



Agri-Scope

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Management Academy for Farmers

School will be in session for farmers wanting to better educate themselves on sound business management practices during **Purdue Management Academy: Target 2015**. The new program takes place Feb. 18 and 25 and March 4 and 11 at seven locations across Indiana, including Plymouth and Morocco in Northern Indiana. It is sponsored by Purdue University Extension and the North Central Risk Management Education Center.

Producers of family-owned, multigenerational agricultural operations are the intended audience. Tools, resources and a network will be provided for producers to create a strategic business management program targeting 2015. According to a Purdue Extension survey in 2008, producers are requesting more information on product and enterprise diversification strategies, marketing plans and strategies, business and strategic planning, employee management and transition, and estate planning.

The goal of the Academy is to provide a top-notch management education program for producers in Indiana who have multiple family members or employees in the operation. The *plus* is that they can participate right here in Indiana.

Session titles and topics include:

- Feb. 18, "Strategic Business Planning" - Positioning the farm business, mission and vision statements, goal setting and measurement, business plan development, and standard operating procedures.

Important Dates to Remember

Feb. 18, 25,	March 4, 11 Management Academy	March 4, 11, 18, 25	Fruit Production Series
Feb. 18 & 19	Irrigated Corn Workshop	March 3	Regional Dairy Meeting
Feb. 20	SWCD/Row Crop Mtg.	Feb. 17, 18	
Feb. 23	Crop Insurance Mtg.	March 3, 4	Regional Goat Meeting
Feb. 23 & 24	Row Crop Ag Days	March 5	Estate & Family Bus. Planning
Feb. 24 & 25	Women in Ag Conference	March 9	Crop Management Workshop
Feb. 25	Marketing & Crop Ins. Mtg.	June 24-26	Red Power Roundup
Feb. 25 & 26	Mint Growers Meeting		

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 Extension Service

Purdue University, Indiana
 Counties and U.S. Department
 of Agriculture Cooperating
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- Feb. 25, "Gathering and Utilizing Financial Information" - Measuring profitability, managing debt, using management accounting to link financial performance analysis, benchmarks and trends in financial information, and farm size.
- March 4, "Human Resources" - Enhancing work force productivity and job satisfaction, communicating with family members, and communicating with stakeholders.
- March 11, "Marketing and Risk Management" - Developing a strategic marketing plan, why farm operations need public relations plans, training the next general manager and managing the farm in turbulent times.

Sessions will be conducted by a combination of Internet protocol (IP) video broadcasts and live speakers at workshop locations. Keynote speakers appearing by IP video include Purdue agricultural economists Corinne Alexander, Mike Boehlje and Allan Gray; Robert Milligan of Dairy Strategies LLC; and Dick Wittman of Wittman Consulting. Other presentations will be made by local Purdue Extension educators and agricultural professionals.

Program times will be the same all four days. Sites hosting the program closest to La Porte farmers are:

- Marshall County - 304 Marshall County Building, 112 W. Jefferson St., Plymouth from 9:30 a.m. to 4 p.m. EST.
- Newton County - 4117 S. 240 W., Suite 600, Morocco, from 8:30 a.m. to 3 p.m. CST.

Registration is \$150 per person and includes program materials and meals. Registration for additional members from the same farm operation or family is \$125. A program brochure with additional information and registration form is available online at www.extension.purdue.edu/laporte. Further details also are available by contacting Gene Matzat, La Porte Co. Extension Educator at 219-324-9407, ematzat@purdue.edu.

Managing Irrigated Corn Workshops

Farmers, irrigators and agribusiness personnel can learn more about managing irrigated corn at winter workshops to be held in February at four locations in northern Indiana.

Presentations are designed to help participants improve their bottom line by better managing their irrigation systems.

Specific topics (and speakers) include: *Agronomic Practices for Irrigated Corn* (Bob Nielsen, Purdue Extension corn specialist); *Nutrient Management for Irrigated Corn* (Jim Camberato, Purdue Extension fertility specialist); *Irrigation Basics for Corn Production* (Lyndon Kelley, Michigan State University/Purdue Extension irrigation specialist); *Irrigation Related Cost-Share Programs for Farmers* (presented by the local Natural Resources Conservation Service or Soil and Water Conservation District representatives)

The workshops will be presented at the following times and locations:

- Thursday, Feb. 18, 1-4 p.m. EST – Goshen: Martin Room, Elkhart County Community Center, Elkhart County Fairgrounds, Gate 2, 17746-D County Road 34
- Thursday, Feb. 18, 6-9 p.m. EST – South Bend: St. Joseph County Farm Bureau Building Meeting Room, 5605 U.S. 31 South
- Friday, Feb. 19, 9 a.m. to 12 p.m. (EST) – Plymouth: Marshall County Extension Office, 3rd Floor, 112 W. Jefferson St.
- Friday, Feb. 19, 1-4 p.m. CST – Wanatah: Pinney-Purdue Ag Center, 11402 S. County Line Road

Participants should register to Purdue Extension – LaPorte County by Feb. 16 and can do so by mailing a registration form to 2358 N. U.S. 35, LaPorte, or by calling 219-324-9407. Registration also can be done by e-mailing Matzat at ematzat@purdue.edu or by directly contacting any of the Purdue Extension offices in the counties hosting workshops.

Certified Crop Adviser Continuing Education Units (CEUs) will be available. Commercial pesticide applicator points (3 CCHs) have also been approved.

The registration form is available for download at www.extension.purdue.edu/laporte and the registration form and additional irrigation resources also are available at <http://www.msue.msu.edu/stjoseph>.

La Porte SWCD and Row Crop Annual Meetings



You are cordially invited to the joint 2010 Annual Meetings for LaPorte County Soil and Water Conservation District (SWCD) and LaPorte County Row Crop Food Producers Team on Saturday, February 20 at the Best Western LaPorte Hotel and Conference Center. Registration begins at 11:30 a.m. CST and lunch will be served at noon. Business meetings for each organization and elections will follow the delicious buffet meal.

The featured speaker for this event will be Jill Hoffman of Empower Results, LLC. Jill will describe her team's work with community stakeholders and watershed groups to bridge people with resources, guide productive public involvement in the planning process, and facilitate people-focused solutions for difficult environmental issues. Jill will also describe innovative ways that show how cooperation between parties who deal with water (government agencies, private individuals and organizations) leads to better water quality because "we all live downstream."

Tickets are \$10.00 each and can be purchased from either the SWCD office or the Extension office. RSVP by Friday, February 12. Call the SWCD office for more information at 219-362-6633 ext. 3. Row Crop will also be accepting 2010 dues at this time.

La Porte Soil & Water Conservation District Annual Tree Sale



Every year, LaPorte SWCD provides tree seedlings to the public at an affordable price. Order forms are mailed in early January to citizens on their mailing list. Order forms are also provided through the local papers, Courthouse bulletin board, Al's Supermarkets stores or by contacting the SWCD at 219-362-6633 Ext. 3. Orders will be accepted until March 31, 2010. Tree Sale Pick-up will be Saturday, April 24, 2010 in the Conservation Building located at the LaPorte County Fairgrounds.

The Tree Sale catalog provides tree species information for available evergreens, shrubs and deciduous trees, including mature height, growth rate, soil moisture and sunlight needs, plant products (flowers, nuts, seeds, fruit or cones) and uses for environmental improvement or landscape benefits. Besides ordering individual species (5 or 10 seedlings per bundle), citizens may order combination packets for homeowner, wildlife or pond uses.

Is your yard full of trees that were planted in years past? How about trying something new? The SWCD is now offering native plants, grasses, and wildflowers. Native prairie plant kits (plugs) are available to improve habitat for butterflies and songbirds and for use in prairies, rain gardens, shaded areas and wetlands. A Midwestern wildflower seed mix is also available (one seed tube covers an area of 100 sq. ft.). The need for education about native plants and invasive plant species has grown. The LaPorte SWCD continues to support native planting through conservation practices, rain gardens, and butterfly gardens.

La Porte SWCD staff will also be offering educational workshops during the Tree Sale pick-up day. A booklet entitled, *Your Yard, Your Trees: A Homeowner's Guide*, is available from the SWCD for \$5. This book provides information about trees, how to identify them,

how to decide which trees are right for you, planting and maintenance. Check the La Porte SWCD website at www.laporteswcd.com for additional information!

If you would like to be on the La Porte SWCD mailing list to receive Tree Sale information, please e-mail Noelle Conklin at Noelle.Conklin@in.nacdn.net or call her at 219-362-6633 Ext. 3.

Remember trees help! They beautify our environment, increase property values, and help us save money.

Crop Insurance Meeting

La Porte Insurance is hosting a Crop Insurance Informational Meeting on Tuesday, Feb. 23, from 6:30 to 8:00 p.m. CST at the Best Western Hotel and Conference Center located at 444 Pine Lake Avenue in La Porte. A representative from Rain and Hail Insurance Company will discuss changes in the program for the upcoming farm season. Please RSVP by Friday, Feb. 19 to reserve your spot – call T. J. Hague, Agent, at (219) 324-2600. The meeting is free and refreshments will be served.

Row Crop Ag Days

The **Row Crop Ag Days** will be **February 24th and 25th** at the **LaPorte National Guard Armory**. There will be sign-up sheets for work details at the Row Crop/SWCD annual meeting. If you would be interested in helping with this annual introduction to La Porte County agriculture to nearly 800 LaPorte County young people, please contact the Purdue Extension – La Porte County office at 324-9407.

Midwest Women in Ag Conference

Farm women can stay updated on changes in the industry by attending the 2010 Purdue Women in Agriculture Conference. The conference will be held Feb. 24-25 at the Hilton North in Indianapolis located at 8181 N. Shadeland Avenue. The conference begins at 10:30 a.m. the first day and

8:30 a.m. the second day. Registration on both days will be prior to the beginning times.

Participants can choose a topic from among the five workshop sessions to attend. They range from health care and insurance to organic foods, ag and the media to social media, USDA programs to farm succession planning.

Conference registration is \$140 for both days and \$115 for one day. A downloadable registration form is available at the Purdue Women in Ag Team Website located at <http://www.agriculture.purdue.edu/wia/>. Checks should be payable to the Wayne County Education Fund and mailed with the registration form to Midwest Women in Ag Conference, Wayne County Extension Office, 401 E. Main St., Richmond, IN.

Marketing & Crop Insurance Meeting

Cargill is hosting an informational meeting on Thursday, Feb. 25 at 3:00 p.m. CST at the Silver Palace located at 1719 State Street in La Porte. The meeting will feature Dr. Steve Johnson, Farm Management Specialist from Iowa State University Extension. Topics will include 2010 crop supply/demand and price outlook; pre-harvest marketing tools and strategies; 2010 crop insurance overview; SURE and ACRE program review. Please RSVP by Monday, Feb. 22, by calling the Burns Harbor office of Cargill at (800) 552-3482. Light afternoon snacks will be served.

Mint Growers Meeting

The 2010 Midwest Mint Growers Meeting will be held Feb. 25-26, 2010, at the University Plaza Hotel in West Lafayette, IN. The Indiana Mint Council has put together a program that will offer interesting talks on a variety of topics and we will be enjoying a nice buffet dinner on Thursday night. After dinner, Dr. Fred Whitford, Director of Purdue Pesticide Programs, will be speaking about “*communicating your interests to non-farmers.*” For more information, contact Jerry Fankhauser at 765-494-8368 or email fankhaus@purdue.edu. You can also download a registration brochure at www.extension.purdue.edu/laporte; look under “Ag & Natural Resources” section.

Fruit Production Series Offered for Backyard Growers

Adventures in Backyard Fruit

Production is a series of educational seminars that offers opportunities to learn about modern fruit production practices.

The school will take place from 8:30-10:30 a.m. EST on March 4, 11, 18 and 25 and April 1, with a sixth session to be announced. The program will be held at 25 sites around the state, including Purdue Extension – La Porte County using Webinar broadcasts. Participants also have the option to access the sessions from home via a high-speed Internet connection.

Each date will feature a two-hour session that covers a topic important to fruit growers. The agenda includes:

- March 4 - Session 1: Assessing personal goals and learning how and where to begin fruit production.
- March 11 - Session 2: Growing tree fruit such as apples, pears and peaches.
- March 18 - Session 3: Growing small fruit such as grapes, strawberries, red and black raspberries, blackberries, and blueberries.
- March 25 - Session 4: Harvest, storage, preservation and use of fruit.
- April 1 - Session 5: Overview of crop protection using pest management and discussion of organic fruit production.
- Session 6, on a date to be announced, will be a hands-on workshop in pruning and training fruit led by local Extension educators.

Purdue presenters include associate professor Peter Hirst and professor Bruce Bordelon, Department of Horticulture and Landscape Architecture; Linda Souchon, educator, Purdue Extension Johnson County; Rick Foster, professor and Extension coordinator for pest management, Department of Entomology; and Janna Beckerman, assistant professor, Department of Botany and Plant Pathology. Participants also will hear advice from successful fruit growers. Richard Hayden, professor emeritus, will introduce the series

with a historical perspective on fruit culture and provide background on the basics of successful fruit culture.

The series will be especially beneficial for beginning growers. Growers need to make sure they have the right plants for their site and that they plant them in a way the plants will thrive. Growers may appreciate not only the many joys of home fruit production, but also the occasional challenges, limitations and responsibilities.

The school will also provide information for more experienced growers, such as varieties of fruit available for Indiana culture and pest control considerations. Private applicator and commercial pesticide applicator credits will be available.

The school is sponsored by Purdue Extension and North Central Sustainable Agriculture Research and Education.

Registration is \$50 per person for all sessions or \$15 per person for an individual session. The fee includes all handouts and resource materials. A \$10 per person late fee will be added after Feb. 26.

For more information regarding program content, or how to register, contact Purdue Extension – La Porte County at 219-324-7904. A full brochure is available at www.extension.purdue.edu/laporte.

Dairy Meetings Help Producers Face Industry Challenges

The dairy industry has dealt with its fair share of challenges over the past year, so the 2010 Purdue Extension Regional Dairy Meetings will address the issues and give producers tips and tools for dealing with areas on the dairy farm that are difficult to manage.

"Dairy producers have seen extremely difficult times this past year," said Mike Schutz, Purdue Extension dairy specialist. "Milk prices have been well below the cost of production. Prices are better now than they were last year, but they still haven't reached the cost of production for some farms. The regional meetings will help producers deal with that."

The closest regional meeting for La Porte dairy farmers will be March 3 at the Elkhart County Fairgrounds, 17746-E County Road 34, Goshen; the meetings start with registration at 9 a.m. EST (8 a.m. CST) and conclude at 2:30 p.m. (1:30 p.m. CST).

In Goshen, participants will hear the following presentations:

- "Getting Them Back on Their Feet—Lameness Treatment and Prevention," Kent Ames, Michigan State University veterinarian.
- "Reproductive Management Issues Facing the Dairy Industry," Allen Bridges, Purdue Extension animal reproduction specialist.
- "Determining Economically Optimal Reproductive Management Programs," Nicole Olynk, Purdue Extension agricultural economist.

As part of his presentation on reproduction, Bridges also will focus on the effects of vomitoxin and zearalenone contaminated corn on dairy cows—something producers, especially in the northern part of the state, have been dealing with. Both toxins can cause reduced fertility if fed to dairy cattle in high quantities.

"We want participants to walk away from these meetings with some tools to make their dairy operations more profitable through better management practices," Schutz said.

In addition to the presentations, both Schutz and Tamilee Nennich, Purdue Extension nutrition management specialist, will be on hand at each location to talk with producers and answer any questions they may have.

Registration for any of the five locations is free for Indiana Professional Dairy Producers (IPDP) members. Additional family or farm members of IPDP members can register for \$10 each. Non-member registration is \$20 per person. Fees include meeting handouts and lunch.

Registration deadline is Feb. 26. For more information, or to download a brochure, visit <http://www.ansc.purdue.edu/events/2010RegionalMeetings.pdf>, or contact Schutz at 765-494-9478, mschutz@purdue.edu.

The Purdue Extension Dairy Team and IPDP sponsor the meetings in partnership with the Indiana Forage Council. Sponsors represented at the meetings will be the Allied Industry members of IPDP: Milk Promotion Services of Indiana, Indiana Soybean Alliance, Indiana Corn Marketing Council, Dairy Farmers of America, Boehringer-Ingelheim and Zeeland Farm Services.

Purdue Regional Goat Meetings Cover Feeding and Grazing

The Purdue University Regional Goat Meetings will be held at 6:30 p.m. EST Feb. 17 and 18 and March 3 and 4 at four locations around Indiana.

Mike Neary, Purdue Extension small ruminant specialist, will speak on feeding programs for meat goats. Regional grazing specialists from the U.S. Department of Agriculture's Natural Resources Conservation Service will speak on grazing programs. The meetings in the north half of Indiana will take place at the following locations:

- March 3 - Greencastle Courthouse Annex Building, 209 Liberty St., Greencastle
- March 4 - Topeka Livestock Auction-Beef Arena, 601 E. Lake St., Topeka

Mark Kepler, educator, Purdue Extension Fulton County and coordinator of the meetings, said the workshop is intended for producers with large or small operations and those who are considering raising meat goats.

"We're beginning to see the number of meat goats increasing in Indiana, and the numbers have increased nationwide over the last several years," Kepler said. "There's more demand for using on acreage and working with an animal that's smaller."

No registration is required. For more information, contact Kepler at 574-223-3397. Information on these programs can be seen at <http://www.extension.purdue.edu/anr/2010.htm#mar>.

Seminar for Estate and Family Business Transfer Planning

A program to help individuals, farmers, landowners and family businesses understand and make plans for the transfer of property interests is scheduled by Purdue Extension – Jasper County at Rensselaer, IN on March 5, 2010.

Estate and Family Business Transfer Planning includes many estate and business transfer topics. Gerry Harrison, Purdue Extension Farm Management and Ag lawyer will present the information and take questions. Gerry remains at the forefront of Purdue Extension Estate and Family Business Transfer Planning education for over 35 years.

This program will include basic and complex implications of various property ownership arrangements for estate and tax planning and transfer. Harrison will discuss methods of avoiding probate including: beneficiary designation, joint ownership, gifts, trusts, transfers at death, life and remainder interests.

Also included will be discussion of living wills, health care authority, wills, being without a will and Medicaid issues. Implications of income, gift and estate and Indiana inheritance tax will be discussed as well as business organization choices and buy-sell agreements.

Emphasis is on helping understand tax minimization by following the law, with the use of charitable transfers, including farm land conservation easements.

Pre-registration is required with a small fee. Registration is via the Purdue Extension – Jasper County Office. For a registration form, contact the program coordinator, Bryan Overstreet, at 219-866-5741 or email boverstr@purdue.edu or contact Gerry Harrison, toll-free at (888) 398-4636 ext. 44216 or direct dial Gerry on the West Lafayette Purdue Campus, 765-494-4216 or email: harrisog@purdue.edu.

You may access the registration form online at: <http://www.agecon.purdue.edu/extension/programs/index.asp> under “Estate and Family Business Transfer Planning.”

Crop Management Workshop

A crop management workshop featuring fertility, weed control, insect and disease issues will be held on Tuesday, March 9, at the CFS shop near La Crosse beginning with supper at 5:30 p.m. CST.

Topics and speakers will be: *Challenging Insects & Changing Traits for 2010*, Christian Krupke, Purdue Extension Entomologist; *Yield Robbers: Disease Bandits Strike Again*, Greg Shaner, retired Purdue Extension Plant Pathologist; *Nitrogen Management*, Dan Bladow, Dow Chemical; *Disease Prevention & Weed Control*, Dave Miatke, BASF; *Regulatory Topic*, Gene Matzat, Purdue Extension – La Porte Co.

Private applicators can receive credits for the recertification of their license (with \$10 fee and presentation of PA License at the meeting). Commercial applicator CCHs and Certified Crop Adviser CEUs have also been applied for.

Please register for the meeting by Friday, March 5, by calling CFS at 219-754-2262; ask for Doug Noveroske for more information about the subjects to be covered at the meeting.

New USDA Data Offers In-Depth Look at Organic Farming

The nation’s organic farms and ranches have higher average sales and higher average production expenses than U.S. farms overall, according to results of the 2008 Organic Production Survey released today by the U.S. Department of Agriculture’s National Agricultural Statistics Service. “This was USDA’s first wide-scale survey of organic producers, and it was undertaken in direct response to the growing interest in organics among consumers, farmers, businesses, policymakers and others,” said Agriculture Deputy Secretary Kathleen Merrigan. “The information being released today will be an important building block for future program and policy development.”

The survey counted 14,540 U.S. farms and ranches that were either USDA certified organic or were exempt from certification because their sales totaled less than \$5,000. These operations comprised 4.1 million acres of land, of which 1.6 million acres were harvested cropland and 1.8 million acres were pasture or rangeland.

While there were organic farms or ranches in all 50 states, nearly 20 percent of the operations were in California. California also led the nation in organic sales, with \$1.15 billion – or 36 percent of all U.S. sales. Nationwide, 2008 organic sales totaled \$3.16 billion, including \$1.94 billion in crops sales and \$1.22 billion in sales of livestock, poultry and their products.

The nation's certified and exempt organic farms had average sales and production expenses that were higher than those of U.S. farms overall. Organic operations had an average of \$217,675 in sales, compared with \$134,807 for all farms as reported in the 2007 Census of Agriculture. Production expenditures averaged \$171,978 per organic farm, compared with the nationwide average of \$109,359 for all farms.

Most U.S. organic producers sold their products locally, with 44 percent of sales taking place less than 100 miles from the farm. Nearly 83 percent of organic sales were to wholesale channels, including processors, millers and packers. Just over 10 percent of sales were direct to retail operations, including supermarkets. Only 7 percent of sales were direct to consumers, via farm stands, farmers' markets, community supported agriculture and other arrangements.

Survey respondents indicated that they face various challenges, including regulatory, production, management and marketing issues. Despite these challenges, more than 78 percent indicated that they plan to maintain or increase their organic production over the next five years.

Complete results of the 2008 Organic Production Survey are available at http://www.agcensus.usda.gov/Publications/2007/Online_Highlights/Organics/

Red Power Roundup

The 21st Annual Red Power Round Up will be held at the La Porte County Fairgrounds on June 24, 25 and 26, 2010. Sponsored by the International Harvester Collectors Club Northern Indiana Chapter 33, this popular event will feature all kinds of IHC tractors, Cub Cadets, daily field demonstrations and even a consignment auction and quilt contest.

According to Jerry Smoker of Wanatah, President of Chapter 33 and local host for the big event, "This show is a must see event for all persons interested in the history of Agriculture and International Harvester tractors, trucks, Cub Cadets and equipment. Even if you are favorable to other colors of equipment, you are still welcome to come out to the show and take a walk back in history."

Scheduled to do a couple of shows this year will be Max Armstrong and Orion Samuelson of WGN Radio fame. This will be the first time that Indiana has hosted this event since 1990, when the IHC was organized.

Registration information, a schedule of events and more can be viewed at the Chapter's website, www.ihcc33.org or you may click the link at the La Porte County Fair website, www.laportecountyfair.org.

