HOLT COUNTY

UNIVERSITY OF MISSOURI EXTENSION COUNCIL

2013 ANNUAL REPORT

Using research to solve individual & community issues and problems

- HOLT COUNTY STAFF & SUPPORTING STAFF
- VICE PROVOST’S OFFICE
- AGRONOMY PROGRAMS
- FAMILY NUTRITION PROGRAM
- 4-H PROGRAM AND YOUTH
- LIVESTOCK PROGRAMS
- COMMUNITY DEVELOPMENT
- MISSOURI TAXPAYER EDUCATION INITIATIVE
- HOLT COUNTY CONTINUING EDUCATION ENROLLMENTS

Equal opportunity is and shall be provided to all participants in Extension programs and activities, applicants for employment on the basis of their demonstrated ability and competence without discrimination of race, color, religion, sex, sexual orientation, national origin, age, disability or status as a Vietnam–era veteran.

This policy shall not be interpreted in such a manner as to violate the legal rights of religious organizations or military organizations associated with the armed forces of the United States of America. If you have special needs as addressed by the Americans with Disabilities Act and need this publication in an alternative format, write Holt County Extension Center, 101 E. Missouri Street, P.O. Box 407, Oregon, MO 64473-0407
About our Council Members……

Educational Program Development and Implementation

Council members assist in planning and carrying out our extension programs, they identify concerns in the community and make recommendations. They encourage residents, groups and organizations to participate in the Extension’s many resources.

Organizational Structure

At the core of this structure are county extension council members, who ensure that the system works by identifying local educational needs, securing funds and ensuring that the research-based information of the state’s land-grant universities is available to people in their communities. Regional extension councils address issues of multi-county or regional concern. Each county extension council is represented on the regional extension council.

Governance

The county extension council administers the local extension budget and operations, including council-employed personnel and fiscal management. The council is responsible for office operations, annual council membership elections, council operations and meetings, legal requirements, regional council relationships, marketing and decision making.

2013 Extension Council

Nancy Wales, Chairman
Diane White, Vice Chairman
Michelle Weber, Secretary
Kitty Richards, Treasurer
David Carroll, County Commissioner
Richard Barrett, Regional Council Representative
David Drewes, Chester Edwards, Jorja Hoehn, Scott Jordan, Darren Markt, Phillip McAfee, Daniel Morris, Dennis Ohlensehlen, Chris Russell

Holt County Staff

Holt County Office  (660)446-3724
Wayne Flanary, Agronomic Programs
Gina Ripley, Family Nutrition Education Program
Nacaela Greeley, 4-H and Youth Programs
Tracy Shewey, Office Manager
Rick Breedlove, Cover Crop Grant

Additional Faculty Which Program In Holt County

Amie Schleicher, Livestock
(660)744-6231
Jim Crawford, Natural Resource Engineer
(660)744-6231
Rick Smith, 4-H/Youth
(816)279-1691
Bob Kelly, Ag Business
(816)279-1691
Tom Fowler, Horticulture
(816)279-1691
Don Miller, Human Development
(816)279-1691
Jerry Baker, Community Development
(660)744-6231
Rebecca Travnichek, Family Financial Education
(816)324-3147
Connie Neal, Housing and Environmental Design
(660)359-4040
Penny Crawford, Project Director FNP
(816)632-7009
Constance Mowrer, Extension FNP Program Manager
(816)632-7009
Clint Dougherty, PTAC Business Specialist
(816)279-1691
Dear County Commissioners and Associated Friends of MU Extension:

As we enter 2014, we at University of Missouri Extension celebrate our 100-year partnership with you, with the State of Missouri and with the federal government. Through the Smith-Lever Act of 1914, the Cooperative Extension Service was established to provide practical application of research knowledge “to persons not attending or resident in said colleges in the several communities.” Over the years, the mission to bring you relevant, reliable and responsive education to improve lives and local economies remains the same. Yet, we also have changed to help you meet emerging issues and to take advantage of emerging opportunities.

Every day, MU Extension helps create value for citizens. For example:

- Throughout the state, MU Extension provides information to help address issues and opportunities related to Missouri’s economic infrastructure, public services, economic development, jobs and educational access. Counseling more than 3,000 business clients in FY12 resulted in 9,328 new jobs, sales increases of $188 million, $213 million in new business financing, and government contracts of more than $195 million.

- Our state and nation are in need of workers who are highly proficient in science, technology, engineering and math (STEM). Research has shown that 4-H members develop an increased interest in science three times higher than their non-peers. Both non-traditional activities, such as robotics, and more traditional activities, such as livestock judging and food preparation, are doorways to science-related careers.

- Livestock production accounts for about 53 percent of the state’s agricultural receipts. MU Extension’s Tier Two Show-Me-Select Replacement Heifer Program, which improves reproductive efficiency of beef herds, has garnered producers $237 to $357 per heifer, depending on breeding protocol followed. Statewide economic impact of the program has exceeded $65 million.

These are just three examples of MU Extension’s impact – made possible through your support of MU Extension in your community. I look forward to our continuing partnership, and as always, your ideas for improving our partnership are welcome.

Sincerely,

Michael D. Quart
Vice Provost and Director

University of Missouri, Lincoln University, U.S. Department of Agriculture and Local Extension Councils Cooperating

EQUAL OPPORTUNITY/ADA INSTITUTIONS
Dear Holt County Commissioners and Residents,

We are pleased to present you with a copy of the 2013 annual report compiled for the Holt County Extension Council. This report is a brief overview of the educational programs conducted by Extension specialists for the citizens of Holt County. This annual report is not intended to give the full scope of all activities in the county. Rather, it is an attempt to provide information regarding the major programming efforts through which educational programs are provided to serve the needs of Holt County residents.

The University of Missouri Holt County Extension council, faculty and staff would like to thank the Holt County commissioners for their support and funding for programs during this past year. In turn, the council, faculty and staff remain committed to improving people’s lives by helping them meet the opportunities and challenges of the 21st century with research-based education and information. We do this by focused programming in county annual plans of work.

Current programming efforts statewide focus on agricultural profitability and viability, building family and individual strengths, building human resources, business, community and economic development, enhancing health and nutrition, environmental quality and stewardship and youth development. The success of MU Extension programming in Holt County would not be possible without the help and support of individual volunteers, groups, organizations, businesses, local and county government officials, and the research-based information provided by the land-grant university system.

We appreciate the continuing support that you have provided to Extension as we work to enrich people’s lives. We hope that this report provides a greater understanding about University of Missouri Extension programming efforts.

Respectfully,

Wayne Flanary              Gina Ripley                      Nacaela Greeley                  Tracy Shewey
County Program Director       Nutrition Program Associate  4-H Youth Program Associate        Office Manager/bookkeeper

Below are pictures from the 2013 Holt County 4-H Achievement Day
AGROMONIC PROGRAMS

Teaching programs in crop and forage production, plant pathology, entomology, weed science and soils

<table>
<thead>
<tr>
<th>Programs</th>
<th>Topic</th>
<th>What Did They Learn?</th>
<th>How Did They Benefit?</th>
<th>How Does Holt County Benefit?</th>
</tr>
</thead>
<tbody>
<tr>
<td>The value of all crops including row crop, forages and commercial horticulture are $406 million in Holt, Atchison, Andrew, Nodaway, Clinton, Buchanan and DeKalb counties. To maintain a competitive viable agriculture requires the latest research, education and resources to continue its growth.</td>
<td>Growers learn: Crop management Forage management Fertilizer management Pest management The agronomic programming focused on timely delivery of crop management information and research to the 7 counties in the NW Region. The programming effort is accomplished through media such as radio, newspaper, newsletters, meetings and answering growers’ questions.</td>
<td>New precision ag technology and biotechnology and how technology fits into a growers operation New hybrids and varieties through our testing program Improved weed control research and teaching New weed, insect, and disease pests that potentially can attack crops and utilizing our pest monitoring program Product evaluation to determine if the product is effective and how to adopt and utilize this in a growers operation Pesticide safety Product costs and determining their cost effectiveness Choosing and applying fertilizers</td>
<td>Formal surveys of growers’ attitudes to teaching in formal meetings as follows: Over the past 8 years, the value of the agronomic meetings rated a 4.25 on a scale of 1 to 5 with 5 being excellent and 1 being poor. Also, data summarized over the past 8 years indicated that growers would recommend this meeting to other growers rated a 4.38 average on a scale of 1 to 5 with 5 being excellent and 1 being poor. As speaker being knowledgeable, data summarized was 4.58 on the same scale. Agronomic programs vary with methods of delivery. The result is an action or a decision and knowledge is gained by growers. Also, growers request what the research indicates, what are the advantages and disadvantages of using a product, a strategy, or sometimes how to address a situation or problem.</td>
<td>Winter Ag Update meetings focus on critical topics for row crop and livestock producers enabling them to be competitive. Private applicator training provides growers with the knowledge to apply pesticides safely while protecting the environment. Cooperation with commodity groups help growers expand markets and produce food not only locally but globally. Certified crop adviser meetings provide technical information to crop advisers. Graves-Chapple Research Center and Hundley-Whale Research Center provide the latest research to help growers remain competitive and provide an economic driver for northwest Missouri. As world population continues to increase, the need for food production continues to grow. It is critical to continue to increase crop yields while maintaining competitiveness to increase food production in an environmentally responsible manner.</td>
</tr>
</tbody>
</table>
FAMILY NUTRITION EDUCATION PROGRAM

FNEP provides information on nutrition, food safety, and physical activity for lifelong health and fitness.

<table>
<thead>
<tr>
<th>Who Are The Learners?</th>
<th>What School District/Agencies Are Served?</th>
<th>What Did They Learn?</th>
<th>What Action Did They Take?</th>
<th>How Does Holt County Benefit?</th>
</tr>
</thead>
<tbody>
<tr>
<td>155 - youths</td>
<td>Craig Elementary Mound City Elementary</td>
<td>For youths who participated in FNP, student changes reported statewide by teachers reveal: 91% more aware of nutrition 68% make healthier meal and/or snack choices 82% more willing to try new foods 82% improved hand washing 65% increased physical activity</td>
<td>From NPA Gina Ripley: The Kindergarten teacher at Craig Elementary School shared with me that one of her male students had taught the PE teacher how to be a “Germbuster”, someone who knows how to get rid of germs! The week before, after reading the story of BAC (Bacteria) and practicing washing our hands, I handed out Germbuster stickers to each child to wear on their shirt. I encouraged them to teach their friends and family members how and when to wash their hands so that they could become Germbusters too. The Kindergarten shared that the PE teacher was impressed by how knowledgeable the student was about hand washing.</td>
<td>The Family Nutrition Education Program brought $7,653,958 in federal funds to the state of Missouri. These funds were used to provide nutrition education to 1,069,104 food stamp recipients and food stamp eligible citizens of Missouri. 165 of these participants reside in Holt County. Participants in FNEP make healthier meal &amp; snack choices, increase their physical activity, and in general make healthier food choices. They are more likely to enjoy a high quality of life as an adult and into old age. A healthy labor force is critical to attracting and keeping jobs in Missouri. In addition, this important programming effort serves to reduce healthcare costs over the participant’s lifetime, saving taxpayers money in reduced public healthcare benefits and insurance premiums.</td>
</tr>
<tr>
<td>10—adults</td>
<td>Holt County Head Start Senior Center of Holt County Holt County Health Department</td>
<td>Adults who participated in FNP also made significant improvements in these areas: 70% use the “Nutrition Facts” label to make food choices 58% think about healthy food choices when deciding what to feed their family 65% plan meals ahead of time 56% eat more than one kind of vegetable each day 51% exercise for a total of 30 min. each day</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Gina Ripley, Nutrition Program Associate, teaches students the importance of exercising and how it makes their hearts strong.
4-H AND YOUTH PROGRAMS

Programs to aid in the development of the 4-H program and youth in Holt County

**Rick Smith**
4-H Youth Specialist

**Nacaela Greeley**
Youth Program Associate

<table>
<thead>
<tr>
<th>Sample Events</th>
<th>Participants and hours of collective participation</th>
<th>Program learning objectives</th>
<th>How Does Holt County Benefit?</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>4-H Clubs</strong> Two county 4-H clubs offer long-term educational experiences in which members learn life skills such as decision making, public speaking and working with others. Members learn by doing under the guidance of adult volunteers, who teach projects ranging from aerospace and arts to veterinary science and sport fishing. Clubs also involve children and teens in community service, camping and educational trips.</td>
<td>25 students participate in the two 4-H clubs. 18 Holt County youth participated in STEM projects in 2013. In 2011, MU Extension connected 8,500 youth people age 8 to 18 to University of Missouri campuses and faculty.</td>
<td>Holt County 4-H focuses on learning by doing through experiential learning. This learning prepares youth for jobs critical for economical recovery. 4-H provides the opportunity to put learning into action through opportunities in leadership, citizenship, teamwork, community service and other life skills.</td>
<td>Research shows membership in 4-H clubs leads to higher scores in the following development assets for youth. • Educational aspiration • Achievement motivation • Desire to help others • School grades • Self-esteem • Decision making • Having a value system • Interaction with adults • Ability to make friends (Lerner, 2008)</td>
</tr>
</tbody>
</table>

**4-H S.T.E.M. (Science Technology, Engineering, and Math) Initiative**

4-H Science, Technology, Engineering and Math (STEM) projects give families science enrichment opportunities and connects kids to University of Missouri Extension’s science outreach programs.

**4-H Connects Kids to College**

Missouri 4-H Members are twice more likely to have been on a college campus than their non-4-H peers. MU is by far the campus most frequently visited and 4-H is the most reported reason to be on the MU Campus (Lerner, 2008).

**Left, Grace Ezzel sharpens her public speaking skills and provides a healthy treat for her fellow Sunrise 4-H Club members by demonstrating how to make a fruit smoothie.**

**Above, William Heck enjoys trying out his Eco-Bot. William’s Eco-Bot is a miniature robot he built under the guidance of Sunrise 4-H Club Member, Carina Metzgar.**

4-H aims to grow the next generation of inventors, entrepreneurs and problem solvers by giving youth plenty of opportunities to try their hands at real world science.

4-H’s S.T.E.M. program helps close the gap in the demand for trained scientists and engineers. 4-H provides 332,090 youth contacts and 19,018 adult contacts in projects such as robotics, water quality, conservation, livestock, veterinary science, and computers.

Youth earning a bachelor’s degree, increase annual earnings by $2.4 million over their lifetime (NACUBO, 2012).
### Educational opportunities and services for livestock producers in Holt County

<table>
<thead>
<tr>
<th>What Was Offered</th>
<th>Topics</th>
<th>What Did They Learn?</th>
<th>How Did They Benefit?</th>
<th>How Does Holt County Benefit?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regional programs available to Holt County beef producers: Four-State Beef Conference, Ag Update meetings, cost-effective forage management meeting, cover crop field day, Focus on Forages program, Beef Producers Seminar</td>
<td>Genetics of feed efficiency; communicating with consumers; industry outlook; preparing for drought; cover crops; tall fescue demonstration plots; fescue toxicosis; weed control; double cropping on hay ground; economic fertilizer programs; extending the grazing season; being resourceful with feed/forages/finances; and bull selection strategies</td>
<td>Holt County beef producers that attended these meetings received information on topics that they had expressed interest in based on past meeting evaluations and consultations.</td>
<td>As an example, 100% of the producers that attended the Beef Producers Seminar indicated that attendance positively impacted their operation. The topics presented helped livestock operations be better positioned to weather the many changes and challenges facing the livestock industry.</td>
<td>Research-based information gives producers the tools they need to make decisions that positively impact the bottom line of their operations. A strong livestock sector benefits the economy of the entire county.</td>
</tr>
<tr>
<td>Brome management school at the MU Graves-Chapple Research Center near Corning. Thirteen from Atchison and Holt counties, including five women, attended.</td>
<td>Brome management strategies including grazing and haying management, fertility recommendations, and weed control were covered.</td>
<td>Attendees rated the meeting at a 4.7 on a scale of one to five in terms of how much they liked the meeting and how valuable it was. They reported at least a 50% improvement in their knowledge of topics covered.</td>
<td>Producers indicated that they would implement the strategies covered.</td>
<td>Educational opportunities that are specific to the area help producers deal with the unique challenges they face and remain viable in the ag economy.</td>
</tr>
<tr>
<td>4-H livestock project members are required to be certified in Show-Me Quality Assurance (SMQA). Holt County 4-Hers attended face-to-face and online trainings.</td>
<td>4-Hers learn about their role as youth producers in the food supply system; animal health products and drug residues; and the six pillars of character. Hands-on activities demonstrated concepts in a fun way.</td>
<td>Pre- and post-tests indicated a 29% improvement in knowledge by attending the class.</td>
<td>Healthy project animals are grow better, are worth more, and produce a more acceptable product for consumers. By attending, 4-Hers met the SMQA requirement of 4-H.</td>
<td>Citizens of Holt County and beyond can be assured that our youth livestock producers are committed to producing safe, quality food.</td>
</tr>
<tr>
<td>Students from Holt County schools attended the MU Graves-Chapple Research Center’s youth education day near Corning.</td>
<td>New for this year was a session on poultry where area high school ag students could see and touch three different types of chickens.</td>
<td>Characteristics of three very different types of chickens; how different types have a unique purpose (meat, eggs, or hobby/show).</td>
<td>Students had a greater understanding of poultry, the industry, and opportunities available.</td>
<td>The youth of Holt County become more knowledgeable about livestock production and issues.</td>
</tr>
</tbody>
</table>
### Learners

The bi-county committee of 20 learners are volunteers who have various roles in each of the communities as directed by an executive leadership team including MU Extension.

Four certified Case Managers help facilitate the recovery efforts after intake inputs have been provided to the Case Manage and forwarded to the committee for final decision-making strategies.

### Long Term Recovery

The learners follow the Atchison-Holt Long Term Recovery Committee Bylaws to facilitate repairs and restoration of damaged properties resulting from the Flood of 2011.

As the recovery process is nearing completion, the committee has increased its understanding about how to better meet future long term recovery needs and is reviewing current practices and procedures.

### What Did They Learn?

The learners discovered that traditional ways to service or repair properties damaged by a natural disaster often have to be altered to best meet the needs of the affected properties.

The committees request for financial assistance from charitable organizations varied with each request. Learning to write specific requests became a priority.

Learning to effectively schedule volunteer resource groups has become a priority for the committee’s operations.

### How Did Participants Benefit?

The benefit of serving on a charitable bi-county long term recovery committee has both intrinsic and extrinsic benefits.

Those serving others feel rewarded when their neighbor or friend has a home restored. The tremendous respect given to committee members and volunteers from the clients is tremendously rewarding from the intrinsic view.

The extrinsic value is that communities are being restored and families are again able to live in their homes and fully participate in community life.

The affected home owners have also benefited from learning to work with many volunteers who came from other locations to donate their time and service to fulfill the needs as approved by the committee.

### How Does This Work Make NW Counties in Missouri Better?

The Atchison-Holt County Long Term Recovery Committee facilitated contacts with more than 400 persons that needed restorative repairs to their permanent residence. The repair costs ranged from a few dollars to more than $10,000.

The committee has received assistance from incoming volunteer groups and contractors. This was the first joint effort between Atchison and Holt counties.

Aside from the restorative repairs provided to home owners, more than 836 hours of volunteer time was provided for the 2013 recovery projects. One of those volunteers groups’ value were more than $600 per hour.

The purchase of two pieces of equipment that can be used in any future disaster provides significant cost savings to the committee.

A resulting benefit to the counties is the committee is preparing an initial operating procedures document for any future non-flood disaster recovery.
FAMILY FINANCIAL EDUCATION

Providing free tax preparation for Holt County

<table>
<thead>
<tr>
<th>Numbers of Learners</th>
<th>Topic</th>
<th>What Did They Learn?</th>
<th>What Actions Did Participants Take or How Did They Benefit?</th>
<th>How Does This Work Make Holt County and Missouri Better?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ten income tax returns were completed and e-filed in Holt County.</td>
<td>Individuals filed as single (four white females and one white male), married filing jointly (five white couples).</td>
<td>Adjusted gross income (AGI)- $174,439, Federal Refunds Owed - $454 (2 taxpayers), MO Taxes Owed- $700 (3 taxpayers), Earned Income Credit (EIC)- $2,967, Child Tax Credit- $861, Property Tax/Rent Credit- $981 (3 taxpayers)</td>
<td>Total refunds for the day were $8,835.00. Federal Refunds- $7,302, MO Refunds- $1,533</td>
<td>When you support the Missouri Taxpayer Educational Initiative, taxpayers save an average of $200 in tax preparation fees per year, leading to the establishment or increase of emergency savings, which stimulates the local economy.</td>
</tr>
</tbody>
</table>

Below and left are pictures from the July 2013 meeting of the Holt County Council at the Graves-Chapple Research Center
MU Conference Office
The MU Conference Office (MUCO) was created in 1963 to provide high-quality, professional, full-service meeting management for a variety of noncredit educational programs, such as conferences, workshops, seminars and symposia. Whether a meeting is hosted on the MU campus, elsewhere in Missouri or anywhere in the world, the office's professional staff helps create the best learning environment for participants. For FY 2013, MUCO registered 13,982 Missourians in MU Extension conferences. In FY 2013, MUCO’s portfolio of conferences included the Nanofrontiers Symposium at MU; Write to Learn at the Lake of the Ozarks; Midwest Symposium on Therapeutic Recreation in St. Louis; in addition to the National Extension Conference in Oklahoma City, Okla., and Maize Genetics Conference in St. Charles, Ill. –Holt County had 52 Enrollments.

FRTI
MU Extension’s Fire and Rescue Training Institute (MU FRTI) provides comprehensive continuing professional education and training to Missouri’s fire service and emergency response personnel. The institute directly impacts the well-being and protection of Missouri’s 23,600 firefighters and the Missourians they serve. Courses prepare firefighters for medical emergencies, hazardous materials response, and disaster preparedness and mitigation, as well as fires. During FY 2013, the institute provided 185,510 instructional hours of training and conducted 597 individual courses. MU FRTI served 12,066 Missourians from all 114 Missouri counties, and 1,802 out-of-state students. For more information, see mufrti.org. –Holt County had 64 Enrollments

MUNO
Working independently and in partnership with other organizations, MU Nursing Outreach (MUNO) provides face-to-face and web-based educational programs, mostly for nurses but also other healthcare professionals including social workers, dietitians, nursing home administrators, psychologists, counselors and health educators.

MU Nursing Outreach’s educational activities attracted 2,671 nurses and other healthcare providers from Missouri and 145 out-of-state participants. Multidisciplinary programs that were co-sponsored with Continuing Medical Education reached an additional 1,182 nurses. Nurses from 91 (80 percent) of Missouri’s 114 counties and the City of St. Louis attended continuing education programs sponsored by MUNO.

MUNO serves a predominantly rural audience with 79 percent of the Missouri participants residing outside the metropolitan St. Louis and Kansas City areas. In addition to Missouri, nurses from 22 other states benefitted from MUNO’s educational programs. For more information, see nursingoutreach.missouri.edu. –Holt County had 1 Enrollment
<table>
<thead>
<tr>
<th>Income</th>
<th>Jan—Dec 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Student Fees</td>
<td>$1,386.00</td>
</tr>
<tr>
<td>Governmental Appropriation</td>
<td>$35,040.00</td>
</tr>
<tr>
<td>Gifts/Grants/Contracts</td>
<td>$70,051.53</td>
</tr>
<tr>
<td>Resale/Educational Service Fees</td>
<td>$3,472.00</td>
</tr>
<tr>
<td>Miscellaneous Income</td>
<td>$655.23</td>
</tr>
<tr>
<td>For Postage</td>
<td>$840.00</td>
</tr>
<tr>
<td>Balance Transfers</td>
<td>$0.00</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>$111,444.76</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel Serv. — Salaries &amp; Wages</td>
<td>$33,469.97</td>
</tr>
<tr>
<td>Payroll Expenses</td>
<td>$6,713.17</td>
</tr>
<tr>
<td>Non Payroll Salaries</td>
<td>$931.13</td>
</tr>
<tr>
<td>Travel</td>
<td>$7,232.91</td>
</tr>
<tr>
<td>Postage</td>
<td>$2,097.53</td>
</tr>
<tr>
<td>Telephone Serv.—Local</td>
<td>$1,917.53</td>
</tr>
<tr>
<td>Advertising</td>
<td>$819.99</td>
</tr>
<tr>
<td>Land Lease</td>
<td>$2,700.00</td>
</tr>
<tr>
<td>Rent/Lease Space</td>
<td>$1,560.00</td>
</tr>
<tr>
<td>Rent/Lease/Equipment</td>
<td>$1,638.86</td>
</tr>
<tr>
<td>Reproduction/Copy Services</td>
<td>$664.32</td>
</tr>
<tr>
<td>Supplies/Services</td>
<td>$28,270.58</td>
</tr>
<tr>
<td>Cover Crop Seed</td>
<td>$565.50</td>
</tr>
<tr>
<td>Programs/Professional Dev</td>
<td>$248.05</td>
</tr>
<tr>
<td>Other Contract Services</td>
<td>$300.00</td>
</tr>
<tr>
<td>Insurance</td>
<td>$708.25</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$1,834.34</td>
</tr>
<tr>
<td>Soil Test Expenses</td>
<td>$13,325.00</td>
</tr>
<tr>
<td>Publications for Resale</td>
<td>$1,252.00</td>
</tr>
<tr>
<td>Repairs/Maintenance</td>
<td>$691.17</td>
</tr>
<tr>
<td>Furniture/Equipment</td>
<td>$702.91</td>
</tr>
<tr>
<td>Fee Generation Distribution</td>
<td>$5,112.20</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$112,755.41</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>-$1,310.65</td>
</tr>
</tbody>
</table>