

# Extension and Outreach 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". 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	Extension and Outreach Field Staff								Extension and Outreach Campus Staff								
	Tim Eggers	Jim Jensen	Steve Johnson	Kelvin Leibold	Tom Olsen	Melissa O'Rourke	Kristen Schulte	Bob Wells	Georgianne Artz	Craig Chase	Dave Baker	John Baker	Mike Duffy	William Edwards	Shane Ellis	Chad Hart	Roger McEowen
<b>RISK AND FINANCIAL MANAGEMENT (p. 3)</b>																	
Dairy marketing and economics (p. 3)						X	X										
Grain marketing (p. 4)	X		X		X			X								X	
Livestock marketing (p. 6)							X	X							X		
Crop and livestock insurance (p. 7)		X	X	X				X						X	X		X
USDA commodity program (p. 8)			X	X	X									X		X	X
Crop economics (p. 9)	X		X	X				X					X	X		X	
Livestock economics (p. 9)						X	X	X							X		
Global agriculture (p. 9)				X												X	
Financial analysis (FINPACK) (p. 11)				X	X	X						X	X				
Farmland and building leasing (p. 12)	X	X	X	X	X	X				X	X	X	X				X
Land valuation (p. 13)		X	X	X	X	X	X			X		X	X				
Farm machinery management (p. 14)				X	X									X			
Farm and ag labor management (p. #)						X								X			
<b>STRATEGIC AND BUSINESS PLANNING (p. 14)</b>																	
Estate planning and intergenerational transfer (p. 14)		X		X		X		X	X	X	X	X					X
Beginning farmer programs (p. 15)		X	X	X		X		X		X	X	X					X
Farm organizational structures (p. 16)				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
Strategic planning (p. 19)	X					X				X	X	X					
<b>ENVIRONMENTAL MANAGEMENT (p. 20)</b>																	
USDA programs (environmental), EQUIP, CRP, CSP (p. 20)													X				
Crop/Livestock econ related to manure, run-off, etc. (p. 20)		X		X	X								X		X		X
<b>NEW BUSINESS DEVELOPMENT (p. 21)</b>																	
Value added agriculture (p. 21)		X				X			X	X							
Regional food systems (p. 21)						X			X								
Sustainable and alternative agricultural enterprises (p. 21)					X	X			X	X	X		X		X		
Renewable energy & energy conservation (p. 23)									X								X

## Contact Information for Farm Management and Ag Business Field Specialists

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

### Ag Decision Maker (AgDM)

[\(http://www.extension.iastate.edu/agdm/\)](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)

[\(http://www.extension.iastate.edu/ames/\)](http://www.extension.iastate.edu/ames/)

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

### Ag Marketing Resource Center

[\(http://www.agmrc.org/\)](http://www.agmrc.org/)

Don Hofstrand, dhof@iastate.edu, 641-423-0844

### Annie's Project

[\(http://www.extension.iastate.edu/annie/\)](http://www.extension.iastate.edu/annie/)

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

### Beginning Farmer Center (BFC)

[\(http://www.extension.iastate.edu/bfc/\)](http://www.extension.iastate.edu/bfc/)

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

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

[\(http://www.calt.iastate.edu/\)](http://www.calt.iastate.edu/)

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

### Farm Economics: Current Issues (FECI)

[\(http://www.extension.iastate.edu/feci/\)](http://www.extension.iastate.edu/feci/)

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

### Iowa Farm Outlook (IFO)

[\(http://www.econ.iastate.edu/ifo/\)](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

[\(http://www.iowabeefcenter.org/\)](http://www.iowabeefcenter.org/)

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

### Iowa Pork Industry Center

[\(http://www.ipic.iastate.edu/\)](http://www.ipic.iastate.edu/)

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