



Agri-Scope

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ENCLOSURES:

2009 Crop Management Program
 2009 Managing Margin Risk

As we say good-bye to 2008 and welcome 2009, we can let out a sigh of relief for the completion of last year. But we also need to take a deep breath as we look forward to the coming year in agriculture. With uncertain prices of energy, inputs and commodities, a new administration and Farm Bill, changing tax laws, and uncertain weather, it will take courage, bold actions and good management to thrive in the new year. Purdue Extension stands ready to assist you with information for your production needs, farm management and natural resources issues.

Purdue Tax Expert George Patrick recently hosted his tax-planning for farmers seminars. A DVD copy of that session is available at our office. New for the 2008 tax year, farmers have more alternatives to consider with respect to cost recovery or depreciation on assets that they placed in service during 2008. Congress added a 50 percent additional first-year depreciation for qualifying personal property. They also increased the Section 179 expensing limit from \$125,000 to \$250,000 for 2008. A complete review of income tax law changes and possible strategies for managing taxes can be reviewed at <http://www.agecon.purdue.edu/extension/pubs/taxplan2008.pdf> or stop by the office to pick up a copy of IRS publication 225, *Farmers' Tax Guide*.

We hope the new year will be a healthy and productive one for you and your family. Stop by the Purdue Extension office sometime to say "Hi" and get your *Knowledge to Go*.

Important Dates to Remember

Jan. 8	Growing for Market	Jan. 26	Crop Management Wkshps.
Jan.12-March 23	Enhancing Supervisory & Employee Performance	Jan.27-Feb.24	Managing Margin Risk Series
Jan. 12	Regional Beef Meeting	Feb. 2	Crop Management Program
Jan. 13-15	Fort Wayne Farm Show	Feb. 4-5	Women In Agriculture Conf.
Jan. 19-21	Ind. Hort. Congress & Trade Show	Feb. 6	Northern Ind. Grazing Conference
Jan. 20	Central Ind. Pork Conf.	Feb. 7	Purdue Ag Alumni Fish Fry
Jan. 21-22	Organic Prod. & Market Conf.	Feb. 16-March 26	Annie's Project

Gene Matzat, Extension Educator, ANR
 Purdue University Cooperative Extension Service

Purdue University, Indiana Counties and U.S. Department of Agriculture Cooperating An Affirmative Action/Equal Opportunity Institution



Growing for Market Workshops

The series, a program designed for aspiring and traditional farmers, works to pad the pocketbook and covers a wealth of topics from farmers' markets and customer satisfaction to management issues and establishing new markets.

This five-part series is more about cultivating a new 'crop' of successful market vendors, expanding opportunities and meeting the needs of today's consumer than about how to produce any particular kind of fruit, vegetable or livestock. Interest in local foods has risen significantly. A recent survey shows that 71 percent of consumers are willing to pay more for their food if it comes from a local source.

Farmers' markets are also increasing in numbers. According to the U.S. Department of Agriculture's Agricultural Marketing Service, the number of farmers' markets has increased by 6.8 percent from 2006 to 2008.

Growing for Market is the first program designed to improve the success and profitability of farmers' market vendors as they serve their clientele. It will give an overview of how to generate income by growing fruit, vegetables and flowers, as well as producing meat, eggs, dairy products and a variety of value-added processed products for selling locally.

The program, offered via Interactive Adobe Connect, will be held at more than 15 sites around Indiana. It will be held from 5:30-8:30 p.m. CST (6:30-9:30 p.m. EST) on Jan. 8 and continues for five consecutive Thursday evenings. Registration costs \$50, which includes reference materials and refreshments, and is due by Jan. 5. Space is limited and will be reserved on a first-come, first-served basis at each site.

Sites include Purdue Extension offices in the following counties close to La Porte County: Lake and Kosciusko. A brochure, which includes registration information, is available at www.extension.purdue.edu/laporte or by contacting Purdue Extension – La Porte County at 219-324-9407.

Growing for the Market sessions will be taught by a team of Purdue Extension field staff, campus specialists, agency staff and market masters, as well as experienced growers and vendors who range in scale, cropping mix, marketing strategies and growing methods.

For questions and information about this series, contact Roy Ballard at 317-462-1113 or rballard@purdue.edu.

Growing for the Market is sponsored by Purdue Extension, Hancock Harvest Council of Central Indiana, USDA's North Central Region Sustainable Agriculture Research and Education and USDA's Risk Management Agency.

Enhancing Supervisory and Employee Performance

The Purdue University Cooperative Extension Service is sponsoring a **five-part webinar series** to teach supervisors how to improve on-the-job performance for both themselves and their employees.

The **Enhancing Supervisory and Employee Performance** program, sponsored by Purdue Extension's Women in Agriculture team, will consist of sessions held from 11 a.m. to 12:30 p.m. EST (10 a.m. to 11:30 a.m. CST) on the following Mondays: **Jan. 12 and 26, Feb. 9 and 23, and March 23.**

This program will benefit anyone who has employees. Participants will gain employee management information that will make any employer's job easier.

The interactive program will give participants a better understanding of today's workforce expectations; a recognition that work-force relationships must be based on fairness and trust; an enhanced ability to engage the work force in a business' success; effectiveness in providing quality feedback; coaching tools to enhance communication; leadership skills; and ways to attract and retain a qualified work force. The program also offers activities and homework assignments that will help employers implement what they learned into their businesses.

Robert Milligan, the program leader and a senior consultant with Dairy Strategies, will

facilitate the program. Dairy Strategies is a business, leadership and human resources consulting firm.

Between sessions two and three, Milligan will contact participants individually to consult with them about their own businesses and business challenges. This program differs from other webinars because each participant will have a chance to speak with Dr. Milligan one-on-one to enhance their own personal business atmosphere and work-force management.

Registration is \$150 per site, for up to five people. Each additional participant is \$25. The registration deadline is Jan. 5. Those registering after Jan. 5 will be charged a \$25 late fee per person.

Questions regarding the conference should be directed to Easterday at (574) 372-2340, keasterday@purdue.edu.

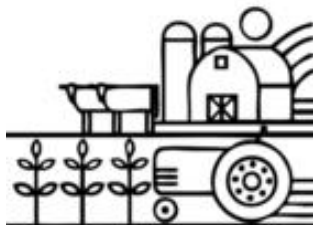
For registration forms, more program information or to learn about the webinar and participant requirements, log on to <http://agriculture.purdue.edu/wia/upcoming.htm>

IBCA & Purdue Regional Beef Meeting

Area X (which includes La Porte County) Indiana Beef Cattle Association and Purdue **Regional Beef meeting** will be held on **Monday, Jan. 12, 2009**, in the Shrine Building at the Kosciusko County Fairgrounds; 6:30 p.m. EST (5:30 p.m. CST). RSVP to Kelly Easterday by Jan. 6 by calling 574-372-2340. IBCA area director elections will be held.

Fort Wayne Farm Show

The 20th Anniversary Fort Wayne Farm Show will be held at the Allen County War Memorial Coliseum on Jan. 13 – 15, 2009. Exhibitors will present the latest farm technology in the industry as well as offer the area's largest variety of farm machinery and equipment in one location. Educational seminars will be presented daily by Northeastern Indiana Soil and Water Conservation Districts and Purdue University Cooperative Extension Service staff.



2009 Indiana Hort Congress and Trade Show

The **2009 Indiana Horticultural Congress and Trade Show** is slated for Monday-Wednesday, **Jan. 19-21, 2009**, at the Adams Mark Hotel, 2544 Executive Drive, Indianapolis, IN. This annual event is an educational meeting designed to meet the needs of fruit, vegetable, wine, organics and specialty crop growers and marketers in Indiana and surrounding states. All interested individuals are invited to attend. Detailed information and registration materials will be available after Thanksgiving at the Purdue Extension-La Porte County office or online at www.inhortcongress.org/.

Central Indiana Pork Conference

Pork producers and those involved in the swine industry are invited to the **2009 Central Indiana Pork Conference on Tuesday, Jan. 20, 2009, at Rossville High School** in Rossville, Indiana (Clinton Co.). The day-long program gets started at 9:00 a.m. EST (8:00 a.m. CST) with registration, which is \$20 per person due by Jan. 15 (includes handouts, refreshments, and lunch served by Rossville FFA). The program will provide information on a responsible pork initiative, the state of the pork industry, and a pork industry outlook. Participants can learn about whole herd feed efficiency, the new CAFO rule, presenting a positive image or manure management in afternoon breakout sessions. Immediately following the conference at 3:15 p.m. EST, participants are invited to stay for Pork Quality Assurance Plus training led by veterinarians from Swine Health Services, Inc.

The Central Indiana Pork Conference is sponsored by Clinton County Pork Producers and Purdue Extension – Clinton County. For a registration brochure or for additional information, contact Purdue Extension – Clinton County at 765-659-6380 or visit www.extension.purdue.edu/clinton to download a registration brochure.

2009 Midwest Organic Production and Marketing Conference

The **2009 Midwest Organic Production and Marketing Conference and Trade Show** will be held in conjunction with Indiana Hort Congress on Wednesday and Thursday, **Jan. 21-22, 2009**, also at the Adams Mark Hotel, 2544 Executive Drive, Indianapolis, IN.

This fourth annual conference will cover topics including organic certification, economics, developing markets, livestock, agronomic and horticulture crops, food safety and processing, and organic pest control and weed management.

For a complete listing of conference sessions and online registration, visit

<http://orgconf.sustainability.uiuc.edu>.

Heart of America Grazing Conference

The five-state **Heart of America Grazing Conference** will be held on **Wednesday and Thursday, Jan. 21-22, 2009**, at the **Holiday Inn in Columbus, IN**.

Sponsored by the Indiana Forage Council, Natural Resources Conservation Service, and the Extension Service arms of several Midwest Land Grant Universities, this conference brings together the latest practical information on the advantages of improved grazing systems and forage utilization for all grazing livestock producers.

A special feature this year will be the keynote speaker for Wednesday's banquet and a Thursday break-out session leader, Joel Salatin, owner of Polyface, Inc., a family owned, multi-generational, pasture-based, beyond organic, local-market farm and informational outreach in Virginia's Shenandoah Valley.

Individuals should **register by Jan. 15** for \$75 for both days or \$50 for one day to assure meals. This fee covers all program materials and meals. For more information, including lodging for the conference, contact Brad Shelton, of Purdue Extension – Washington Co., (812) 883-4601 or sheltonb@purdue.edu. A registration brochure is available at www.indianaforage.org.

2009 Crop Management Workshops

The **2009 Crop Management Workshops** will be held at five locations across Indiana during the last week of January. The northwest Indiana site will be at the **Porter County Expo Center, Valparaiso, on Monday, January 26**. This full day workshop will cover weed, insect and disease management as well as crop fertility and diagnostic issues. There will also be a discussion of the impacts of this year's flooding on next year's production as well as an update from the Office of Indiana State Chemist.



Designed for commercial agribusiness and crop consultants, participants can earn certification credits toward Indiana commercial pesticide license and CEUs for Certified Crop Advisers. All participants will also receive a copy of the **2009 Corn and Soybean Field Guide**. Registration fee for this workshop is \$75. Early registration is recommended and is available online with a credit card at www.conf.purdue.edu/crop. You can also download a registration brochure at www.extension.purdue.edu/laporte. Look for *Crop Management Workshop* under *Ag & Natural Resources*.

Managing Margin Risk Series

For agriculture, 2008 will be remembered as a year with many production challenges and volatile markets. This highly risky environment calls for a broader set of risk management tools for farmers. Purdue Extension will be offering an IP video course called *Managing Margin Risk* in early 2009. The objective of this program is to provide producers with the tools needed to determine crop production breakeven prices, marketing plans, crop insurance decisions and leasing options with the end goal of being able to "lock in" profitable margins.

Managing Margin Risk will be a five-week program starting Tuesday, January 27 and running through the month of February. Classes will be held on Tuesdays from 6 – 8 p.m. CST and will be offered at various locations around

the state. Pinney Purdue Ag Center near Wanatah will be one of those viewing sites; both Marshall and Pulaski County Extension offices will also be viewing sites. Registration will be \$40 for the entire series; the fee will cover handout materials, refreshments and any follow-up needed.

Topics to be covered in this new era of margin risk will be: what is margin risk, input costs trends, farm enterprise breakeven analysis and impact of leasing arrangements on a farm's bottom line; crop insurance alternatives, Farm Bill opportunities (ACRE, SURE); importance of basis, local pricing alternatives, market volatility and dynamics; how do crop insurance and marketing work together; and putting it all together in a plan to manage market risk.

To register for this program series, please use the enclosed brochure or call the Purdue Extension-La Porte office at 219-324-9407 for a registration brochure or download one from our website www.extension.purdue.edu/laporte.

Crop Management Program

Farmers are invited to a **breakfast meeting featuring Purdue Extension crop specialists on Monday, February 2, 2009**, from 8:00 a.m. CST until noon at the KOVA Ag Products Plant (formerly Bruder Fertilizer) located at 6666 W. CR 2100 S., La Crosse, IN.

The Crop Management Program will feature Bob Nielsen, Corn Specialist, addressing 2009 corn production issues, including row spacing and seeding rates; Kiersten Wise, Plant Pathologist, answering the question "*are fungicides hurting your corn?*" and discussing other disease issues; and Jim Camberato, Fertility Specialist, sharing his fertility recommendations for 2009, especially for nitrogen on corn. Gene Matzat, ANR Educator for La Porte County, will talk about a voluntary program called *BeAware* – Indiana's sensitive crop registry.

Application has been made for commercial pesticide applicator CCH's, Certified Crop Adviser CEU's and Private

Applicator Recertification Program credits. For PARP credit, bring \$10 payable at the meeting and remember to bring your license for proper credit.

To **reserve your spot** for breakfast and this informational program, please contact Roger Lippold at KOVA Ag Products **by Wednesday, Jan. 28**, by calling 219-754-2262 with the name(s) and number of participants attending. For more information about this program, please refer to the enclosed flyer or call Purdue Extension – La Porte County at 219-324-9407. A copy of this flyer can be downloaded from www.extension.purdue.edu/laporte; go to the *Ag & Natural Resources* section and look under *Events & Educational Opportunities*.

2009 Midwest Women in Ag Conference Returns to Plymouth

The **Midwest Women in Agriculture Conference** will return to where it all began eight years ago at the **Swan Lake Resort near Plymouth, IN, on February 4-5, 2009**. Offering different tracks on marketing, farm management, value-added agriculture and health and safety, wellness and natural resources, this year's conference should be a great opportunity to learn and network with over 20 different educational topics. A new track will focus on a new generation of agriculture producers – from ethanol to wine. Keynote speakers will be Michelle Payn-Knoper on "fighting back for agriculture," Beth Bechdol about "the importance of trade for the ag industry," and Nan Crockett Valentine with a humorous approach to "overcoming life's challenges."

Registration is \$75 before Jan. 16; \$125 after that date; one-day registrations are also available. Please contact the La Porte County Extension office at 219-324-9407 for complete registration and conference information. You may also visit the website of the conference sponsors, Purdue Extension Women in Agriculture Team, at: www.agriculture.purdue.edu/wia.



Northern Indiana Grazing Conference

The **Northern Indiana Grazing Conference** will be held on **Friday, Feb. 6, 2009** at the **Antique Auction Barn in Shipshewana, IN**, from 8:00 a.m. until 4:00 p.m. EST (7:00 a.m. to 3:00 p.m. CST). An evening session featuring a youth panel discussion will be held from 6:00 until 8:00 p.m. EST. Pre-registration (by Jan. 23) is \$30 for the first family member and \$20 for each additional member. After Jan. 23 and on-site registration will be \$35/\$25. Registration includes lunch and refreshments as well as access to the day's presentations and over 50 exhibitors related to grazing.

The conference will feature speakers and break out sessions on topics related to grazing on small family farms including grazing dairy in Wisconsin, raising organic calves, marketing goat milk and meat. An afternoon farmer panel will share family grazing experience from recent to long-term and an afternoon break out session will offer topics on pastured poultry and low or no grain with dairy cows. The keynote speaker is Samuel Fisher of Marshall, IN, on the topic "Managing Grass Species."

The evening session will focus on the topic of growing up on a grazing farm. A youth panel discussion will highlight the roles and responsibilities of youth from three families who graze. The evening will conclude with a discussion of sustaining the family farm led by David Kline of *Farming Magazine*.

For a registration brochure listing speakers, sponsors and exhibitors contact the Purdue Extension – La Porte County office.

Annie's Project

The 2009 session of **Annie's Project** – a program developed to empower farm women to be better business partners – is scheduled in 18 locations throughout Indiana each Thursday from February 19 through March 26.

The purpose of the program is to help agricultural women gain the understanding and knowledge necessary to be active and involved farm partners. In addition, Annie's Project will help women find new ways to balance demands of family, community and professionalism

within the agricultural community. Sessions will combine lecture, discussion, individual and small group activities and computer training.

Specific topics include: Real Colors® (personality profiles), Farm and Family Finances, Farm & Ranch Financial Analysis, Computer Programs designed for Farm Business Management, Crop & Livestock Marketing, and Farm Business Planning.

The program runs for 6 consecutive weeks. Each program is 3 hours in length. Presentations will be a combination of interactive video conferences and local presentations. Registration is limited at all sites so people are encouraged to register early. Total enrollment is expected to exceed 100 throughout the state.

Classes closest for La Porte County residents will be held at the Marshall County Extension Office from 1 p.m. to 4 p.m. EST and at the Kosciusko County Extension Office from 6:30 - 9:30 p.m. EST. A complete listing of locations hosting classes can be found on the website below.

Registration for the course is \$75 and includes software, books, meals and materials. For more details and registration information, contact Purdue Extension-La Porte County (you can request a brochure) or go the following web site: www.agriculture.purdue.edu/wia/anniesproject.htm. You can also contact Kelly Easterday at the Kosciusko County Extension Service at 1-888-398-4636. Full payment must accompany registration applications.

Purdue Ag Alumni Fish Fry

Purdue University's Agricultural Alumni Fish Fry on Feb. 7 will reintroduce fish into the menu - in addition to pork - at the 11:30 a.m. EST luncheon at the Indiana State Fairgrounds in Indy.

The Indiana Soybean Alliance is sponsoring the fish that will be served as part of its Aquaculture Initiative. The Indiana Packers Corp. will continue to sponsor the pork, as the group has since 1999.

The guest speaker, Andrea Mitchell of MSNBC, will give attendees an inside look at the national political scene from the perspective of a broadcast news veteran. Tickets are \$20 and must be purchased in advance. Call 765-494-8593.