

FARM MANAGEMENT RESOURCE GUIDE
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IOWA STATE UNIVERSITY
ECONOMICS EXTENSION AND OUTREACH GROUP

TABLE OF CONTENTS

	<u>Page</u>
I. RISK AND FINANCIAL MANAGEMENT	3
A. Marketing	3
1. Dairy	3
2. Grain	4
3. Livestock	6
B. Insurance (Crop and Livestock)	7
C. USDA Commodity Programs	8
D. Crop and Livestock Economics	9
E. Global Agriculture	9
F. Financial Analysis (FINPACK)	11
G. Farmland and Building Leasing	12
H. Land Valuation	13
I. Farm Machinery Management	14
II. STRATEGIC AND BUSINESS PLANNING	14
A. Estate Planning/Intergenerational Transfers	14
B. Beginning Farmer Programs	15
C. Farm Organizational Structures	16
D. Agri-business	16
E. Income Tax Management	17
F. Farm Business Planning	17
G. Farm Succession Planning	18
H. Farm Entrepreneurship and Strategic Planning	19
III. ENVIRONMENTAL MANAGEMENT	20
A. USDA Programs (Environmental)	20
B. Crop/Livestock Economics Related to Environment	20
IV. NEW BUSINESS DEVELOPMENT	21
A. Value Added Agriculture	21
B. Sustainable and Alternative Agriculture	21
C. Renewable Energy and Energy Conservation	23
V. APPENDIX	24
A. Point of Contact for Farm Management and Ag Bus Field Spec	24
B. Notification of Farm Management Information Updates	25
C. Web site Resources	25

FARM MANAGEMENT RESOURCE GUIDE

This resource guide is intended for use by County Extension Office Assistants and County staff to determine subject matter expertise among farm management specialists.

While your point of contact Farm Management Specialist (see administrative coverage map at www.extension.iastate.edu/ag/fsfm/fsfarmmg.html) has the ability to answer most questions, in the event that point of contact farm management specialist is unavailable, this resource guide is designed to direct you to the Farm Management Specialist with the “Subject Matter Expertise (SME)” to best answer your question.

I. RISK AND FINANCIAL MANAGEMENT

Risk and financial management can be divided into seven areas: (1) marketing (dairy, grain, and livestock), (2) insurance, (3) USDA commodity programs, (4) general economics of crops and livestock, (5) global agriculture, (6) financial analysis/decision making, and (7) input management (farmland, buildings, people, and machinery). Marketing resources include general information and data on terms (such as basis), tools (such as options, futures, and contracts), and outlook. Insurance resources include terms and information on alternative insurance products (CRC, Revenue Assurance, CAT, etc.). The USDA commodity program area focuses on federal legislation and how producers should integrate the various program elements into overall farm decisions. Financial analysis/decision making includes information on financial statements, benchmarks for analysis, and financial analysis tools. Input management covers a wide variety of topics including farmland and building leasing, land valuation, human resource management, and farm machinery management. Information located under each area includes current and proposed educational programs as well as resources.

A. *MARKETING*

Although marketing products beyond corn, soybeans, hogs, cattle, and dairy occur in Iowa, these products comprise the vast majority of marketing within the State. Marketing resources include general information on price, basis, outlook, etc., educational programs and publications related to the marketing topic, and a listing of other organizations that deliver educational programs on the marketing topic.

1. Dairy marketing and economics

General information on milk prices, outlook, and other economic considerations for dairy producers

1. **Kristen Schulte** (kschulte@iastate.edu) and **Melissa O’Rourke** (morourke@iastate.edu) are our state leader contacts regarding dairy marketing and economics questions.

2. **ISUE Farm Economics Issues-Dairy Issues** (www.extension.iastate.edu/feci/dairy). This web site is a portal to many different web sites that provide marketing and dairy financial management information.

3. University of Wisconsin ‘Understanding Dairy Markets’ (<http://future.aae.wisc.edu/>). Provides a variety of dairy market news, prices and tutorials about dairy marketing. This page is maintained by Dr. Brian Gould University of Wisconsin-Madison. The Center for Dairy Profitability at the University of Wisconsin also provides a variety of materials about business management for dairy producers (<http://cdp.wisc.edu/>)

4. National Program for Integrated Dairy Risk Management Education & Research (<http://aede.osu.edu/programs/dairyRME>). This Ohio State University site provides dairy marketing education along with dairy risk management planning software.

2. Grain

General information on prices, basis, outlook, etc. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Dr. Chad Hart (chart@iastate.edu) Dr. Hart is our state leader contact regarding grain marketing. Field specialist contacts include Tim Eggers (teggers@iastate.edu), Tom Olsen (tolsen@iastate.edu), Steve Johnson, (sdjohns@iastate.edu) and Bob Wells (wellsjb@iastate.edu).

Dr. Hart’s web site (<http://www.econ.iastate.edu/faculty/hart/>) contains useful links to a wide variety of resources covering such topics as price forecasting, marketing, basis, market outlook and price risk management. These resources can be accessed with the following links.

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

Dr. Wisner's Crop Balance Sheets (www.extension.iastate.edu/agdm/info/outlook.html)

CME/Chicago Board of Trade/NYMEX (www.cmegroup.com/)

CARD's Iowa and Midwest Crop Basis Maps (www.card.iastate.edu/ag_risk_tools/basis_maps/)

ISU Extension's Iowa Farm Outlook (www.econ.iastate.edu/ifo/)

Latest USDA World Ag. Supply & Demand Estimates Report
(<http://www.usda.gov/oce/commodity/wasde/latest.pdf>)

USDA's Crop Progress Reports

(<http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1048>)

USDA's Crop Production Reports

(<http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1046>)

USDA's Acreage Reports

(<http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1000>)

USDA's Grain Stocks Reports

(<http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1079>)

USDA's Prospective Plantings Reports

(<http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1136>)

USDA's Crop Values Annual Summary Reports

(<http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1050>)

USDA's Agricultural Prices Summary Reports

(<http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1003>)

2. Marketing outlook web page - (www.econ.iastate.edu/ifo/). The marketing outlook page is a source for the outlook newsletter, published monthly by Dr. Chad Hart and Shane Ellis. This news letter features commentary on today's grain and livestock outlook and links to government reports affecting producers' grain and livestock pricing decisions, as well as cost of production and forecast of grain and livestock prices.

This site maintains a library of past outlook reports.

3. Farm economics: current issues (FECI) - (www.extension.iastate.edu/feci). The FECI web page refers users to ISUE and other land grant university sources. Marketing information can be found by clicking on "Grain and Livestock Marketing" located in the middle of the page. A resource unique to this site is a listing of Market Outlook sources sorted on the frequency of updating.

4. Market Information web page (www.extension.iastate.edu/Pages/markets/). This web page can be found on the Extension home page by clicking on "Markets" in the Extension Information column on the left hand side. Audio files of interviews, price comparisons, commodity reports, and futures prices links can be found on this page.

5. State Basis Graphs (www.card.iastate.edu/ag_risk_tools/basis_maps/). This interactive site of the Center for Agriculture and Rural Development allows producers to create a "basis" map. The maps can be used to compare both current and historical price differences between elevators in Iowa and the Chicago Board of Trade prices. This information is useful to producers in determining where the best price for their commodity is on a given day.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, web, workbook, etc.). Web courses utilize WebCT to deliver the content to participants, which offers interactive learning at flexible times.

1. Agricultural Management e-School (AMES) on-line home study course: Advanced Grain Marketing (AGM) – contact: Tim Eggers (teggers@iastate.edu). Participants learn the concepts and tools needed in order to develop a personal marketing plan. The class includes price trends, storage costs, cash marketing, futures and options. After completing the course, students should understand market fundamentals, supply and demand balance sheets, risk management tools, and market outlook information. Additional information can be viewed at www.extension.iastate.edu/ames/agm.htm.

2. Ag Decision Maker – contact: Ann Johanns (aholste@iastate.edu). Ag Decision Maker is a resource guide in its own right and is available on-line at: www.extension.iastate.edu/agdm. Specific contents related to grain marketing are available under Crops, Markets or on the Current Outlook and Profitability page (www.extension.iastate.edu/agdm/info/outlook.html). These files are an excellent resource for basic understanding of marketing and marketing tools.

3. Winning the Game Workshops – contact: Farm Management Field Specialist in your area. These 3-hour workshops were developed in cooperation with the Iowa Farm Bureau Federation and the University of Minnesota Center for Farm Financial Management. Workshops

feature simulated grain marketing activities and current seasonal price trends, crop insurance tools, basis, carry and cost of ownership information.

4. Opportunities: Managing Risks and Profits (www.econ.iastate.edu/agrisk). This web site has a wide variety of links regarding USDA market outlook, futures exchanges, crop insurance, weather, and other topics related to marketing and risk management.

5. Extension publications (<https://www.extension.iastate.edu/store/>). A variety of marketing publications can be found by clicking on Farm Management and Farm Marketing. The files are in pdf format and can be downloaded or printed. Publications PM1697 (a)-(c) are a good source of information on grain contracts.

Other organizations/agencies involved. There are other organizations that provide educational materials and programs directed at grain marketing. The Chicago Board of Trade (CME Group) has a wide assortment of marketing information and educational booklets on basis, futures, and options. The publications normally have to be ordered.

3. Livestock

General information on prices, basis, outlook, etc. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Shane Ellis – Shane Ellis is our state leader regarding livestock marketing. Field specialist contacts are Kristen Schulte (kschulte@iastate.edu) and Bob Wells (wellsjb@iastate.edu). The Iowa Farm Outlook & News web page - (www.econ.iastate.edu/ifo/) includes information on livestock economics (estimated livestock returns), marketing reports and papers, information on current topics, and a variety of links to pork and beef industry materials, the Iowa Beef Center, the Iowa Pork Industry Center, and other livestock data.

2. Marketing outlook web page (www.econ.iastate.edu/ifo/). The marketing outlook page includes primarily two items. The first is the outlook newsletter that Dr. Hart, Shane Ellis, Kristen Schulte, David Swenson, and Leisl Eathington publish once per month. The newsletter includes current topics related to various factors affecting the supply and demand for grain or livestock (which, in turn, affects the price). Topics presented include planning price forecasts, alternative marketing strategies, and factors impacting Iowa agriculture and economy.

3. Farm economics: current issues (FECI) - (www.extension.iastate.edu/feci). The FECI web page includes an enormous amount of relevant information. The marketing information can be found by clicking on "Grain and Livestock Marketing" located in the middle of the page. The site provides resources designed to help decision makers.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

1. Ag Decision Maker. Ag Decision Maker is a resource guide in its own right. Ag Decision Maker is available on-line at: www.extension.iastate.edu/agdm. Specific content related to

livestock marketing is found under Livestock, Markets or the Current Outlook and Profitability page (<http://www.extension.iastate.edu/agdm/info/outlook.html>).

2. Extension publications. A variety of marketing publications can be found by clicking on Farm Management and Farm Marketing. The files are in pdf format and can be downloaded or printed.

Other organizations/agencies involved. There are other organizations that provide educational materials and programs directed at grain marketing. The Chicago Mercantile Exchange has a wide assortment of marketing information and educational booklets on basis, futures, and options. The publications normally have to be ordered.

B. INSURANCE and RISK MANAGEMENT (CROP AND LIVESTOCK)

General information on crop and livestock insurance. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Dr. William Edwards (wedwards@iastate.edu) - Dr. Edwards is our state leader contact regarding crop insurance and other risk management questions; **Shane Ellis** (shanee@iastate.edu) is our state leader regarding livestock insurance and other livestock risk management questions.

2. Opportunities: Managing Risks and Profits (www.econ.iastate.edu/agrisk). This web site has a wide variety of links regarding USDA market outlook, futures exchanges, crop insurance, weather, and other topics related to marketing and risk management.

3. CARD web page (www.card.iastate.edu). This web site has assorted information on farm policy, LDP data and information, and livestock insurance.

4. USDA Risk Management Agency (www.rma.usda.gov) web site contains information on the risk management tools available from USDA. It also includes participation data, policies, tools and calculators, crop weather, publications, agent locator, and producer training opportunities.

Educational programs/publications include.

1. Ag Decision Maker. Ag Decision Maker has numerous resource files related to crop and livestock insurance and other risk management topics. Many of them have decision tools (spreadsheets) as well. Ag Decision Maker is available on-line at: www.extension.iastate.edu/agdm. Insurance information is available under Crops – Cost & Return or Livestock – Cost & Return

2. Extension publications. A variety of insurance publications can be found by clicking on the Farm Management heading. The files are in pdf format and can be downloaded or printed.

3. Agricultural Management E-School (AMES) offers on-line home study courses on grain (Advanced Grain Marketing), marketing that contain information on price risk management and revenue insurance.

Other organizations/agencies involved. There are other organizations that provide educational materials and programs directed at insurance including the Risk Management Agency (www.rma.usda.gov), National Crop Insurance Services (www.ag-risk.org/NCISPub.htm), the University of Illinois' Farmdoc site (www.farmdoc.uiuc.edu/cropins/index.html) and Kansas State University's AgManagerInfo site (www.agmanager.info/crops/).

C. USDA COMMODITY PROGRAMS

General information on farm policy. General information on USDA programs. The focus in the resource guide will be on web pages because they are easily accessible.

1. Dr. William Edwards (wedwards@iastate.edu), Dr. Chad Hart (chart@iastate.edu), Shane Ellis (shanee@iastate.edu), and Mr. Roger McEowen (mceowen@iastate.edu) - Dr. Edwards is our state leader contacts regarding general commodity program questions related to corn and soybeans, Shane Ellis related to livestock, and Roger McEowen related to tax and legal questions. Field specialist contact is Steve Johnson (sdjohns@iastate.edu).

2. CARD web page (www.card.iastate.edu). This web site has assorted information on the farm programs as they are becoming law and implemented and USDA commodity payments.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, web, workbook, etc.). Web courses utilize WebCT to deliver the content to participants, which offers interactive learning at flexible times.

1. Ag Decision Maker. Ag Decision Maker is available on-line at: www.extension.iastate.edu/agdm. Information files and decision tools (spreadsheets) are available under Crops, Costs and Returns, Government Programs. When relevant, a Farm Bill Information page is linked from the homepage with all available Farm Bill publications and links to other resources.

2. Advanced Grain Marketing and Financial Decision Making web courses – contact: Tim Eggers (tegggers@iastate.edu). One module in each course addresses how USDA commodity payments affect grain marketing and financial management.

3. Extension publications. A variety of financial decision making publications can be found by clicking on the Farm Management heading. The files are in pdf format and can be downloaded or printed.

4. Center for Agricultural Law and Taxation. The website of the Center for Agricultural Law and Taxation (www.calt.iastate.edu) contains relevant and timely information on agricultural commodity programs and agricultural policy in general.

D. CROP AND LIVESTOCK ECONOMICS

1. Mike Duffy (mduffy@iastate.edu) and **Shane Ellis** (shanee@iastate.edu) are our state leader contacts regarding crop and livestock economics. Field Specialists with subject matter expertise are Tim Eggers (teggers@iastate.edu) and Steve Johnson (sdjohns@iastate.edu) in crop economics, and Bob Wells (wellsjb@iastate.edu) in livestock economics.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

1. Ag Decision Maker. Ag Decision Maker is an excellent resource guide that has the crop and livestock budgets along with spreadsheets that users can use to create their own budgets, plus various articles and worksheets related to crop and livestock budgets. Ag Decision Maker is available on-line at: www.extension.iastate.edu/agdm. Budgets are listed under Crops, Cost & Return and Livestock, Cost & Return.

2. Iowa Beef Center (www.iowabeefcenter.org/) contains economic information related to cow-calf management, beef marketing, feedlot management, forage and grazing, drought management, and environmental management. There is also a link to the Cow-Calf Risk Management Series correspondence course which is designed to aid beef producers to develop risk management strategies dealing with production, financial, and marketing risk.

E. GLOBAL AGRICULTURE

General information on global agriculture and trade. General information can be found at a wide variety of sources. The focus in the resource guide will be on web sites because they are easily accessible. Campus contact is Chad Hart (chart@iastate.edu). Field specialist contact is Kelvin Leibold (kleibold@iastate.edu).

Information on Global Agricultural programs at Iowa State University can be found at (www.global.ag.iastate.edu). Other useful web sites are:

- 1. Exchange rate and currency converter** - www.x-rates.com
- 2. Glossary of international trade terms** - www.tradeport.org/index.php/library/trade-units-and-terms/124 ; www.itds.gov/xp/itds/toolbox/library/resource_documents/;
www.itds.gov/linkhandler/itds/toolbox/library/resource_documents/itds_acronyms.ctt/itds_acronyms.pdf
- 3. English to Metric conversions** - www.sciencemadesimple.net/conversions.html;
<http://www.extension.iastate.edu/agdm/wdmeasures.html>
- 4. Currency converter** - www.oanda.com/convert/classic
- 5. Agricultural Exchange rate data set from USDA** - www.ers.usda.gov/data/exchangerates/
- 6. A basic guide to exporting goods** - www.unzco.com/basicguide/index.html
- 7. Chicago Board of Trade** - www.cmegroup.com/trading/commodities/
- 8. A glossary of ag terms, programs and laws** - www.agriculture.house.gov/info/glossary.html
- 9. The CIA World Fact Book (country info)** - www.cia.gov/library/publications/the-world-factbook/index.html

10. **Outlook for USA agricultural trade from USDA** - usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1196
11. **World Ag Commodities Supply and Demand Estimates** - www.usda.gov/oce/commodity/wasde/index.htm
12. **American Soybean Assn. Trade Policies** - www.soygrowers.com/resolutions/default.htm
13. **American Soybean Assn. Export Promotion** - www.soygrowers.com/international/exports.htm
14. **US Grains Counsel Public Trade Policies** - <http://www.grains.org/index.php/key-issues/trade-policy>
15. **US Meat Export Federation** - www.usmef.org/
16. **Foreign Agricultural Services Ag Trade Data** - www.fas.usda.gov/commodities.asp
17. **USDA AG Trade Projections** - www.ers.usda.gov/Browse/TradeInternationalMarkets/CommodityTrade.htm
18. **US Foreign Ag Trade Data** - www.ers.usda.gov/data/FATUS
19. **Office of Foreign Trade** - www.ustr.gov
20. **Office of Foreign Trade - Agriculture** – www.ustr.gov/trade-topics/agriculture
21. **Cairns Group Ag Trading Block** - www.cairnsgroupfarmers.org/
22. **EU Ag Trading Block** - europa.eu/pol/agr/index_en.htm
23. **World Trade Organization** - www.wto.org/

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (face to face programs, paper, web, etc.).

1. **Understanding Global Trade – contact: Kelvin Leibold (kleibold@iastate.edu)**
Understanding Global Trade is a web based class to provide information on the impact of global trade. It focuses on six countries: Brazil, China, Germany, India, Ukraine and the United States. For availability and access contact Kelvin.
2. **Global Trade Workshop – contact: Kelvin Leibold (kleibold@iastate.edu)**
The global trade workshop has four components that look at the differences in crops grown, farm size and crop production in Brazil, China, Germany, India, Ukraine and the USA. The next component compares production expenses, transportation, land costs and markets. Another module looks at the farm programs and subsidies in the countries. The last component provides participants with the opportunity to trade commodities and experience exchange rate fluctuations. The program includes four activities and video of farming in these six countries
3. **Agricultural Marketing Resource Center.** AgMRC has information related to exports at http://www.agmrc.org/business_development/operating_a_business/exporting/
4. **Ag Decision Maker (www.extension.iastate.edu/agdm/)** has a useful spreadsheet for converting land area, yields, prices and volume measurement between English and metric units, and between currencies, under Whole Farm, Weights and Measurements.

F. FINANCIAL ANALYSIS (FINPACK)

General information on financial analysis/decision making. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Dr. Mike Duffy (mduffy@iastate.edu) is our state leader contacts regarding financial analysis and decision making questions. Field Specialist contact is Melissa O'Rourke (morourke@iastate.edu).

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, web, workbook, etc.). Web courses utilize WebCT to deliver the content to participants, which offers interactive learning at flexible times.

1. Agricultural Management e-School (AMES) on-line home study course: Financial Decision Making (FDM) – contact: Tim Eggers (teggers@iastate.edu). Participants learn the concepts and tools needed to develop a financial plan. Topics include financial statements, cash management, and financial decision-making. The instructional goal is to have all participants complete a financial packet for lenders. Completion of the FDM course fulfills the training requirement for Farm Service Agency borrowers. Additional information can be viewed at www.extension.iastate.edu/ames/fdm.htm.

2. Ag Decision Maker (www.extension.iastate.edu/agdm). Ag Decision Maker is an excellent resource website that includes specific contents related to budgeting and financial analysis. The financial section on Ag Decision Maker is www.extension.iastate.edu/agdm/wdfinancial.html. Electronic spreadsheets for developing farm financial statements and cash flow budgets are also available.

3. Extension publications. A variety of financial decision making publications can be found by at the ISU Publications Store (www.extension.iastate.edu/store/). The files are in pdf format and can be downloaded or printed.

4. Farm Financial Planning Program (FINPACK) – Experienced financial planners are available to consult with farm families, usually at no charge. The Associate listing is located at www.extension.iastate.edu/farmanalysis. For questions related to the Farm Financial Planning Associate program, please contact Dr. Mike Duffy (mduffy@iastate.edu).

G. FARMLAND AND BUILDING LEASING

General information on farmland and building leasing. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages or web-based documents because they are easily accessible.

1. Dr. William Edwards (wedwards@iastate.edu) and Roger McEowen (mceowen@iastate.edu) are our state leaders in farmland and building leasing topics. Dr. Edwards would have expertise in the general aspects of leasing whereas Roger McEowen would cover legal and income tax implications. Field specialist contacts regarding leasing are Tim Eggers (teggere@iastate.edu), and Kelvin Leibold (kleibold@iastate.edu).

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, web, workbook, etc.). Annual lease meetings are held around the state each summer. A site that includes materials from leasing meetings is www.extension.iastate.edu/feci/Leasing/vflm.html. Bob Wells (wellsjb@iastate.edu) conducts recreational lease meetings.

1. Ag Decision Maker. A large number of publications as well as related newsletter articles, lease forms, and decision tools (spreadsheets) are available on the Ag Decision Maker website (<http://www.extension.iastate.edu/agdm/wdleasing.html>) under Whole Farm, Leasing. Leasing meetings are usually held during the months of July and August. A link for “Leasing Meetings” is posted during this time on the AgDM homepage.

2. Agricultural Management e-School (AMES) on-line home study course: Farmland Leasing Agreements. Contact: Tim Eggers (teggere@iastate.edu). Participants learn about comparing different types of farm leases, negotiating leases terms, leasing buildings, resolving legal questions, and developing a fair lease agreement. Additional information can be found at www.extension.iastate.edu/ames/fla.htm. Web courses utilize WebCT to deliver the content to participants, which offers interactive learning at flexible times.

3. Extension publications. A variety of leasing and land valuation publications can be found by clicking on the Farm Management heading <https://www.extension.iastate.edu/store/>. The files are in PDF format and can be downloaded or printed. Additional Iowa State publications can be found at the FECI web site at www.extension.iastate.edu/feci/Leasing/publications.html.

4. NCR Publications. A variety of leasing publications can be ordered from Midwest Plan Service, under Farm Business Mgmt publications at www.mwps.org, under Farm Business.

5. Center for Agricultural Law and Taxation. The website of the Center for Agricultural Law and Taxation (www.calt.iastate.edu) contains relevant and timely information on agricultural leases and lease law in general.

H. LAND VALUATION

General information on land valuation. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages or web-based documents because they are easily accessible.

1. Dr. Mike Duffy (mduffy@iastate.edu) - Dr. Duffy is our state leader contact regarding land valuation. Field Specialist contact for land valuation questions is Jim Jensen (jensenjh@iastate.edu).

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, web, workbook, etc.). Web courses utilize WebCT to deliver the content to participants, which offers interactive learning at flexible times.

1. Farmland Valuation Surveys - Ag Decision Maker. Ag Decision Maker is an excellent resource guide that has the Iowa State University and Realtors surveys, historic land values going back to 1950, and various articles on land values under Whole Farm, Land Values. Links to current versions of the following surveys can be found at www.extension.iastate.edu/agdm/wdvalues.html.

- **Iowa State University Extension** - The survey is conducted annually around November 1 and mailed to 1,100 licensed real estate brokers. Usually around 500-600 responses are received with the results released around mid-December. County estimates are available from 1950 to present.
- **Federal Reserve Bank of Chicago**- Quarterly survey of ag lenders by state
- **Realtors Land Institute** - Semi-annual survey (March and September) that compares land classification by corn production and includes pasture and timber land

2. Agricultural Management e-School on-line home study course: Farmland Valuation – contact Tim Eggers (teggers@iastate.edu). Participants can learn about determinants of land values and analyzing farmland investments. Understand appraisal techniques and how farmland compares to alternative investments. For more detailed information go to www.extension.iastate.edu/ames/fo.htm.

3. Extension publications. A variety of leasing and land valuation publications can be found by going to Extension Publications at www.extension.iastate.edu/store/ and clicking on Farm Management. The files are in pdf format and can be downloaded or printed.

I. FARM MACHINERY MANAGEMENT

General information on farm machinery management. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Dr. William Edwards (wedwards@iastate.edu) - Dr. Edwards is our state contact regarding farm machinery management. Field Specialist contact is Kelvin Leibold (kleibold@iastate.edu).

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, web, workbook, etc.).

1. Ag Decision Maker. Ag Decision Maker is an excellent resource guide and is available on-line at: <http://www.extension.iastate.edu/agdm/cdmachinery.html>. Many publications, including the Custom Rate Survey, are available, plus related decision tools (spreadsheets) under Crops, Machinery.

2. Agricultural Management e-School offers an on-line home study course, Farm Machinery Economics – contact: Tim Eggers (teggers@iastate.edu). Participants can learn how to control machinery costs, analyze strategies for replacing machinery, and determine optimum machinery capacity. Compare owning, leasing, and custom hiring. More information is available at www.extension.iastate.edu/ames/.

3. Machinery Short Course – contact: Kelvin Leibold (kleibold@iastate.edu)
A three hour class on machinery management is available.

4. Extension publications. A variety of farm machinery management publications can be found by clicking on the Farm Management heading. The files are in pdf format and can be downloaded or printed.

5. NCR Publications. Publication NCR-615, Purchasing and Leasing Farm Equipment, is available from Midwest Plan Service at www.mwps.org. A Farm Machinery & Labor Sharing Manual (NCFMEC-21) is also available from Midwest Plan Service.

J. FARM AND AG LABOR MANAGEMENT

General information on farm and ag labor management. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Dr. William Edwards (wedwards@iastate.edu) - Dr. Edwards is our state contact regarding farm machinery management. Field Specialist contact is Melissa O'Rourke (morourke@iastate.edu).

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, web, workbook, etc.).

1. Ag Decision Maker. Ag Decision Maker is an excellent resource guide and is available on-line at: <http://www.extension.iastate.edu/agdm/wdothet.html>.

2. NCR Publications. Publication NCR-615, Purchasing and Leasing Farm Equipment, is available from Midwest Plan Service at www.mwps.org. A Farm Machinery & Labor Sharing Manual (NCFMEC-21) is also available from Midwest Plan Service.

II. STRATEGIC AND BUSINESS PLANNING

A. ESTATE PLANNING/INTERGENERATIONAL TRANSFERS

General information on estate planning and intergenerational transfers. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Roger A. McEowen, JD (mceowen@iastate.edu) – Roger McEowen is our state leader contact regarding estate planning and intergenerational transfers. John Baker (jrbaker@iastate.edu), lawyer with the Iowa Concerns Hotline, is another contact. Field specialist contacts are Kelvin Leibold (kleibold@iastate.edu) and Melissa O'Rourke (morourke@iastate.edu).

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

1. Estate Planning Course – Contact Kelvin Leibold (kleibold@iastate.edu) or **Melissa O'Rourke** (morourke@iastate.edu)

A two-hour course is available on estate planning. A six-hour day long workshop is also available, titled “Evaluating Your Estate Plan”.

2. Extension publications. A variety of estate planning/intergenerational transfer publications can be found by clicking on Farm Management under the Agricultural Production and Management heading. The files are in pdf format and can be downloaded or printed.

1. Estate Planning: Planning for Tomorrow - PM 993
2. Two Generation Farming series - PM 1474 (a) through (d)
3. Two Generation Dairy Cow Leasing - PM 1573
4. Farm Financial Planning Program description - PM 1775
5. So You Have Inherited a Farm - PM 1876

3. Ag Decision Maker. Ag Decision Maker is an excellent resource guide and is available on-line at: www.extension.iastate.edu/agdm. All of the above publications are available along with those listed below, plus other files and newsletter articles on estate and tax planning at: <http://www.extension.iastate.edu/agdm/wdbusiness.html>.

1. Estate Planning Terms - C4-50
2. Forms of Property Ownership - C4-51

3. Business Entities - C4-52
4. The Estate Settlement Process - C4-53
5. Powers of Attorney and Other Forms of Substitute Decision Making - C4-54
6. Farm Transfer Strategies - C4-55
7. Retirement Planning for Farm Families - C4-56
8. Iowa Inheritance Tax - C4-25
9. Estate Planning Goals - C4-58
10. Gift Tax - C4-23
11. Federal Estate Tax - C4-24
12. Trusts as an Estate Planning Tool - C4-59

4. Center for Agricultural Law and Taxation. The website of the Center for Agricultural Law and Taxation (www.calt.iastate.edu) contains relevant and timely information on estate planning and intergenerational transfers.

B. BEGINNING FARMER PROGRAMS

General information on beginning farmer programs. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Dr. Mike Duffy (mduffy@iastate.edu) - Dr. Duffy is our state leader contact regarding beginning farmer programs and the Professor-in-Charge of the Beginning Farmer Center (www.extension.iastate.edu/bfc). John Baker (jrbaker@iastate.edu), lawyer with the Iowa Concerns Hotline, is another contact. Dave Baker (baker@iastate.edu) is the Farm Transition Specialist for the Beginning Farmer Center. Field Specialist contact is Kelvin Leibold (kleibold@iastate.edu).

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

1. Beginning Farmer Center – website, www.extension.iastate.edu/bfc.

2. Extension publications. A variety of beginning farmer publications can be found by clicking on Farm Management under the Agricultural Production and Management heading. The files are in pdf format and can be downloaded or printed.

BFC 1 through 3 – Beginning Farmer fliers
 EDC 162c – Beginning Farmer Center
 PM 1876 – So You Have Inherited a Farm

3. Center for Agricultural Law and Taxation. The website of the Center for Agricultural Law and Taxation (www.calt.iastate.edu) contains relevant and timely information on beginning farmer programs.

C. FARM ORGANIZATIONAL STRUCTURES

General information on farm organizational structures. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Roger A. McEowen, JD (mceowen@iastate.edu) – Roger McEowen is our state leader contact on legal and tax issues related to organizational structures. A state leader on advantages/disadvantages of cooperatives and other organizational structures is currently being hired.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

1. Extension publications. A variety of organizational structures publications can be found by clicking on Farm Management under the Agricultural Production and Management heading. NCR publications can be ordered from Extension Publications or Midwest Plan Service (www.mwps.org).

2. Iowa Secretary of State (<http://sos.iowa.gov/business/faqs.html>) - This website contains detailed information on the various organizational structures businesses can take in Iowa.

3. Center for Agricultural Law and Taxation. The website of the Center for Agricultural Law and Taxation (www.calt.iastate.edu) contains relevant and timely information on farm organizational structures.

D. AGRI-BUSINESS

General information on farm organizational structures. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Georgeanne Artz (gartz@iastate.edu) is our state leader contact for organizational structures and business planning. Our field specialist contact is Melissa O'Rourke (morourke@iastate.edu).

E. INCOME TAX MANAGEMENT

General information on income tax management. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Roger A. McEowen, JD (mceowen@iastate.edu) – Roger McEowen is our state leader contact regarding income tax management.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

1. Farm Income Tax Schools. The two-day income tax schools for tax professionals, tax preparers, and farmers are conducted every November – December at several locations throughout Iowa. Roger McEowen conducts the first day of the school. A teaching team comprised of lawyers from the tax section of the Iowa Bar teaches the second day of the schools.

2. Extension and NCR publications. One income tax publication can be found by clicking on Farm Management heading. NCR publications can be ordered from Extension Publications or Midwest Plan Service (www.mwps.org/).

3. Ag Decision Maker. Ag Decision Maker is an excellent resource guide that has numerous articles on tax management under Whole Farm, Legal and Tax and is available on-line at: <http://www.extension.iastate.edu/agdm/wdlegalandtaxes.html>.

4. Center for Agricultural Law and Taxation. The website of the Center for Agricultural Law and Taxation (www.calt.iastate.edu) contains relevant and timely information on income tax management issues and policy.

F. FARM BUSINESS PLANNING

General information on business planning. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. Roger McEowen, JD (mceowen@iastate.edu) - Roger McEowen is our state leader regarding farm business planning questions. Roger McEowen would handle legal and income tax management related questions.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

1. NxLevel (<http://www.nxlevel.org>). NxLevel is a 10-session business planning workshop. Session topics include planning, legal environment, marketing strategies, finances and budgets, creating financial statements, how to get financing, and developing your business plan.

2. FastTrac New Ventures (<http://www.fasttrac.org>). FastTrac is a 9-session business planning workshop. Session topics are very similar to NxLevel.

3. Annie's Project. The state contact for this project is Bob Wells (wellsjb@iastate.edu) A comprehensive educational program and support network for Midwestern farm women. The program delivers technology training to farm women, enhancing their business skills, empowering them to reach their full potential as farm business women. A 6-session interactive

program covers the five areas of risk management—Production, Financial, Market, Human Resources, and Legal Risk. More information can be found at www.extension.iastate.edu/annie.

4. Building a Sustainable Business: A Guide to Developing a Business Plan for Farms and Businesses. This publication is available from the Minnesota Institute for Sustainable Agriculture (<http://www.misa.umn.edu>). The 280-page guide can be downloaded or ordered from the site. **AgPlan** is an on-line program to develop your own business plan. AgPlan is free of charge for anyone to use individually or in educational programs. (<http://www.cffm.umn.edu/products/AgPlan.aspx>)

5. Small Business Planner (<http://www.sba.gov/smallbusinessplanner/index.html>). This Small Business Administration website covers a wide variety of business planning, development, and management topics.

6. Center for Agricultural Law and Taxation. The website of the Center for Agricultural Law and Taxation (www.calt.iastate.edu) contains relevant and timely information on legal and tax issues related to farm business planning.

G. FARM SUCCESSION PLANNING

General information on farm succession planning. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

1. John Baker (jrbaker@iastate.edu) and Roger McEowen, JD (mceowen@iastate.edu) – John Baker and Roger McEowen are our state leader contacts regarding farm business planning questions. John Baker would handle general succession planning questions, whereas Roger McEowen would handle legal and income tax management related questions. Related to farm succession planning is beginning farmers so please refer to the section of the resource manual on beginning farmers.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

1. AgDM (<http://www.extension.iastate.edu/agdm>). The Ag Decision Maker is an excellent resource website that has a section specifically aimed at farm business succession planning at: <http://www.extension.iastate.edu/agdm/wdbusiness.html>.

2. John Baker and Roger McEowen, provide a variety of seminars and workshops on this topic.

3. Center for Agricultural Law and Taxation. The website of the Center for Agricultural Law and Taxation (www.calt.iastate.edu) contains relevant and timely information on legal and tax issues related to farm business planning, under Whole Farm, Succession.

H. FARM ENTREPRENEURSHIP AND STRATEGIC PLANNING

General information on farm entrepreneurship and strategic planning. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, web, workbook, etc.). Web courses utilize WebCT to deliver the content to participants, which offers interactive learning at flexible times.

1. Ag Decision Maker. (www.extension.iastate.edu/agdm). The Ag Decision Maker is an excellent resource website that has a section specifically aimed at farm strategic planning, under Whole Farm, Strategic Planning, <http://www.extension.iastate.edu/agdm/wdstrategicplanning.html>.

III. ENVIRONMENTAL MANAGEMENT

A. USDA PROGRAMS (ENVIRONMENTAL)

General information on environmental provisions of farm programs. General information can be found at a wide variety of sources.

1. **Dr. Mike Duffy** (mduffy@iastate.edu), Shane Ellis (shanee@iastate.edu), and Roger McEowen (mceowen@iastate.edu) are our state contacts related to the conservation and environmental provisions of USDA commodity programs. Dr. Duffy would handle general crop and CRP questions, Shane Ellis would focus on how these programs affect livestock, and Roger McEowen would focus on tax and legal implications.

2. **CARD web page** (www.card.iastate.edu/). This web site has assorted information.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, web, workbook, etc.).

1. **Extension publications.** A variety of farm policy publications can be found by clicking on Farm Management under the Agricultural Production and Management heading. The files are in pdf format and can be downloaded or printed.

CRP1, 2, 6, & 7 – Conservation Reserve Program Issues and Options
FM 1872b – Conservation Security Program
FM 1872c – Environmental Quality Incentives Program

2. **Center for Agricultural Law and Taxation.** The website of the Center for Agricultural Law and Taxation (www.calt.iastate.edu) contains relevant and timely information on environmental issues and policies related to USDA programs.

B. CROP/LIVESTOCK ECONOMICS RELATED TO ENVIRONMENT (Manure, Run-off, Odor, Carbon Credits)

General information on environmental economics of production. General information can be found at a wide variety of sources. An interdisciplinary approach is recommended including crop, livestock, and engineering field specialists.

1. **Kelvin Leibold** (kleibold@iastate.edu) and agricultural engineers Kris Kohl (kkohl1@iastate.edu) and Greg Brenneman (gregb@iastate.edu) are the field specialist contacts for economics related to the environment.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

1. **The Iowa Manure Management Action Group** (<http://www.agronext.iastate.edu/immag/>) addresses the needs of producers and the public at large with news, resources, and FAQ's.

2. **Extension Publications** on these topics can be found at:

<http://www.agronext.iastate.edu/immag/pubs.html>

<http://www.agronext.iastate.edu/immag/pubsimms.html> (Iowa Manure Management Series)

<http://www.extension.iastate.edu/Publications/PM1688.pdf> (crop nutrients)

<http://www.extension.iastate.edu/agdm/livestock/html/b1-65.html> (manure value, includes decision tool)

IV. NEW BUSINESS DEVELOPMENT

A. VALUE ADDED AGRICULTURE

General information on value added agriculture. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible. Publications and resources can be obtained from these websites.

1. The Value Added Agriculture Program (<http://www.extension.iastate.edu/valueaddedag>) at ISU is another great resource. The VAA program contact is Ray Hansen (hansenr@iastate.edu). Field specialist contact is Jim Jensen (jensenjh@iastate.edu),

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

1. **AgMRC** (www.AgMRC.org) - The Agricultural Marketing Resource Center is loaded with information related to production, marketing, and the business aspect of numerous alternative agricultural enterprises.

2. **AgDM** (www.extension.iastate.edu/agdm). The Ag Decision Maker is an excellent resource website that has a section specifically called New Business Development.

3. **ATTRA** (www.attra.org) - The ATTRA site is funded by the National Center for Appropriate Technology and has publications related to production, marketing, and business topics for starting a new or enhancing an existing value added business.

B. SUSTAINABLE AND ALTERNATIVE AGRICULTURE

General information on alternative agriculture. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible. Publications and resources can be obtained from these websites.

1. **Dr. Mike Duffy** (mduffy@iastate.edu) - Dr. Duffy is our state leader contact regarding sustainable and alternative agriculture. Another state contact is Craig Chase (cchase@iastate.edu).

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

- 1. AgMRC (www.AgMRC.org)** - The Agricultural Marketing Resource Center is loaded with information related to production, marketing, and the business aspect of numerous alternative agricultural enterprises.
- 2. AgDM (www.extension.iastate.edu/agdm)**. Ag Decision Maker is an excellent resource website that includes information and decision making tools for alternative enterprises including organic agriculture and vegetable production. Specific publications and decision tools can be found for pricing products, making the transition to organics, understanding budgets and decision making, as well as others. Budgets and information on organic transition are available in Crops, Cost & Returns. More information is also listed in the New Business Development section.
- 3. Organic Agriculture Program (extension.agron.iastate.edu/organicag/)** – This ISU site has information on conferences, publications and resources, and links to other websites focusing on organic agriculture.
- 4. ATTRA (www.attra.org)** - The ATTRA site is funded by the National Center for Appropriate Technology and has publications related to production, marketing, and business topics for starting a new or enhancing an existing alternative agricultural business.
- 5. Leopold Center for Sustainable Agriculture (www.leopold.iastate.edu/)** – The Leopold Center for Sustainable Agriculture is a great website for publications, resources, and links. The Leopold Center activities are broken down into three areas: marketing, policy, and ecology. The marketing area includes both publications as well as decision tools to determine the size and potential for Iowa fruit and vegetable markets.
- 6. Sustainable Agriculture Program (extension.agron.iastate.edu/sustag/)** – This ISU site has information on conferences, publications and resources, and links to other sustainable agriculture websites.
- 7. MISA (Minnesota Institute for Sustainable Agriculture) (www.misa.umn.edu)** - MISA has publications, resources, and other information related to sustainable agriculture.
- 8. Missouri Alternatives Center (agebb.Missouri.edu/mac)**. This center is devoted to help farmers look for alternatives to conventional agriculture and has a tremendous amount of resources and links.

C. RENEWABLE ENERGY AND ENERGY CONSERVATION

General information on renewable energy and energy conservation. General information can be found at a wide variety of sources. The focus in the resource guide will be on web pages because they are easily accessible. Publications and resources can be obtained from these websites.

Educational programs/publications include. Educational programs are provided through a variety of educational mediums (paper, workbook, etc.).

1. AgMRC (www.agmrc.org/renewable_energy/) - The Agricultural Marketing Resource Center Web site contains information pertaining to renewable energy, prices and profitability, and its impact on the agriculture sector.

2. AgDM (www.extension.iastate.edu/agdm). The Ag Decision Maker Web site contains information pertaining to renewable energy, price series, and its impact on the agriculture sector in the Renewable Energy section.

APPENDIX

Point of Contact for Farm Management and Ag Business Field Specialist

Tim Eggers	teggere@iastate.edu	Office: 712-547-5171	Regions 17, 18
Jim Jensen	jensenjh@iastate.edu	Office: 319-385-8126	Regions 10, 11, 15, 16
Steve Johnson	sdjohns@iastate.edu	Office: 515-957-5790	Regions 8, 13, 14
Kelvin Leibold	kleibold@iastate.edu	Office: 641-648-4850	Regions 3, 7, 8, 9
Tom Olsen	tolsen@iastate.edu	Office: 712-662-7131	Regions 6, 12
Melissa O'Rourke	morourke@iastate.edu	Office: 712-737-4230	Regions 1, 2, 5
Kristen Schulte	kschulte@iastate.edu	Office: 563-547-3001	Regions 3, 4, 11
Bob Wells	wellsjb@iastate.edu	Office: 641-673-5841	Regions 19, 20

Ag Decision Maker (AgDM)

<http://www.extension.iastate.edu/agdm/>

Ann Johanns, aholste@iastate.edu, 641-732-5574, William Edwards, wedwards@iastate.edu, 515-294-6161

Ag Management e-School (AMES)

<http://www.extension.iastate.edu/ames/>

Tim Eggers, teggere@iastate.edu, 712-547-5171

Ag Marketing Resource Center

<http://www.agmrc.org/>

Annie's Project

<http://www.extension.iastate.edu/annie/>

Tim Eggers, teggere@iastate.edu, 712-547-5171, Bob Wells, wellsjb@iastate.edu, 641-673-5841

Beginning Farmer Center (BFC)

<http://www.extension.iastate.edu/bfc/>

Mike Duffy, mduffy@iastate.edu, 515-294-6160, Dave Baker, baker@iastate.edu, 515-252-7814, John Baker, j baker@iastate.edu, 515-727-0656

Center for Ag Law and Taxation (CALT)

<http://www.calt.iastate.edu/>

Roger McEowen, mceowen@iastate.edu, 515-294-4076

Farm Economics: Current Issues (FECI)

<http://www.extension.iastate.edu/feci/>

Tim Eggers, teggere@iastate.edu, 712-547-5171

Iowa Farm Outlook (IFO)

<http://www.econ.iastate.edu/ifo/>

Chad Hart, chart@iastate.edu, 515-294-9911, Shane Ellis, shanee@iastate.edu, 515-294-8030

Iowa Beef Center

<http://www.iowabeefcenter.org/>

Daniel Loy, dloy@iastate.edu, 515-294-3795

Iowa Pork Industry Center

<http://www.ipic.iastate.edu/>

John Mabry, jmabry@iastate.edu, 515-294-6325

Notification of Farm Management Information Updates

To receive email notification of new information (newsletters, information files, decision tools, teaching activities, etc.) posted to the Ag Decision Maker, Iowa Farm Outlook, and Ag Marketing Resource Center-Renewable Energy web site, a sign-up form is available at: www.extension.iastate.edu/agdm/notify.html, or by sending an e-mail to Ann Johanss (aholste@iastate.edu). The monthly e-mail notification is available for anyone and at no charge. Notification is sent once each month. Addresses shared will not be used for any other purpose.

Web Site Resources *March, 2012*

These web site links are provided for educational purposes, therefore should not be construed as advocating or reflecting any position of Iowa State University Extension.

AG MARKETING	
CME Group (Board of Trade)	http://www.cmegroup.com/
Kansas City Board of Trade	http://www.kcibt.com
Dr. Chad Hart	http://www.econ.iastate.edu/faculty/hart/
ISU Agricultural Management e-School	http://www.extension.iastate.edu/ames
ISU Ag Decision Maker	http://www.extension.iastate.edu/agdm/
Agricultural Marketing Resource Center	http://www.agmrc.org
University of Illinois Dept of Economics-Farm Doc	http://www.farmdoc.uiuc.edu/
National Average Commodity Prices	http://usda.mannlib.cornell.edu
Daily Grain Prices	http://agweb.com
Federal and State Government	
USDA-General Information	http://www.usda.gov
USDA- Ag Marketing Service	http://www.ams.usda.gov
USDA- Farm Service Agency	http://www.fsa.usda.gov
USDA- Risk Management Agency	http://www.rma.usda.gov
USDA- Federal Crop Insurance	http://www.rma.usda.gov/fcic
USDA Reports	http://www.nass.usda.gov
Iowa Crop Report	http://www.nass.usda.gov/Statistics_by_State/Iowa/index.asp
Agricultural Outlook	http://www.ers.usda.gov/publications
Iowa Department of Agriculture	http://www.agriculture.state.ia.us/
RISK MANAGEMENT	
Successful Farming	http://www.agriculture.com
National Crop Insurance Services	http://www.ag-risk.org
National Ag Risk Library	http://www.agrisk.umn.edu
Kansas State University Ag Manager	http://www.agmanager.info/
WEATHER	
National Weather Service	http://www.nws.noaa.gov