

Extension Farm Management Staff Specialties

Using the Matrix

This matrix shows the specialties of state and regional farm management staff. The designated regional staff can be considered the first contact. If the clientele question or request is specific to a specialty area, staff with leadership and expertise in that specialty subject matter area are noted by a large "X". A small "x" indicate staff with some interest or expertise. Page numbers next to each topic coordinate with the **Farm Management Resource Guide**. This guide provides contact information as well as ISU resources and other sources of information to provide clients. If you have any questions regarding the matrix, please contact your designated regional farm management field specialist.

Subject Matter Area	Ron Hook	Tom Olsen	Tim Eggers	Bob Wells	Jim Jensen	Craig Chase	Steve Johnson	Kelvin Leibold	Don Hofstrand	William Edwards	Chad Hart	Bob Jolly	Mike Duffy	Bob Wisner	John Lawrence	Shane Ellis	Roger McEowen	Erin Herbold	Roger Ginder	Dave Baker	John Baker
RISK AND FINANCIAL MANAGEMENT (p. 3)																					
Dairy marketing and economics (p. 3)	x																		x		
Grain marketing (p. 4)	X	x	X	X	x		X				X										
Livestock marketing (p. 6)	X		x	X											X	X					
Crop and livestock insurance (p. 7)	X		x	X	x		X	x		X					x	x	x	x			
USDA commodity program (p. 8)	x	x	x	x		x	X	x		X	X				x		X	X			
Crop economics (p. 9)	x		X	X	x	x	X	x		x	x		X								
Livestock economics (p. 9)	x		x	X											X	X					
Global agriculture (p. 9)								X	x		X	X									
Financial analysis (FINPACK) (p. 11)	x	x				X		x		X		X	X								
Farmland and building leasing (p. 12)	x	X	X		X	x	x	X		X			x				X	X		x	x
Land valuation (p. 13)		X			X		x	x		x		x	X							x	
Farm machinery management (p. 14)		x	x					X		X											
STRATEGIC AND BUSINESS PLANNING (p. 14)																					
Estate planning and intergenerational transfer (p. 14)					X			X					x				X	X		X	X
Beginning farmer programs (p. 15)					x		x	x					X				x	x		X	X
Farm organizational structures (p. 16)		X			x			x				x	x				X	X	X	x	x
Agricultural law & income tax management (p. 17)		x						x									X	X			
Business planning (p. 17)				x	x	x						X	x				X	X		x	x
Strategic planning (p. 19)			X	x					x			X	x						x	x	x
ENVIRONMENTAL MANAGEMENT (p. 20)																					
USDA programs (environmental), EQUIP, CRP, CSP (p. 20)											x		X		X						
Crop/Livestock econ related to manure, run-off, etc. (p. 20)		X			x			x				x	x		X	x	x				
NEW BUSINESS DEVELOPMENT (p. 21)																					
Value added agriculture (including local food systems) (p. 21)					X	X			X			x			x				X		
Sustainable and alternative agricultural enterprises (p. 21)		x				X							X		x	x				x	
Renewable Energy & Energy Conservation (p. 23)									X		X			X							

Contact Information for Farm Management and Ag Business Field Specialists

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Tim Eggers	teggerts@iastate.edu	Office: 712-547-5171	Regions 17, 18
Tom Olsen	tolsen@iastate.edu	Office: 712-662-7131	Regions 6, 12
Don Hofstrand	dhof@iastate.edu	Office: 641-423-0844	Regions 2, 3

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, teggerts@iastate.edu, 712-547-5171

Ag Marketing Resource Center

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

Don Hofstrand, 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/>

Roger McEowen, mceowen@iastate.edu, 515-294-4076, Erin Herbold, eherbold@iastate.edu, 515-294-6365

Farm Economics: Current Issues (FECI)

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

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

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

Chad Hart, chart@iastate.edu, 515-294-9911, John Lawrence, jdlaw@iastate.edu, 515-294-6290, Shane Ellis, shanee@iastate.edu, 515-294-8030

Iowa Beef Center

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

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Iowa Pork Industry Center

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