the New Year Off on the Right Foot: 6 Steps to Becoming More Organized." Paisley magazine. January 2010.	

Weather, Growing Conditions & Miscellaneous Notes:

From Ron Hays June 8 Report:

"Wheat Harvest in Oklahoma is Now 12% Done- The Latest Oklahoma Crop Weather Update

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The latest Crop Weather Update for the state of Oklahoma talks of the hot weather conditions that were in place this past week. "As the wheat harvest continued across Oklahoma last week, temperatures continued to rise throughout the State. Temperatures exceeded 100 degrees in the West Central, North Central and Southwest Districts with averages in the high 70's and low 80's. The heat was accompanied by minimal rainfall with only the Northeast District receiving more than an inch of rain and five districts averaging less than a quarter inch. Topsoil moisture ratings continued to decline from the week prior, rated mostly in the adequate to short range. Subsoil moisture conditions decreased less but were also mostly rated in the adequate to short range."

"Wheat harvest is off to a good start in most areas of the State and is anticipated to increase significantly in the coming week. Small grain conditions continued to rate mostly in the good to fair range, with 13 percent of wheat, five percent of oats and 15 percent of rye rated excellent. Ninety-two percent of wheat had reached the soft dough stage by week's end, up nine points from the previous week but three points behind normal. Twelve percent of the wheat was harvested by week's end, four points ahead of last year but 11 points behind normal."

For the row crops- "Conditions have been favorable for both fieldwork and growth of row crops with corn, peanuts and cotton all rated mostly in the good to fair range. Corn emerged increased two points from the previous week to reach 89 percent, seven points behind normal. Seedbed preparation for sorghum reached 95 percent complete, eight points ahead of the five-year average. Both sorghum planted and sorghum emerged increased seven points from the week prior to 70 percent and 39 percent, respectively. Soybean seedbed preparation reached 92 percent complete, 10 points ahead of normal. Sixty-eight percent of the soybeans were planted by Sunday, an increase of 14 points, while half of the crop had emerged, 11 points ahead of the five-year average. Peanuts planted reached 95 percent complete while 77 percent of the crop had emerged, both slightly ahead of normal. Cotton planted increased 18 points from the week prior to 82 percent complete, nine points ahead of the five-year average. Cotton emerged increased significantly to 64 percent, eight points ahead of normal."

#### Slow Motion Train Wreck for Wheat Farmers- Selling Your Wheat From the 2010 Harvest

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There seems to be a double whammy hitting wheat farmers as we harvest the 2010 winter wheat crop. While we have had consistent reports of excellent test weights and decent yields, some of the early quick checks of protein that we have had to date so a crop that is lacking in protein, significantly below the 12% protein that our export market is demanding. According to Mark Hodges with the group Plains Grains, "the Gulf is not accepting wheat under 12% protein (lack of bids below 12 and lack of export sales), this has put receiving/shipping facilities in the Southern Plains under extreme stress." The uncertainty that this is providing is hitting the prices that local elevators are willing to offer to those that want to sell their wheat over the scales. "Receiving facilities are very uncertain at this point how much they may be discounted for protein in the marketplace and in an effort to protect themselves are discounting protein to the producer (by location and facility- there appears to be no uniform

schedule). With the current situation there will be little movement of wheat and not enough space available for storage (if they have to go to ground storage the basis will widen even further). The current word from several receiving facilities as we pull samples is no matter what happens this year they will have protein discount schedules next year."

Some elevators are simply posting a much lower wheat price- according to the Oklahoma Department of Ag listing of daily wheat prices- Frederick now stands at \$2.97 a bushel, while much of central Oklahoma is at \$3.27 a bushel. The Gulf Bid has dropped more than eighty cents since the first of May, and is over three dollars a bushel less than early June of 2009.

Protein is not the only problem- there are steep discounts facing producers that bring wheat in that has foreign material in it- feral rye, cheat or wild oats for example. Farmers could lose fifteen to twenty percent of the value of the wheat they bring in if weeds are a problem. "

**NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE
Spring 2010**

State: South Dakota

1. Staffing Changes			
Type (a)	Name	Effective Date	Area of Responsibility
N	Lynn Carlson	Spring 2010	County Ext Educator Mrkting.Mgmt

(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
Web page	n	Changing web page via SDSU requirement	
Reporting	n	Moving to digital measures	

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

3. Successful Activities
Estate Planning and farm transitions
Livestock Insurance
FSA Borrower Training and related issues with Native American and financing
Agricultural land tax assessment in cooperation with SD Department of Revenue

4. Publications		
Identification	Title	Date

Weather, Growing Conditions & Miscellaneous Notes:
Slow Spring but everything in and growing for most of the state

MISCELLANEOUS NOTES:
Terrible computer problems