

***FARM MANAGEMENT RESOURCE GUIDE***  
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**IOWA STATE UNIVERSITY**  
**ECONOMICS EXTENSION GROUP**

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## 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](http://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. **Ron Hook** ([rhook@iastate.edu](mailto:rhook@iastate.edu)) is our state leader contact regarding dairy marketing and economics questions.

2. **ISUE Farm Economics Issues-Dairy Issues** ([www.extension.iastate.edu/feci/dairy](http://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](mailto:chart@iastate.edu)) Dr. Hart is our state leader contact regarding grain marketing. Field specialist contacts include Ron Hook ([rhook@iastate.edu](mailto:rhook@iastate.edu)), Tim Eggers ([teggers@iastate.edu](mailto:teggers@iastate.edu)), Steve Johnson ([sdjohns@iastate.edu](mailto:sdjohns@iastate.edu)) and Bob Wells ([wellsjb@iastate.edu](mailto: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/](http://www.extension.iastate.edu/agdm/))

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

CME/Chicago Board of Trade/NYMEX ([www.cmegroup.com/](http://www.cmegroup.com/))

CARD's Iowa and Midwest Crop Basis Maps ([www.card.iastate.edu/ag\\_risk\\_tools/basis\\_maps/](http://www.card.iastate.edu/ag_risk_tools/basis_maps/))

ISU Extension's Iowa Farm Outlook ([www.econ.iastate.edu/outreach/agriculture/periodicals/ifo/](http://www.econ.iastate.edu/outreach/agriculture/periodicals/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/outreach/agriculture/periodicals/ifo](http://www.econ.iastate.edu/outreach/agriculture/periodicals/ifo)). The marketing outlook page is a source for the outlook newsletter, published bi-monthly by Dr. Chad Hart and Dr. John Lawrence. 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](http://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/](http://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/](http://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](mailto: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](http://www.extension.iastate.edu/ames/agm.htm).

**2. Ag Decision Maker – contact: Ann Johanns** ([aholste@iastate.edu](mailto: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](http://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](http://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](http://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. Dr. John Lawrence** – Dr. Lawrence is our state leader regarding livestock marketing. Field specialist contacts are Ron Hook ([rhook@iastate.edu](mailto:rhook@iastate.edu)) and Bob Wells ([wellsjb@iastate.edu](mailto:wellsjb@iastate.edu)). Dr. Lawrence's web page - ([www.econ.iastate.edu/faculty/lawrence](http://www.econ.iastate.edu/faculty/lawrence)) 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/outreach/agriculture/periodicals/ifo](http://www.econ.iastate.edu/outreach/agriculture/periodicals/ifo)). The marketing outlook page includes primarily two items. The first is the outlook newsletter that Dr. Hart and Dr. Lawrence 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 by Dr. Hart, Dr. Lawrence, and other agricultural specialists include planning price forecasts, alternative marketing strategies, and factors impacting Iowa agriculture.

**3. Farm economics: current issues (FECI)** - ([www.extension.iastate.edu/feci](http://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. Agricultural Management e-School (AMES) on-line home study course: Lean Hog Marketing Course and Cow Calf Risk Management – contact: Tim Eggers** ([teggerts@iastate.edu](mailto:teggerts@iastate.edu)). More information on the Livestock Marketing courses can be found at [www.extension.iastate.edu/ames/](http://www.extension.iastate.edu/ames/).

**2. 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](http://www.extension.iastate.edu/agdm). Specific contents related to livestock marketing are found under Livestock, Markets or the Current Outlook and Profitability page (<http://www.extension.iastate.edu/agdm/info/outlook.html>).

**3. 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](mailto:wedwards@iastate.edu)) - Dr. Edwards is our state leader contact regarding crop insurance and other risk management questions; **Dr. John Lawrence** ([jdllaw@iastate.edu](mailto:jdllaw@iastate.edu)) regarding livestock insurance and other livestock risk management questions. Field Specialist contact is Ron Hook ([rhook@iastate.edu](mailto:rhook@iastate.edu)).

**2. Opportunities: Managing Risks and Profits** ([www.econ.iastate.edu/agrisk](http://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](http://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](http://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](http://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), beef (Cow Calf Risk Management) and swine (Lean Hog 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](http://www.rma.usda.gov)), National Crop Insurance Services ([www.ag-risk.org/NCISPub.htm](http://www.ag-risk.org/NCISPub.htm)), the University of Illinois' Farmdoc site ([www.farmdoc.uiuc.edu/cropins/index.html](http://www.farmdoc.uiuc.edu/cropins/index.html)) and Kansas State University's AgManagerInfo site ([www.agmanager.info/crops/](http://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](mailto:wedwards@iastate.edu)), Dr. Chad Hart ([chart@iastate.edu](mailto:chart@iastate.edu)), Dr. John Lawrence ([jdlaw@iastate.edu](mailto:jdlaw@iastate.edu)), and Mr. Roger McEowen ([mceowen@iastate.edu](mailto:mceowen@iastate.edu)) - Dr. Edwards is our state leader contacts regarding general commodity program questions related to corn and soybeans, Dr. Lawrence related to livestock, and Roger McEowen related to tax and legal questions. Field specialist contact is Steve Johnson ([sdjohns@iastate.edu](mailto:sdjohns@iastate.edu)).

**2. CARD web page** ([www.card.iastate.edu](http://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](http://www.extension.iastate.edu/agdm). Information files and decision tools (spreadsheets) are available under Crops, Costs and Returns, Government Programs. 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](mailto: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](http://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](mailto:mduffy@iastate.edu)) and **John Lawrence** ([jdlaw@iastate.edu](mailto:jdlaw@iastate.edu)) are our state leader contacts regarding crop and livestock economics. Shane Ellis ([shanee@iastate.edu](mailto:shanee@iastate.edu)) assists with livestock economics education. Field Specialists with subject matter expertise are Tim Eggers ([teggers@iastate.edu](mailto:teggers@iastate.edu)) and Steve Johnson ([sdjohns@iastate.edu](mailto:sdjohns@iastate.edu)) in crop economics, and Bob Wells ([wellsjb@iastate.edu](mailto: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](http://www.extension.iastate.edu/agdm). Budgets are listed under Crops, Cost & Return and Livestock, Cost & Return.

**2. Iowa Beef Center** ([www.iowabeefcenter.org/](http://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 contacts are Bob Jolly ([rjolly@iastate.edu](mailto:rjolly@iastate.edu)) and Chad Hart ([chart@iastate.edu](mailto:chart@iastate.edu)). Field specialist contact is Kelvin Leibold ([kleibold@iastate.edu](mailto:kleibold@iastate.edu)).

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

- 1. Exchange rate and currency converter -** [www.x-rates.com](http://www.x-rates.com)
- 2. Glossary of international trade terms -** [www.tradeport.org/library/a.html](http://www.tradeport.org/library/a.html);  
[www.itds.gov/xp/itds/toolbox/library/resource\\_documents/](http://www.itds.gov/xp/itds/toolbox/library/resource_documents/);  
[www.itds.gov/linkhandler/itds/toolbox/library/resource\\_documents/itds\\_acronyms.ctt/itds\\_acronyms.pdf](http://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.sciencemadesimple.net/conversions.html)
4. **Currency converter** - [www.oanda.com/convert/classic](http://www.oanda.com/convert/classic)
5. **Agricultural Exchange rate data set from USDA** - [www.ers.usda.gov/data/exchangerates/](http://www.ers.usda.gov/data/exchangerates/)
6. **A basic guide to exporting goods** - [www.unzco.com/basicguide/index.html](http://www.unzco.com/basicguide/index.html)
7. **Chicago Board of Trade** - [www.cmegroup.com/trading/commodities/](http://www.cmegroup.com/trading/commodities/)
8. **A glossary of ag terms, programs and laws** - [www.agriculture.house.gov/info/glossary.html](http://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](http://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](http://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](http://www.usda.gov/oce/commodity/wasde/index.htm)
12. **American Soybean Assn. Trade Policies** - [www.soygrowers.com/resolutions/default.htm](http://www.soygrowers.com/resolutions/default.htm)
13. **American Soybean Assn. Export Promotion** - [www.soygrowers.com/international/exports.htm](http://www.soygrowers.com/international/exports.htm)
14. **US Grains Counsel Public Trade Policies** - [www.grains.org/global-update](http://www.grains.org/global-update)
15. **US Meat Export Federation** - [www.usmef.org/](http://www.usmef.org/)
16. **Foreign Agricultural Services Ag Trade Data** - [www.fas.usda.gov/commodities.asp](http://www.fas.usda.gov/commodities.asp)
17. **USDA AG Trade Projections** - [www.ers.usda.gov/Browse/TradeInternationalMarkets/CommodityTrade.htm](http://www.ers.usda.gov/Browse/TradeInternationalMarkets/CommodityTrade.htm)
18. **US Foreign Ag Trade Data** - [www.ers.usda.gov/data/FATUS](http://www.ers.usda.gov/data/FATUS)
19. **Office of Foreign Trade** - [www.ustr.gov](http://www.ustr.gov)
20. **Office of Foreign Trade - Agriculture** – [www.ustr.gov/trade-topics/agriculture](http://www.ustr.gov/trade-topics/agriculture)
21. **Cairns Group Ag Trading Block** - [www.cairnsgroupfarmers.org/](http://www.cairnsgroupfarmers.org/)
22. **EU Ag Trading Block** - [europa.eu/pol/agr/index\\_en.htm](http://europa.eu/pol/agr/index_en.htm)
23. **World Trade Organization** - [www.wto.org/](http://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](mailto: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](mailto: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/](http://www.agmrc.org/business_development/operating_a_business/exporting/)

**4. Ag Decision Maker** ([www.extension.iastate.edu/agdm/](http://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. Robert Jolly** ([rjolly@iastate.edu](mailto:rjolly@iastate.edu)) and Dr. Mike Duffy ([mduffy@iastate.edu](mailto:mduffy@iastate.edu)) - Dr. Jolly and Dr. Duffy are our state leader contacts regarding financial analysis and decision making questions. Field Specialist contact is Craig Chase ([cchase@iastate.edu](mailto:cchase@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** ([tiggers@iastate.edu](mailto:tiggers@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](http://www.extension.iastate.edu/ames/fdm.htm).

**2. Ag Decision Maker** ([www.extension.iastate.edu/agdm/](http://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](http://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/](http://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](http://www.extension.iastate.edu/farmanalysis). For questions related to the Farm Financial Planning Associate program, please contact Dr. Mike Duffy ([mduffy@iastate.edu](mailto: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](mailto:wedwards@iastate.edu)) and Roger McEowen ([mceowen@iastate.edu](mailto: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 Tom Olsen ([tolsen@iastate.edu](mailto:tolsen@iastate.edu)), Tim Eggers ([tegggers@iastate.edu](mailto:tegggers@iastate.edu)), and Kelvin Leibold ([kleibold@iastate.edu](mailto: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](http://www.extension.iastate.edu/feci/Leasing/vflm.html). Bob Wells ([wellsjb@iastate.edu](mailto:wellsjb@iastate.edu)) conducts recreational lease meetings. 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: Farmland Leasing Agreements.** Contact: Tim Eggers ([tegggers@iastate.edu](mailto:tegggers@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](http://www.extension.iastate.edu/ames/fla.htm).

**2. 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.

**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](http://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](http://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](http://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](mailto:mduffy@iastate.edu)) - Dr. Duffy is our state leader contact regarding land valuation. Field Specialist contacts for land valuation questions are Jim Jensen ([jensenjh@iastate.edu](mailto:jensenjh@iastate.edu)) and Tom Olsen ([tolsen@iastate.edu](mailto:tolsen@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 on-line home study course: Farmland Valuation – contact Tim Eggers** ([teggers@iastate.edu](mailto: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](http://www.extension.iastate.edu/ames/fo.htm).

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

**3. 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](http://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

## ***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](mailto:wedwards@iastate.edu)) - Dr. Edwards is our state contact regarding farm machinery management. Field Specialist contact is Kelvin Leibold ([kleibold@iastate.edu](mailto:kleibold@iastate.edu)).

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

**1. Agricultural Management e-School offers an on-line home study course, Farm Machinery Economics – contact: Tim Eggers** ([teggers@iastate.edu](mailto: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/](http://www.extension.iastate.edu/ames/).

**2. Machinery Short Course – contact: Kelvin Leibold** ([kleibold@iastate.edu](mailto:kleibold@iastate.edu))  
A three hour class on machinery management is available that covers the topics included in the Extension publications listed below.

**3. 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.

**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](http://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](mailto:mceowen@iastate.edu)) – Roger McEowen is our state leader contact regarding estate planning and intergenerational transfers. John Baker

([jrbaker@iastate.edu](mailto:jrbaker@iastate.edu)), lawyer with the Iowa Concerns Hotline, is another contact. Field specialist contact is Kelvin Leibold ([kleibold@iastate.edu](mailto:kleibold@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](mailto:kleibold@iastate.edu))

A two-hour course is available on estate planning.

**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.

PM 993 – Estate Planning: Planning for Tomorrow  
PM 1474 (a) through (d) – Two Generation Farming series  
PM 1573 – Two Generation Dairy Cow Leasing  
PM 1775 – Farm Financial Planning Program description  
PM 1876 – So You Have Inherited a Farm

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

**4. Center for Agricultural Law and Taxation.** The website of the Center for Agricultural Law and Taxation ([www.calt.iastate.edu](http://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](mailto: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](http://www.extension.iastate.edu/bfc)). John Baker ([jrbaker@iastate.edu](mailto:jrbaker@iastate.edu)), lawyer with the Iowa Concerns Hotline, is another contact. Dave Baker ([baker@iastate.edu](mailto:baker@iastate.edu)) is the Farm Transition Specialist for the Beginning Farmer Center. Field Specialist contact is Kelvin Leibold ([kleibold@iastate.edu](mailto: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](http://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](http://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](mailto:mceowen@iastate.edu)) – Roger McEowen is our state leader contact on legal and tax issues related to organizational structures. Dr. Roger Ginder ([ginder@iastate.edu](mailto:ginder@iastate.edu)) is a state leader on advantages/disadvantages of cooperatives and other organizational structures.

**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](http://www.mwps.org)).

**2. Iowa Secretary of State** ([www.sos.state.ia.us/business/handbookintro.html](http://www.sos.state.ia.us/business/handbookintro.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](http://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. Dr. Roger Ginder** ([ginder@iastate.edu](mailto:ginder@iastate.edu)) is our state leader contact for agri-business topics. Our field specialist contact is Don Hofstrand ([dhof@iastate.edu](mailto:dhof@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](mailto: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/](http://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](http://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. Dr. Robert Jolly** ([rjolly@iastate.edu](mailto:rjolly@iastate.edu)) and Roger McEowen, JD ([mceowen@iastate.edu](mailto:mceowen@iastate.edu)) - Dr. Jolly and Roger McEowen are our state leader contacts regarding farm business planning questions. Dr. Jolly would handle general business planning questions, whereas Roger McEowen would handle legal and income tax management related questions. Field Specialist contacts are Craig Chase ([cchase@iastate.edu](mailto:cchase@iastate.edu)) and Don Hofstrand ([dhof@iastate.edu](mailto:dhof@iastate.edu)).

**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](mailto: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](http://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 ([www.misa.umn.edu](http://www.misa.umn.edu)). The 280-page guide can be downloaded or ordered from the site.

**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](http://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](mailto:jrbaker@iastate.edu)) and Roger McEowen, JD ([mceowen@iastate.edu](mailto: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, Roger McEowen, and Erin Herbold** 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](http://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.

1. **Dr. Robert Jolly** ([rjolly@iastate.edu](mailto:rjolly@iastate.edu)) - Dr. Jolly is our state leader contact regarding strategic planning questions. Field Specialist contacts are Tim Eggers ([teggere@iastate.edu](mailto:teggere@iastate.edu)) and Don Hofstrand ([dhof@iastate.edu](mailto:dhof@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: Strategic Advantage – contact: Tim Eggers** ([teggere@iastate.edu](mailto:teggere@iastate.edu)). This web course will help participants learn to apply strategic management principles to farm businesses, including goal setting, defining risk preferences, internal and external scanning, and finding your niche in the agricultural markets. More information can be found at [www.extension.iastate.edu/ames/sa.htm](http://www.extension.iastate.edu/ames/sa.htm).

2. **Strategic Advantage course materials – contact: Dr. Jolly** ([rjolly@iastate.edu](mailto:rjolly@iastate.edu)). Strategic Advantage was a workshop that can be conducted to help farmers determine how to best adjust their farm business to be profitable in the future. Contact Dr. Jolly for instructional materials.

3. **Ag Decision Maker.** ([www.extension.iastate.edu/agdm](http://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](mailto:mduffy@iastate.edu)), Dr. John Lawrence ([jdlaw@iastate.edu](mailto:jdlaw@iastate.edu)), and Roger McEowen ([mceowen@iastate.edu](mailto: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, Dr. Lawrence 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/](http://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](http://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. **Tom Olsen** ([tolsen@iastate.edu](mailto:tolsen@iastate.edu)) and agricultural engineers Kris Kohl ([kkohl1@iastate.edu](mailto:kkohl1@iastate.edu)) and Greg Brenneman ([gregb@iastate.edu](mailto: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. **Dr. Roger Ginder** ([ginder@iastate.edu](mailto:ginder@iastate.edu)) - Dr. Ginder is our state leader contact regarding value added agriculture. Field specialist contacts are Jim Jensen ([jensenjh@iastate.edu](mailto:jensenjh@iastate.edu)), Don Hofstrand ([dhof@iastate.edu](mailto:dhof@iastate.edu)) and Craig Chase ([cchase@iastate.edu](mailto:cchase@iastate.edu)). 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](mailto:hansenr@iastate.edu)).

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

1. **AgMRC** ([www.AgMRC.org](http://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](http://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](http://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](mailto:mduffy@iastate.edu)) - Dr. Duffy is our state leader contact regarding sustainable and alternative agriculture. Field specialist contact is Craig Chase ([cchase@iastate.edu](mailto: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](http://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](http://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/](http://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](http://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/](http://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/](http://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](http://www.misa.umn.edu)) - MISA has publications, resources, and other information related to sustainable agriculture.

**8. Missouri Alternatives Center** ([agebb.Missouri.edu/mac](http://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.

**1. Don Hofstrand** ([dhof@iastate.edu](mailto:dhof@iastate.edu)) and **Robert Wisner** ([rwwisner@iastate.edu](mailto:rwwisner@iastate.edu)) are the contact leaders regarding renewable energy.

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

**1. AgMRC** ([www.agmrc.org/renewable\\_energy/](http://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](http://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

Ron Hook	( <a href="mailto:rhook@iastate.edu">rhook@iastate.edu</a> )	Office: 712-754-3648	Regions 1, 2, 5
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#### Ag Decision Maker (AgDM)

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

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#### Ag Management e-School (AMES)

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

Tim Eggers, [tegggers@iastate.edu](mailto:tegggers@iastate.edu), 712-547-5171

#### Ag Marketing Resource Center

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

Don Hofstrand, [dhof@iastate.edu](mailto:dhof@iastate.edu), 641-423-0844

#### Annie's Project

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

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#### Beginning Farmer Center (BFC)

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

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#### Center for Ag Law and Taxation (CALT)

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

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#### Farm Economics: Current Issues (FECI)

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

Tim Eggers, [tegggers@iastate.edu](mailto:tegggers@iastate.edu), 712-547-5171

#### Iowa Farm Outlook (IFO)

(<http://www.econ.iastate.edu/outreach/agriculture/periodicals/ifo/>)

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#### Iowa Beef Center

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

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#### Iowa Pork Industry Center

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

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## 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](http://www.extension.iastate.edu/agdm/notify.html), or by sending an e-mail to Ann Johanns ([aholste@iastate.edu](mailto: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* *July, 2009*

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.

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