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The Newsletter is Finally Here

After a year or two of planning an Annie's Project newsletter, it is finally here. The newsletter is being sent to those who have completed the class Annie's Project or are currently enrolled. We are anticipating there will be one or two issues per year.

We plan to include articles that will complement the content of the material covered during Annie's Project. If anyone has ideas for future articles please e-mail Karisha Devlin or Mary Sobba (*e-mail addresses are in the left column*).

Since the Annie's Project began in Missouri in the Fall of 2004, the number of persons completing the program is 312. The average age has been 48. From the baseline data gathered, 42% of our participants cash lease land, averaging 534 acres. Twenty-three percent crop-share lease land, averaging 415 acres. This year we are collecting livestock data statewide, so in the future we should have more data. The average number of years involved in the farming business is 22.5 years.

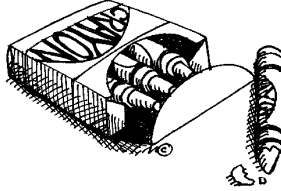
The data we have collected from you through the class is only used as a whole, and never are any singled out. We use this data as a whole when writing grant proposals to substantiate our requests to help fund future classes.

Did you miss a session during your Annie's Project class? Would you like to hear a topic repeated? If so, you are welcome to sit in on another class, with the instructor's approval and if there is space. The list of upcoming classes is on the back of this newsletter, with the contact person. The contact persons are all persons on the instructor team and are listed in the left-hand column of this front page with phone numbers and e-mail addresses.

This newsletter and Annie's Project are partially funded through grants through the North Central Risk Management Agency and USDA Risk Management Agency. These grants in cooperation with University of Missouri Extension make Annie's Project a reality in Missouri.

What's in a Color?

Successful behavior can be recognized by the characteristics of self-esteem and confidence—two human intrinsic needs. Mr. Lowry indicates that “*True Colors* [was] created as the vocabulary through which people can communicate the expression of their character” (p. 6).



Our individual character is developed through what we do—our actions and behaviors—in the various roles and responsibilities throughout our lives. Sometimes the phrase ‘You are one unique individual’ can be used to refer to someone you may know. We often think our character is different from everyone else. Mr. Lowry points out that “similarities exist among groups of people, even when the basic characteristics appear to be different” (p. 6).

True Colors is a method to help you recognize your color rainbow. It is a fun and easy way to learn and understand more about yourself and others; as well as to appreciate the similarities and differences between yourself and other individuals.

“Can you really be as good as gold? What is meant when someone describes you as true blue? Do you look for the silver lining? Do some people actually go through life with a little black cloud hanging over their heads?” (Lowry, 2004, p. 7).

Messages and communication like those mentioned above reflect an individual in terms of a color. This then becomes a reflection of the person and “color becomes the message.”

True Colors recognizes separate perspectives and personalities through the colors of blue, green, orange, and yellow. Each person generally has one color that is dominant. However, we each have all four colors in our being and the less dominant colors can influence you in different situations. Being aware of all four colors in a person can lead to improved communication because we have a better understanding and appreciation of the other individual.

Source: Lowry, D. (2004). *Keys to Personal Success*. Santa Ana, CA: True Colors, Inc. Publishing.

(By Dr. Rebecca J. Travnichek, Family Financial Education Specialist with University of Missouri Extension)

Land Values

Farm real estate values continue to rise in Missouri. We have all heard rumors at the local coffee shop about the latest farm sale and at what



purchase price the land was bought. But what is fact and what is fiction? In Missouri, land sales prices need not be reported to any governmental or public agency. Therefore, to get reliable information about land prices, many people turn to the Extension Office. A source of information that I use is the Missouri Farm Land Values Survey.

The Missouri Farm Land Values annual survey was conducted by Extension Economist Ron Plain. The survey respondents include lenders, rural appraisers, MU Extension Specialists, realtors, and other related occupations. This year, respondents provided their opinions to questions concerning current farmland values and trends. Below are the summarized answers to the main questions asked on the July 2007 survey.

(continued on next page)

Tax Facts — Coming in 2008

- ♦ **Maximum Section 179 Deduction will be \$128,000**
- ♦ **Tax rate on long-term capital gains will be zero in 2008, for taxpayers in the 15% or lower tax bracket**
- ♦ **Mileage rate for business will be \$0.505**
- ♦ **Maximum wage base for Social Security withholding or self-employment will be \$102,000**

Land Values *(continued from previous page)*

Average Value of Land

Respondents were asked to give their estimates of land values for three classes of cropland and pasture (good, average, and poor), timberland (with valuable trees), and hunting/recreation land. The survey breaks up Missouri into regions and gives averages for each region. In this article, I will give only the average for the state.

Cropland Values per acre – Missouri Average

Good Cropland - \$2600

Average Cropland - \$2134

Poor Cropland - \$1661

Pastureland Values per acre – Missouri Average

Good Pastureland - \$1843

Average Pastureland - \$1629

Poor Pastureland - \$1332

Timber and Hunting/Recreation Values per acre – Missouri Average

Timber Land - \$1578

Hunting/Recreation Land - \$1585

Many respondents commented that strong grain prices had sparked interest in cropland for its productive potential. Realtors indicated that more people were looking to buy good cropland than were willing to sell. Respondents reported continued interest in all types of land by out-of-area and foreign buyers. There were also reports of “1031 exchanges” continuing to impact prices, but most of these comments came from the western side of the state and the bootheel.

Who is Buying Land?

The survey showed that 77% of farmland buyers planned to farm the land themselves or rent it out. This is a 7% over the 2006 Farm Values Survey.

Outlook

For the next 12 months, respondents expect all land will increase 4%, with cropland up 4%, pasture up 3.2%, and other types of farmland up 3.5%. Most respondents felt grain prices and cropland values would moderate and the demand for non-farming uses would hold, except for some weakness in a few locations.

To access the full survey, visit this website, <http://agebb.missouri.edu/mgt/landsurv.htm> or contact your local Extension Office.

(By Karisha Devlin, Ag Business Specialist, University of Missouri Extension)

Be Counted—2007 Census of Agriculture

This December, the U.S. Department of Agriculture’s National Agriculture Statistics Service (NASS) will begin the 2007 Census of Agriculture. The Census of Agriculture is the Nation’s largest, and most comprehensive, information-gathering project for agriculture. It is the only source of consistent data on agricultural production and operator characteristics for each county, State, and the entire Nation. The census provides a current assessment of where farmers and ranchers stand on issues, their farm supply needs, and their production costs and cropping systems. It also shows how trends in agriculture are changing. Congress requires USDA’s NASS to conduct the census every five years.

Farmers and ranchers use the census data to determine potential business opportunities, and to evaluate their operation in comparison to local, State, and national averages. Extension specialists and universities use census statistics to develop new improved methods to increase agricultural production and profitability. Elected local and state representatives will use the census data to develop farm programs that will producers and promote U.S. agriculture.

Only U.S. farmers and ranchers can supply the answers needed to generate an accurate picture of the Nation’s agriculture. So please take the time to fill out the census form. Your response is very important! If you did not participate in the previous Census of Agriculture, but would like to be counted, be sure to sign up to receive a 2007 Census of Agriculture report form. To sign up, call toll free (800) 892-1660 or visit www.nass.usda.gov/counts.

Interesting Websites

Missouri Beef Resource Guide (very organized page with lots of links to related pages)
<http://agebb.missouri.edu/beef/index.htm>

MU 2008 Farm Budgets (crop & livestock)
<http://agebb.missouri.edu/mgt/budget>

MU FAPRI’s Farmer’s Corner

Software tools, marketing information, etc.

http://www.fapri.missouri.edu/farmers_corner

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Upcoming Classes:

Annie's Project:

- Cameron—Jan. 8, 10, 15, 17, 22 & 24
Contact: Rebecca Travnichek
- Ellington—January
Contact: Russell Ramsey
- Marshfield—January
Contact: Gordon Carriker
- Neosho—March 6, 13, 20, 27, Apr. 3, 10
Contact: David Whitson
- Osceola—March/April 2008
Contact: Wayne Prewitt
- Chillicothe—March 4, 6, 11, 13, 18, 20
Contact: Kevin Hansen

Annie's Project II:

Women Marketing Grain & Livestock

- Carrollton—Jan. 8, 15, 22, & 29
Contact: Parman Green
- Mexico—Jan. 2008
Contact: Mary Sobba

Other Ag Business Related Classes:

Northeast

Paris -Farm & Small Business Estate Planning—Jan. 15, 22, & 29.
(Darla Campbell)

Monroe City -Farm & Small Business Estate Planning—Jan. 15, 22, & 29. (Darla Campbell)

Macon -Grow Your Farm -Feb. 5, 12, 19, 26, March 4, 11, 18, & 25. (Joe Koenen)

Central

Columbia - Grow Your Farm—Feb. 7, 21, Mar. 6, Apr. 3, 17, May 1, 15 & 29 (Don Day—573-445-9792))

Columbia - Golden Age Farming—Feb. 2008 (Mary Sobba)

Northwest

Savannah - Safeguard Your Savings—Feb. 26 (Rebecca Travnichek)

South Central

Lake Ozark - Computers on the Farm—Jan. 4 & 5

Contact: John Travlos (573) 882-4827

<http://agebb.missouri.edu/cotf/details.htm>

West Central

Nevada -Farm & Small Business Estate Planning—Jan. 15, 22, & 29.
(Wayne Prewitt)

Fence Law—Feb. 21

Locations: Mexico, Poplar Bluff, Reed Springs, St. Joseph
(Joe Koenen)

Fence Law—March 19

Locations: Camdenton, Palmyra, Salem, Sedalia (Joe Koenen)