



**Saline County Extension**

**2006 Annual Report**

Return on Investment

UNIVERSITY OF MISSOURI  
 **Extension**

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## Saline County Extension

### 2006 Annual Report

### Return on Investment

#### *Saline County Extension Improves People's Lives*

University of Missouri Extension serves people by extending research-based knowledge and presenting top-quality educational programs to address the high priority needs of citizens at the local level. University of Missouri Extension faculty and staff help individuals and organizations turn knowledge into action, thus improving the quality of life.

This report is a summary of Extension programming in Saline County in 2006. The remarkable quality and quantity of programming would not have been possible without the outstanding leadership and support of Saline County Commissioners Norvelle "Brownie" Brown, Dick Hassler and Becky Plattner, in partnership with a visionary, enthusiastic and exemplary 2006 Saline County Extension Council.

#### **Saline County Extension 2006 Extension Council**

University of Missouri Extension programs in Saline County are directed by a council of 15 members.

##### **County Council Officers**

<b>Chair:</b>	David Perkins
<b>Vice-chair:</b>	Leigh Ann Graves
<b>Secretary:</b>	Ron Duvall
<b>Treasurer:</b>	Candee Aull

##### **Elected Council Members**

Candee Aull	Berkeley Hall
Jim Deutsch	Sam Igo
Ron Duvall	Wayne McReynolds
Judy Eaheart	Paul Mizer
Mary Ann Gilpin	David Perkins
Leigh Ann Graves	Debbie Wallace

##### **Appointed Council Members**

Dick Hassler	Saline County Commission
Diana Woods	City of Marshall
Kaye Wright	Farm Bureau



*William Quintana and Karla Henriquez were the first graduates of the **Financial Education for First Time Home Buyers** Class in January of 2006.*

## Family Financial Education

*1,157 individuals came to Saline County Extension for family financial education in 2006, investing a collective 3,136 hours in workshops led by Dr. Cynthia Crawford.*

**HOMEBUYER FINANCIAL EDUCATION:** Ninety-three individuals, applying for 65 mortgages through the Community Commitment program, participated in homebuyer financial education. With less-than-market interest rates and private mortgage insurance waived, families will save a collective three million dollars. In addition, nearly \$5 million in real estate economic activity was added to the county's economy.

**STRETCH-YOUR-DOLLARS:** Sixty-six individuals experiencing financial stress participated in Stretch-Your-Dollars workshops. A teaching team from Family Support Division, Missouri Valley Community Action, United Way and Extension makes the three-session monthly classes possible in Saline County. Nearly all attending report an increased sense of control over their finances one month after attending class.

**FINANCIAL SUCCESS:** New in 2006 were Financial Success classes offered through Saline County Extension. A financial education class is mandated by bankruptcy courts before the legal action is finalized. Six people came to Saline County Extension for this class in 2006.

**FINANCIAL COUNSELING:** Thirty-six residents requested and received individual financial counseling in 2006. When possible, those requesting financial counseling attend Stretch-Your-Dollars first.

**RETIREMENT PLANNING:** was the topic twelve people attending the Ag Landowners conference in Malta Bend chose to attend for one of their concurrent sessions.

**HIGH SCHOOL FINANCIAL EDUCATION DAY:** Two hundred Marshall High School seniors, international students and adults teamed up with Extension for a student financial education day. In preparation, Dr. Crawford

designed 10 learning stations and trained twelve high school faculty and community leaders in various presentation topics for the "Extreme Round Robin" event. Topics for the 6-hour event included: landlord/tenant law, money habitudes, 10 tips for smart money managers, how to be a millionaire, buying new and used vehicles, predatory lending, the cost of legal problems and more.

**SMART MONEY MANAGERS:** Eighty vo-tech students attending a regional conference in Marshall learned about 10 Tips for Smart Money Managers, a session that MVCAA's Keith Ward and Extension's Cynthia Crawford collaborated on.

**INCREASE YOUR FINANCIAL SUCCESS:** Fifteen church circle members learned how to increase their financial success. After learning about Extension's family financial education program, they chose to make a financial donation to further the work.

**MONEY SMART:** Four hundred twenty-two Missouri Valley College incoming freshmen spent a class focusing on *Money Smart* with Cynthia Crawford. In three years of partnering with the freshmen orientation program, more than 1,000 college students have learned the #1 reason that keeps college students from earning a degree is financial problems.

**FINANCIAL HEALTH AT THE HOSPITAL:** Forty-five Fitzgibbon employees attended a one-hour financial management seminar in the spring, as part of their in-service education through Fitzgibbon Hospital on how to increase financial success. Based on feedback from the employees, Crawford was invited back in November to present a follow-up seminar on financial health and money habitudes.

**STRETCH-YOUR-DOLLARS GOES TO SCHOOL:** Twenty-four Marshall elementary school faculty and parents of elementary students spent an evening together co-learning about family financial management. Teachers commented that co-learning with families increased their ability to work together throughout the school year.

**IN-SERVICE EDUCATION FOR COMMUNITY ACTION:** Sixty Missouri Valley Community Action Agency staff, working through their regional office based in Marshall, participated in a staff development seminar on family financial management, with Cynthia Crawford. Staffers indicated they used the seminar information to update their family financial knowledge, and they will also use the information when working with low-income families.

## Nutrition and Health Education

**FEDERAL GRANT:** Family Nutrition Education Programs (FNEP) reached 1,847 low-income participants with nutrition education in Saline County, during 2006. FNEP provides information on nutrition, food safety, and physical activity for lifelong health and fitness.

- Education for 170 adults included nutrition, food safety, physical activity and food resource management.
- During 2006, 1,677 youths were taught in 598 classes, in every school district in Saline County. Nutrition education classes were also held at the Sweet Springs Library.

**TAKE CARE OF YOURSELF:** Sixty Saline County residents have up-to-date medical references in their homes, thanks to a partnership with the faith community. Research indicates that having a quality medical reference and appropriate training to use the book saves families money, while increasing the quality of their medical decisions.



*Nutrition educator Stacy Robb makes her classes active and fun!*

## Community and Leadership Development

**TOURISM:** Twenty-five different individuals collectively spent more than 250 hours in the Saline County Extension Center, focusing on how to best invest the new tourism tax. 2006 was the first year monies were available from a tourism bed tax in Saline County. Much organizational work and networking was accomplished with those having an interest in Saline County tourism. The Chamber of Commerce tourism committee met weekly in the Extension Office for more than six months, implementing a variety of objectives for 2006. In addition, the committee collaborated with more than 12 additional groups to submit a collective application for 2007 funding.

**HOW TO ASK FOR MONEY SEMINAR:** Fourteen human service providers, most working with the Saline County United Way, came to Extension for a seminar on How to Ask for Money. Led by Extension Council Chair

and MFA Executive David Perkins, participants reported reducing their procrastination about United Way and appreciated practicing effective sales calls.

**CHALLENGE COURSE FOR TEENS:** Twelve Sweet Springs High School leaders, faculty and parents participated in a leadership challenge course in November. The course was set up on site in the High School Commons.

**HIGH SCHOOL JOB SHADOWING:** Four Marshall High School juniors, interested in business management, spent a day job shadowing with Office Manager Linda Rimmer and educators Stacy Robb and Cynthia Crawford.

**GRANT WRITING SEMINAR:** Twelve human service providers said they left energized and better informed about the grant writing process, after attending a workshop hosted by the Saline County Extension Center and United Way. Lighthouse Shelter Director Debbie Wallace, United Way Director Mary Ann Gilpin and Cynthia Crawford teamed up to present Grant Writing 101, using an empowerment model. Both Wallace and Gilpin also serve on the Saline County Extension Council.



*The Saline County Extension Center was open for business in a new facility the first business day in January 2006.*

**RIBBON CUTTING:** “One of the largest ribbon-cutting crowds I’ve seen!” said the Chamber of Commerce Executive Director, when the Chamber and Extension Council hosted a ribbon cutting and open house at the new location for the Saline County Extension Center. The facility is handicapped accessible and includes a classroom and a conference room. Many thanks to the Saline County Commission for relocating the office.

**SALINE COUNTY MASTER GARDENERS:** The Master Gardeners of Saline County are an active group. There are about 17 members active in the group, with the group averaging 700 to 800 hours per year in volunteer effort in the county. Using an average value of \$12 per hour, that amounts to approximately \$9,000 in value to the county.



services and information to all counties in Missouri. Mo-River.Net is a 501(c) 3 Community Information Network (CIN) serving Cooper, Howard and Saline counties. More than 2000 pages are now on Mo-River.Net. It also includes a demographic section on Saline County: <http://outreach.missouri.edu/cooper/communities/demographics/saline/index.shtml#population>

**COMMUNITY COLLABORATIONS:** In 2006, specialists and staff serving Saline County had collaborative efforts with:

- All Saline County banks
- Family Support Division
- KMMO
- KMZU
- KRLI
- Marshall Democrat-News
- Marshall Public Library
- Marshall Chamber of Commerce
- Master Gardeners
- Marshall Rotary
- Missouri Valley College
- Missouri Valley Community Action Agency
- Saline County Commission
- Saline County Health Department
- Saline County InterAgency Council
- Soil and Water Conservation District
- Time Warner Cable
- United Way
- USDA Service Center



*The Irene Shikles family farm was one recognized at the Century Farms celebration 2006.*

## Agriculture

**CENTURY FARMS AND RECOGNITION CELEBRATION:** Seventy-five county leaders came together to celebrate new and existing Century Farms in Saline County. Saline County has the greatest number of designated Century Farms in Missouri. This annual event is a highlight in the county.

**STATE BEEF TOUR COMES TO SALINE COUNTY:** 125 beef producers and leaders came to Saline County for the State Beef Tour.



Saline County Government, Extension and the Department of Conservation have partnered on two TRIM grants to benefit the Courtyard and the Justice Center.

**TRIM GRANTS:** In 2005 and 2006, over \$12,000 of grant money was secured from the Department of Conservation and, in addition, an in-kind match of \$12,000 was mobilized to inventory, maintain and establish appropriate trees on the Courthouse Lawn and at the Justice Center. In addition, more than 100 individuals invested more than 250 hours learning about tree selection, planting and maintenance.

**PESTICIDE APPLICATOR'S LICENSING:** 60 individuals came to Saline County Extension for Pesticide Applicator's Licensing/Relicensing so they know how to apply restricted-use pesticides in an appropriate, recommended and safe manner.

**AGRONOMY NEWSPAPER WORK:** 52 articles were printed by the *Marshall Democrat-News* on cutting edge agronomy issues.

**MONITORING FOR SOYBEAN RUST:** Sentinel plots were established in Saline County in 2006, to monitor for the presence of soybean rust. The plots were sampled every two weeks until flowering, and then, on a weekly basis. No rust was detected in northern Missouri. If rust had been detected, we would have been able to notify producers of its presence in time to take appropriate action to protect their crop.

**AGRONOMY CONSULTATIONS:** Agronomist Wayne Crook responded to one hundred ten requests for information via phone or e-mail from Saline County residents. In addition, about one hundred fifty individuals were contacted in person to evaluate a problem or situation that could not be accurately evaluated by other means.

**AG LANDOWNERS CONFERENCE:** Central Missouri regional extension specialists teamed up with Farm Service Agency, Natural Resource Conservation Service, and Soil & Water Conservation to conduct a one-day conference in Malta Bend. The focus was on value added soybeans for women in agriculture.

**AG LANDOWNERS LENDER SEMINAR:** *Financing and Management in Agriculture* Ag Lenders Seminar was held in Boonville in November. Lenders from seven counties including Saline, were in attendance. The purpose of the seminar was to inform lenders of the marketing grain and livestock outlooks, as well as to discuss other agricultural high-priority issues.

## 4-H/Youth Development

4-H participants numbered 320 (including 62 Clover Kids) in ten 4-H clubs.

- Saline 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.
- Saline County 4-H school enrichment programs are short-term educational experiences that supplement learning in the classroom. The main school enrichment program in Saline County is embryology. Five hundred fifty-four youth participated in the embryology program in 2006.
- Saline County 4-H members are supported by 130 youth and adult volunteers.



Even Santa Claus paused in December to provide input on the selection of our next 4H/Youth specialist. Santa is pictured with Regional Director Mark Stilwell.

## Human Development

**FOCUS ON KIDS:** More than 90% of the 77 divorcing parents attending the *Focus on Kids* class conducted by Art Schneider in Saline County the past 12 months indicated they agreed the program was worthwhile.

**GRANDPARENTS RAISING GRANDCHILDREN:** Human Development Specialist Art Schneider facilitates the monthly *Central Missouri Grandparents Raising Grandchildren* enrichment group. Typical meetings have from three to eight grandparents present; one grandparent from Saline County attends regularly. Schneider also maintains the Central Missouri website for Grandparents Raising Grandchildren at <http://outreach.missouri.edu/cooper/cyf/grandparentsraisinggrandchildren.htm>

**CHILD DEVELOPMENT CEU's:** Twelve child care providers appreciated Saline County Extension offering Continuing Education Units (CEU's), in support of the annual Care Conference in Saline County. CEU's allow the providers to renew their Child Development Associate's credential, allowing them to continue to meet the qualifications of their current job.

**FATHERS FIRST:** Prisoner re-entry into the community has consistently presented a challenge in Missouri. Not only does the state have a high rate of imprisonment, it also has a high rate of recidivism (return to prison). The human development specialist serves on the *Fathers for Life* Steering Committee that targets interventions with fathers of Head Start age children to enhance their skills. This is a three-year project.

**CARE CONFERENCE:** Twelve individuals attended programs on *Fathering* and *Grandparents Raising Grandchildren* presented by Human Development Specialist Art Schneider on April 8, as part of the Marshall School District's annual Care Conference.



*The classroom in the new Extension Center allows most classes and workshops to be hosted on site.*

## Professional Development

*Saline County people participated in the following professional development programs:*

- 116 in MU Conference Office – Professional Division
- 39 in CDIS High School (distance learning)
- 39 in Fire and Rescue Training
- 30 in MU Direct (distance learning)
- 22 in Nursing Continuing Education
- 5 in Legal Continuing Education
- 5 in Medical Continuing Education
- 2 in Veterinary Medicine Continuing Education.

### Equal Opportunity Statement

Equal opportunity is and shall be provided to all participants in Extension programs and activities, and for all employees and applicants for employment on the basis of their demonstrated ability and competence without discrimination on the basis of their 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.

## UNIVERSITY OF MISSOURI EXTENSION STAFF SERVING SALINE COUNTY

**December 2006**

### Office Operations:

Linda Rimmer\* Office Manager  
Beth Hanes\* Office / Program Assistant

### Regional Administration:

Mark Stillwell Regional Director  
Darlene Beaman Administrative Associate 1

### Agriculture:

Wayne Crook Agronomy Specialist  
Wendy Flatt Livestock Specialist  
Parman Green Ag Business Specialist

### Community Development:

Ron Higginbotham Community Development  
Connie Mefford Community Development

### Human Environmental Sciences Staff:

Cynthia E. Crawford\* Family Financial Education  
Stacy J. Robb\* Nutrition Program Assistant  
Julie Royse Family Nutrition Education Coordinator  
Art Schneider Human Development Specialist

### 4-H/Youth Development

Vacant (in hiring process)\* 4-H Youth Development Specialist

*\*Headquartered in the Saline County University of Missouri Extension Center, Marshall MO*

### Saline County Extension Center

353 South Lafayette  
Marshall MO 65340  
(660) 886-6908  
Fax: (660) 886-6327  
salineco@missouri.edu

Office Hours: 8:00 a.m. to noon  
1:00 to 4:30 p.m.  
Monday through Friday

*Council meetings are held monthly at the Extension Office in Marshall. The meetings are open to the public and meeting notices are posted in accordance with the Sunshine Laws.*



*MFA Oil Executive and Saline County Extension Chair David Perkins presents a \$2000 grant for tourism education to Extension Council Chair Candee Aull and County Program Director Cynthia Crawford.*



*At the February Annual Meeting, the new Extension Center was dedicated with the help of (l to r) Dr. Bryan Foster, Representative Joe Aull, Presiding Commissioner Becky Platner, FSA Director Everette Wood and Extension Council Chair David Perkins.*



*Award-winning Office Manager Linda Rimmer is central to the success of Saline County Extension.*

