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**Who we are**

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<th>Dent County Extension Council</th>
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<tbody>
<tr>
<td>Janelle Blair</td>
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<tr>
<td>Kyle Case</td>
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<tr>
<td>Kennis Crocker</td>
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<tr>
<td>Jason Edwards, Vice Chair</td>
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<tr>
<td>Thom Haines</td>
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<tr>
<td>Lane Howard, Treasurer</td>
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<tr>
<td>Don Major</td>
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<td>Alan McBride</td>
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<td>Kendra Mobray</td>
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<td>Bob Parsons</td>
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<td>Patty Paul</td>
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<td>Dan Riley</td>
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<td>Krystal Sims, Secretary</td>
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<tr>
<td>Karla Tiefenthaler</td>
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<td>Mark Tohlen</td>
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<td>Chris Welch, Chair</td>
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<td>Teel Wisdom</td>
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<tr>
<td>Traci Wulff</td>
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<td>Appointed:</td>
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<tr>
<td>Gary Larson, Dent County</td>
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<tr>
<td>Brad Nash, City of Salem</td>
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<td>Mike Price, MFA</td>
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<td>Jim Freeman, Farm Bureau</td>
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<th>Dent County faculty and staff</th>
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<tbody>
<tr>
<td>Ted Cunningham</td>
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<tr>
<td>Livestock Specialist/Co-County Program Director</td>
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<tr>
<td>Sarah Hultine Massengale</td>
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<tr>
<td>Community Development Specialist/Co-County Program Director</td>
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<tr>
<td>Linda Shelton</td>
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<tr>
<td>Youth Program Associate</td>
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<tr>
<td>Stephanie Wofford</td>
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<tr>
<td>Nutrition Program Associate</td>
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<tr>
<td>Brenda Jessen</td>
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<tr>
<td>Administrative Assistant</td>
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<tr>
<td>Cary Terrill</td>
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<tr>
<td>Administrative Assistant</td>
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<tr>
<th>Staff serving Dent County, (based in other counties)</th>
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<tbody>
<tr>
<td>Chantae Alfred</td>
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<tr>
<td>Family Financial, Phelps</td>
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<tr>
<td>Hawau Bojuwon</td>
</tr>
<tr>
<td>Nutrition, Gasconade</td>
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<tr>
<td>Charles Ellis</td>
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<tr>
<td>Engineering, Lincoln</td>
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<tr>
<td>Lindsey Hethcote</td>
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<td>Agronomy, Crawford</td>
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<td>Nutrition, Gasconade</td>
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<td>Pat Snodgrass</td>
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<td>Housing, Crawford</td>
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<tr>
<th>2017 Dent County University of Missouri Extension Council operating budget</th>
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<tbody>
<tr>
<td><strong>Revenue</strong></td>
</tr>
<tr>
<td>County Commission</td>
</tr>
<tr>
<td>City of Salem</td>
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<tr>
<td>Judson Young Foundation</td>
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<tr>
<td>Reimbursements</td>
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<tr>
<td>Carryover</td>
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<tr>
<td>Postage from MU</td>
</tr>
<tr>
<td>Grants/Contracts</td>
</tr>
<tr>
<td><strong>Total</strong></td>
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<table>
<thead>
<tr>
<th><strong>Expenditures</strong></th>
<th><strong>Amount</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Salary</td>
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<tr>
<td>Office Expenditures</td>
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<tr>
<td>Equipment</td>
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<td>Travel and Training</td>
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<tr>
<td>Youth Program</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$65,916.22</strong></td>
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</table>

**Dent County Commissioners**
- Darrell Skiles
  - Presiding Commissioner
- Gary Larson
  - Commissioner, Second District
- Dennis Purcell
  - Commissioner, First District

**State legislators**
- Dan Brown
  - District 16 Senator
- Jeff Pogue
  - District 143 Representative

**About us**

**Location:**
112 E. 5th Street, Suite 4, Salem, MO 65560

**Hours:**
Monday-Friday
8:00 a.m. – 4:30 p.m.

**Contact info:**
Phone 573-729-3196
Web: extension.missouri.edu/dent
Facebook: facebook.com/dentcountyextension
Dear Friends of Dent County Extension,

First, thank you for your support! For more than 100 years, MU Extension has provided practical education to Missourians based on the research and resources of the University of Missouri. When you support MU Extension, Dent County benefits.

Please find here highlights of our work in 2017 to provide university-based research and knowledge beyond the campus into our community. I hope you will take a few minutes to review this report and learn more about our accomplishments and commitment to education for the citizens of Dent County and Missouri.

The success of University of Missouri Extension in Dent County depends upon the dedication and support of our Extension Council members, faculty and staff, and the community. A sincere thank you goes out to the Dent County Commission, City of Salem, and Judson Young Memorial Education Foundation for your continued financial support, and to the organizations, businesses and individuals who support our programs each year with financial donations and volunteer time. We thank you for your continued support and look forward to 2018.

Sincerely,

Chris Welch
Extension Council Chair

From upper left: Westside 4-H members on their float for the 4th of July parade; Newly elected council members were recognized at the annual banquet, along with 2017 Leaders Honor Roll recipients Thom Haines and Larry Galloway; and participants discuss marketing strategies for their businesses during the 1-Page Marketing Workshop in November.
December 4, 2017

Dear County Commissioners and Friends of MU Extension:

For much of the past year, MU Extension was focused on a long-overdue assessment of statewide needs and a deep look at how we respond to these needs with programs and resources.

We crisscrossed the state to gather input from 42 community conversations with 1,200 people and reviewed analysis and recommendations from a range of external experts. As a result, MU Extension is working on a variety of changes in the interest of providing better university engagement with your communities.

We are steadfast in our resolve to help local communities and the state meet grand challenges associated with economic opportunity, educational excellence and healthy futures. These challenges reflect what Missourians from every corner of the state told us they were most concerned about.

As you read your county’s annual MU Extension report, I believe you will be pleased to see the results that have been accomplished through county-based University of Missouri faculty. These faculty members work in response to input received from local extension councils.

At the state level, local MU Extension efforts really add up. Though we have long known extension funds were leveraged, an independent review revealed that MU Extension created more than $945 million dollars of public value from the $80 million it received from federal, state, county, grant and contract partners. A public value ratio exceeding 11:1 even surprised us.

As we go about implementing changes based on the recently completed needs assessment and review of our organization, I am confident that our ability to create value at the local level will be even greater.

I encourage you to read the attached annual report from your MU Extension county center to gain an understanding of how MU Extension has worked this past year to serve your community.

Your support of MU Extension and your efforts in your community is greatly appreciated. As always, I welcome input on how the University of Missouri can better serve your community and its people.

Sincerely,

[Signature]

Marshall Stewart, Ed.D.
Vice Chancellor for Extension and Engagement

Vice Chancellor’s Office
108 Whitten Hall
Columbia, MO 65211
PHONE: (573) 882-7477
FAX: (573) 882-1955

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

EQUAL OPPORTUNITY/ADA INSTITUTIONS

5
Business Development

Chris Thompson, Business Development Specialist
Karen Leatherman and Travin Shelton, MO Small Business Development Center

Across the entire state MU Extension business counselors provided start-up and management counseling, coaching, training and other assistance to 10,340 individuals and companies. Counseling and coaching address just about any business topic.

Training events included: Starting a Business; The Basics of Writing a Business Plan; Financial Management; Intro & Advanced QuickBooks; Doing Business with the Government; Marketing; Strategic Planning; Balanced Scorecards; Supervision 101; and International Trade.

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**Number of Dent County residents served**

- 11 Dent residents and businesses received counseling or coaching
- 93 attended training events

**What Did They Learn?**

Businesses participating in counseling, coaching or training learned:

- How to start a business
- How to develop a business plan
- How to understand, analyze and use financial statements to make fact based business decisions
- How to more effectively lead and manage their employees
- How to use QuickBooks
- How to apply for financing
- The conditions & demographics in their market area
- Resource Centers assisting small businesses include:
  - The Small Business & Technology Development Centers
  - Missouri Procurement Technical Assistance Centers
  - International Trade Center
  - Trade Adjustment Assistance Center

**What Action Did They Take?**

As a result of assistance provided by the MU Extension Business Development program businesses in Dent County during FY2017 generated the following economic impact:

- Created 3 new jobs
- Started 1 new business
- Generated sales increases of $173,377
- Secured new investment (loans or owner equity) totaling $340,000
- Awarded 1 government contract totaling $58,000

**How Does This Work Make Dent County and Missouri Better?**

As entrepreneurs and innovators, Missouri's small businesses are becoming a diverse group that continues to make the state’s economy productive. There are approximately 500,000 small businesses in Missouri. In assisting these small businesses, MU Extension contributes to the county and state’s economic development through growth in jobs, sales, technology development and commercialization. For every dollar invested in the Business Develop Program, $120 of economic impact is created. Across Missouri, the total impact for all businesses assisted by the MO Business Development Program was:

- 198 new businesses; 3,106 new jobs; 3,675 jobs retained; $478,772,408 in increased sales; $403,359,341 in government contract; $91,002,145 in loans and investments in business; $3,239,078 in export awards; $7,622,000 in research grants awarded; 3,458 clients/companies receiving business counseling or coaching; 10,685 business training/conference attendees
Medicare Boot Camp  
*Chantae Alfred, Family Financial Education*  
A partnership program with Edward Jones Investments and Central Missouri Area Agency on Aging.

### What Did They Learn?  
Attendees learned about Medicare Eligibility, Enrollment, Benefits and Protecting their Medicare. They learned how to make the right Medicare choices and to know when and if changes can be made to the Medicare Coverage.

The workshop was specifically for those nearing age 65, approaching Medicare eligibility due to a disability, had End-Stage Renal Disease (ESRD), were a caregiver or an individual working with Medicare beneficiaries.

In 2017, sixteen people participated in the Medicare Boot Camp program at the Phelps County location. Two of these were Dent County residents. A total of 32 hours of learning was completed.

### What Action Did They Take?  
Medicare Boot Camp participants benefit by improving their knowledge of Medicare Eligibility and ways to protect their Medicare. By enrolling at the correct time, participants make better Medicare choices and decrease financial penalty costs.

### How Does This Work Make Dent County and Missouri Better?  
The information helps Dent County residents expand their knowledge to ensure they receive all their Medicare benefits. A healthier Dent County decreases health care costs for the county, state of Missouri, and the nation overall.

Making Money Count- Identity Theft  
*Chantae Alfred, Family Financial Education*  

“Financial education equips people with knowledge and skills and strengthens their attitudes and belief in themselves to make and exercise informed, confident, and timely money management decisions!”

### What Did They Learn?  
Local residents and community leaders attended training programs to learn to safeguard their information using tips to make themselves alert to potential fraudulent activities and techniques to help retrieve their identity if they became a victim of identity theft.

### What Action Did They Take?  
Participants learn strategies to decrease stress and loss of income due to fraud and scams from identity theft. A more informed individual has more earning, spending, and saving power for their income.

### How Does This Work Make Dent County and Missouri Better?  
Participants in identity theft education check their credit reports more frequently, which leads to stronger credit reports, which benefits community members by reducing the amount of time financial distressed workers spend focusing on financial issues at work.

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**Marketing Family Financial Education**: Radio interview broadcasts in Dent County provided education to listeners. Topics included: Equifax Data Breach; Holiday Spending and Scams; Financial Well Being, and Other Financial Strategies. The public information gives listeners updates about Extension programs and education in financial literacy. Improved personal finances helps to keep Dent County residents and the economy moving in the right direction.
Take Control of Your Finances
Chantae Alfred, Family Financial Education

What Did They Learn?

Presentations for participants provide timely information to help them keep control of family finances while they are unemployed or underemployed. Strategies are learned to manage and budget bills as well as money until a new opportunity appears.

What Action Did They Take?

Participants learn strategies to decrease stress in the household; prioritize debts, cut expenses, identify community resources, and avoid debt and credit scams. Much information is shared to relieve financial strain for families. The program empowers the local community to make more informed decisions and more sound choices for their families and their community.

How Does This Work Make Dent County and Missouri Better?

Our efforts benefit Dent County residents in several ways: 1) by increasing the financial stability of its residents, fostering less dependence on public programs; 2) by reducing financial stress, which allows individuals to be more productive on the job; 3) by building skills that result in people who are better equipped to participate as consumers in the local economy.

2017 In Pictures

2017 Dent County Farm Family
The Josh and Tiffany Cartwright family of Salem were among the 112 families honored during the 59th annual Missouri Farm Family Day, Aug. 14 at the Missouri State Fair.

Right: Livestock Specialist Ted Cunningham talks to students at the Northwood R-4 Career Fair in September.
Organizational Development
Sarah Hultine Massengale, Community Development

Programs and one-on-one assistance can be customized for non-profit organizations to provide guidance and training on board development, meeting facilitation, strategic planning, visioning, social media, project planning, and evaluation.

<table>
<thead>
<tr>
<th>County residents served</th>
<th>Five local non-profit organizations received assistance in 2017 for strategic planning, program development and evaluation, drafting job descriptions and plan of work for employees, marketing, grant review, and development of policies and procedures.</th>
</tr>
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<tbody>
<tr>
<td>What Action Will They Take?</td>
<td>Non-profits utilizing these services have increased their organization's funded grant revenue, which directly expands the services provided throughout the community. The organizations have also created new policies for staff performance review, created action and accountability plans for projects, and incorporated community input and ideas into their planning efforts.</td>
</tr>
<tr>
<td>How Does This Work Make Dent County and Missouri Better?</td>
<td>Stable non-profit organizations benefit the rest of the community by providing effective and community relevant services today and into the future.</td>
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Retail Farm Market School
Sarah Hultine Massengale, Patricia Barrett, Ag Business, and Jim Quinn, Horticulture

This program is designed for retail farm market vendors and provides basic knowledge in the science of produce and produce marketing.

<table>
<thead>
<tr>
<th>County residents served</th>
<th>Twelve participants from Phelps, Maries, Crawford and Gasconade Counties completed this training in February 2017.</th>
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<tbody>
<tr>
<td>What Did They Learn?</td>
<td>Participants reported significant changes in knowledge of produce science, produce trimming and crisping, produce merchandising by completing this program. Participants commented that they learned how to handle various types of produce to maximize marketability, how to better set up their market displays and the value of water and temperature for produce preparation.</td>
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<tr>
<td>What Action Will They Take?</td>
<td>Several participants had their produce scales certified by the MO Dept. of Agriculture during the workshop in preparation for the 2017 farmers’ market season. Other participants reported plans to improve their signage, look into tax laws, and improve their record keeping.</td>
</tr>
<tr>
<td>How Does This Work Make Dent County and Missouri Better?</td>
<td>The demand for locally grown food and farm products continues to grow, and this provides increasing business opportunities for local farmers. This program provides increased skills and knowledge of best practices for direct market retail, as well as low-cost training for farm employees. This helps farms be more competitive and successful in their sales and business.</td>
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</table>
Cultural Heritage Workshop
Sarah Hultine Massengale, Community Development, and Lee Ann Woolery, Community Arts

In this one-day workshop, participants learn how culture, heritage and the arts can be an addition to and diversification of traditional community and economic development practices and how projects and initiatives with this focus can favorably impact local and regional economies.

County residents served
Forty-one participants from Dent, Crawford, Franklin, Gasconade, Phelps, Pulaski and Ste. Genevieve counties participated in this training held in Rolla in October 2017.

What Did They Learn?
97% of participants said as a result of this workshop they can better develop a cultural heritage or arts project in their community. Before participating, only 33% of participants rated their knowledge of cultural and arts-based community development as a lot or a great deal. After participating, 69% of participants said their knowledge was a lot or a great deal.

What Action Will They Take?
Participants said they planned to use the skills learned in the workshop to: build more partnerships, apply for more funding for projects, present new ideas to groups, use the exercises to help focus my board on goals, start conversations with community leaders, use the workshop as a compass to guide toward implementation of visual projects in our area, and focus more on local culture as an asset and assess strengths.

How Does This Work Make Dent County and Missouri Better?
Across the United States, rural communities are discovering creative and innovative ways to use the arts and cultural assets to help reshape and bolster their social, physical and economic well-being. The arts can play a crucial and valuable role in local community and economic development efforts.

Community Engagement
Sarah Hultine Massengale, Community Development

Promoting principles of active participation in civic functions, inclusive decision-making, leadership development and engaging people in their community is a core function of community development.

What Did They Learn?
Through phone calls, office visits, meetings and other community activities, MU Extension Community Development assisted Dent County residents to find volunteer activities to serve their community, grow fresh produce for families and food pantry clients, find answers to questions about living and working in Dent County, and engage new leaders in community efforts.

What Action Will They Take?
With assistance provided by MU Extension, participants gain leadership skills, develop new networks in their community, gain access to research and data sources for future information needs, and take action on community needs and opportunities. In 2017, volunteers donated more than 450 pounds of fresh produce to local food pantries through the Salem Community Garden, gained new skills for their resume through leadership opportunities, learned about careers and education programs through Mizzou and MU Extension, applied for grant funding and initiated new projects, and utilized data to make business and community decisions.

How Does This Work Make Dent County and Missouri Better?
Extension’s community development effort helps build resilient, thriving communities through advising, support and direct action. Vibrant communities have strong social networks, engaged community members and build on the strengths, ideas and assets of the community to adapt to change and thrive.
Management Intensive Grazing School  
*Ted Cunningham, Livestock*

This three-day program includes guest speakers covering the topics of grazing system layout and design, watering systems, fence systems, soil fertility, livestock nutrition and forage growth and quality. Additionally, extensive farm tours allow participants to receive training on grazing system utilization.

**What Did They Learn?**

In the East Central Region over 110 participants improved forage and livestock management skills, in regional management intensive grazing schools, including 22 participants in the local school held at MU Wurdack Farm.

**What Action Did They Take?**

Participants benefit by improving on-farm management of their forage resource, extending the grazing season, improving forage quality, and decreasing input costs.

**How Does This Work Make Dent County and Missouri Better?**

Forage production is the foundation of Dent County's agricultural industry. Employment of skills learned in these schools improves production and profits for county livestock producers, and conserves soil and water for future generations.

Beef Profit Series  
*Ted Cunningham, Livestock and Rachel Hopkins, Ag Business*

Training to improve profits for beef producers

**What Did They Learn?**

16 Dent county livestock producers participated in this 3-session event hosted in either Dent or Crawford County. Sessions included topics on livestock price risk management, reducing winter cow costs, farm lease agreements, use of Novel Endophyte Fescue, cattle record keeping and finances, and adding value to feeder cattle.

**What Action Did They Take?**

Producers benefitted by learning new management skills and opportunities related to beef production. As a result of this program, 71% of participants indicated they will reduce costs for wintering beef cows, and 100% of participants indicated they learned something that will improve their ability add value to their feeder cattle.

**How Does This Work Make Dent County and Missouri Better?**

Beef production is the primary source of income for Dent County Agriculture, with over $24 million in 2016 sales (MDA Ag Census 2016). Improving beef profits improves the economy and livelihood of county citizens.
Missouri Show-Me Quality Assurance
Ted Cunningham, Livestock

This program provides training to all 4-H and FFA members enrolled in a food animal production project.

**What Did They Learn?**
Participants learned animal handling, animal health and nutrition, and good management practices to ensure a safe and wholesome food product.

**What Action Did They Take?**
Participants benefit from learning good management practices that improve animal care and performance.

**How Does This Work Make Dent County and Missouri Better?**
The average age of livestock producers in Missouri is 58.3 years. This program helps youth interested in livestock production gain knowledge that will help them in future livestock production endeavors, which provides a foundation for success in deriving the next generation of farmers and ranchers.

Dent County Youth Beef Day
Ted Cunningham, Livestock and Linda Shelton, Youth

Fall field day for Dent County students at the Dent County Commons

**What Did They Learn?**
168 Dent County 3rd grade students learned about rural safety issues, where their food comes from, and general agricultural awareness.

**What Action Did They Take?**
Students benefit by learning about how food is produced, how to be safe in rural environments, and better understand the contribution agriculture makes to our community and country.

**How Does This Work Make Dent County and Missouri Better?**
Elementary-age students gain a better understanding of agriculture and helps prevents accidents and injuries associated with rural living.

Forage and Beef Conference
Ted Cunningham, Livestock

**What Did They Learn?**
Over 200 producers learned improved forage and livestock management skills.

**What Action Did They Take?**
Participants improved their management of livestock operations and forage resources.

**How Does This Work Make Dent County and Missouri Better?**
Enhanced profitability, sustainability and quality of life for livestock producers and forage growers.
MU Wurdack Research Center Field Days
Ted Cunningham, Livestock

What Did They Learn?
Over 650 FFA and Vocational Agriculture students learned about various segments of the Agricultural industry, rural safety and health issues, career opportunities and technologies related to agriculture.

Approximately 80 producers learned about opportunities utilize cover crops for soil health, a smoother crop for fescue renovation, and livestock grazing. Additionally producers learned about the Veterinary Feed Directive, timber stand improvement, and silvopasture.

What Action Did They Take?
Youth participants benefit from having a better understanding of the various aspects of agriculture and science, as well as an increased awareness of rural safety issues.

Agriculture producers benefit from adapting management techniques demonstrated at the Research Center and from research derived from the MU farms and centers across the state.

How Does This Work Make Dent County and Missouri Better?
This program creates increased awareness of agriculture and its multitude of opportunities for the next generation of agricultural leaders and producers, as well as consumers.

Soil, Forage and Feed Tests
Ted Cunningham, Livestock

Fall field day for Dent County students at the Dent County Commons

What Did They Learn?
311 soil tests, and 43 hay and feed tests were conducted to learn proper fertilization rates for pastures and hayfields as well as determine supplementation and feeding requirements for beef cattle.

What Action Did They Take?
Producers more efficiently utilize fertilizer and reduce costs associated with forage production. Additionally, forage and feed analysis allows for least cost supplementation plans to be developed.

How Does This Work Make Dent County and Missouri Better?
Soil testing is critical for improving farm profitability and producing high quality forages, row crops, fruits, vegetables and lawns. Soil test results help producers more efficiently utilize fertilizer and reduce costs associated with forage and crop production, and enhances water quality and soil health.
Dent County 4-H

*Linda Shelton, Youth Program Associate*

Engaging youth as valued members of the community in partnership with caring volunteers through experiential learning, community service and character building.

---

**Number of Dent County residents served**

The Dent County 4-H program had 190 youth, with 62 trained volunteers and 7 youth leaders.

**Total Hours of Project Participation in 2017**

Dent County 4-H members participated in 2,397 hours of instruction and project work. Additional hours were spent demonstrating and exhibiting their projects.

**What Did They Learn?**

Dent 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 computer science and arts to animal science and healthy living. Clubs also involve youth in community service, camping and educational trips. 4-H youth are engaged in programs anchored in science and equipped with the knowledge, skills, attitudes and health for the 21st century workforce.

**What Action Did They Take?**

Throughout the year, 4-H’ers participated in 4-H events, club activities and 4-H projects. These experiences offered youth a variety of ways to engage in their communities. 4-H youth also participate in a variety of regional and state educational experiences, which further develops a member’s learning opportunities.

Local, regional and state 4-H attendance:

<table>
<thead>
<tr>
<th>Event</th>
<th>Attendees</th>
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<tbody>
<tr>
<td>4-H Summer Camp</td>
<td>27</td>
</tr>
<tr>
<td>4-H Counselor Camp</td>
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<tr>
<td>Shooting Sports Camp</td>
<td>1</td>
</tr>
<tr>
<td>Club Officer Training</td>
<td>13</td>
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<tr>
<td>Dent County 4-H/FFA Expo</td>
<td>167</td>
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<tr>
<td>State Poultry Day</td>
<td>3</td>
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<tr>
<td>Recognition Night</td>
<td>91</td>
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<tr>
<td>State Shooting Sports Contest</td>
<td>8</td>
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<tr>
<td>4-H Day w/STL Cardinals</td>
<td>20</td>
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<td>Move Across Missouri</td>
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<tr>
<td>Missouri State Fair</td>
<td>4</td>
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<tr>
<td>Missouri Equine Tour</td>
<td>1</td>
</tr>
<tr>
<td>National 4-H Shooting Sports Contest</td>
<td>2</td>
</tr>
</tbody>
</table>

Involved in 31 community service projects, all four Dent County 4-H Clubs received state 4-H community service awards for their contributions to their local community. A quote from one club: “Our club members are always eager to help others. It gives them a sense of pride and community support.”

Young people in 4-H are involved in twice as many leadership roles than their non-4-H peers. This provides them with the experience in problem solving to step up and lead in a complex, changing world.

**How Does This Work Make Dent County and Missouri Better?**

Communities reap long-term benefits by supporting programs like 4-H. Youth engaged in the program are 60% more likely to vote than their non-engaged peers. In addition, 4-H youth are more likely to volunteer and contribute to their communities than participating in other youth programs. MU Extension 4-H connects 5,176 young people to University of Missouri campuses. Being on campus encourages youth to go on to higher education. 4-H youth are nearly twice as likely to go to college compared to their non 4-H peers. Youth who earn a earn bachelor’s degree increase annual earnings by $2 million over their lifetime.
Left: Outstanding 4-H awards were presented during the 2017 4-H Recognition Night

Below: Campers enjoy Camp Clover Point for several weeks each summer!

Above: Dent County AmeriCorps volunteer Crystal Adams poses with the Missouri AmeriCorps volunteers after a workday at the Oak Hill R-1 greenhouse. Photo credit: The Salem News

Right: 4-H/FFA Expo drew another record crowd and sales in 2017.
Agriculture Business
Rachel Hopkins, Agriculture Business Specialist

Number of Missouri residents served
- 569 Direct Contact participants through programming (participants are actively engaged in the learning process) i.e., Farm Lease, Quicken For Farmers, Farm Lease and individual contacts
- 1865 Indirect Contacts (information distributed) i.e., meetings, emails, calls, and other special assignments

What Did They Learn?
Participants who engaged in agriculture business programming learned about cash and crop share leases, pertinent items to include in a lease, record keeping, current trends in agriculture markets and livestock risk protection.

What Action Did They Take?
Participants who gained knowledge on farm business management topics may benefit in the following ways:
- Greater knowledge of farm leases and key points need to be included in a lease. This enables better landlord/tenant relationships, potentially saving money in litigation fees if there are disputes between parties.
- Knowledge of record keeping gives farmers greater confidence to keep better records and generate financial reports. Good records translates to better decision-making and increased profitability. Additionally, tax accounting becomes easier and saves on accountant fees.
- Agriculture lenders are able to assist their clients to make informed decisions derived from the decision tools, budgets and other resources. This benefits their producers by a better understanding of enterprise budgets and cash flow affecting family and business financial health.

How Does This Work Make Dent County and Missouri Better?
Farm Business Management programs encourage improved business practices by producers, which translates to higher profitability. When farmers are profitable, they will reinvest in their operation, which in turn supports local communities and businesses and thus helps to sustain Missouri’s rural economies.

Live. And Learn.
Family Nutrition Education Program

Stephanie Wofford, Nutrition Program Associate

The Family Nutrition Education Program (FNEP) brought $9,681,129 in federal funds to the state of Missouri. These funds were used to provide nutrition education to 838,295 Supplemental Nutrition Assistance Program (SNAP) recipients and eligible citizens of Missouri. Indirect contacts are also reached through newsletters, health fairs, food pantries and the Show Me Nutrition help line.

Number of Missouri residents served
Locally, in Dent County, 1,683 Youth and 7,204 Adult contacts were made for 8,887 total contacts.

What Did They Learn?
Participants in FNEP become more aware of nutrition, make healthier meal and snack choices, eat breakfast more often, are more willing to try new foods, increase their physical activity and in general make healthier food choices.

What Action Did They Take?
Stephanie reported the following story about the program impact: “A previous client stopped to tell me how much she had enjoyed the Eat Strong Be Active classes that she attended this past spring and that she adopted some of the suggestions that are made in the curriculum and is still doing them today. She is planning menus and eating more veggies and fruits. I gave examples of how we hide healthy vegetables in some of the foods that we prepare for our families (smoothies with spinach; oatmeal in pancake mix, muffins, waffle mix; shredded zucchini, squash, blended okra and tomatoes, diced onion and peppers in meat loaf, etc.). She said she has been doing quite a lot of this to use up garden produce and to get some in the family to eat vegetables they normally would not eat! She was quite excited about the helpful tips she picked up in class and is enjoying coming up with her own ideas now. She also said she was trying to get outside more and take more walks, since this is exercise she enjoys!”

How Does This Work Make Dent County and Missouri Better?
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.
Agronomy
Lindsey Hethcote

Private Pesticide Applicator Training
In 2017, 22 clients became certified or renewed their certifications through the Private Pesticide Applicator Training.

Private Pesticide Applicator training is mandated by federal laws to train and certify farmers and others to purchase and apply Restricted Use Pesticides (RUP). This training educates farmers on the safe and proper use of RUP, and allows them to be licensed or renew/recertify their current applicators license. Certification shows farmers can handle, apply and store agricultural pesticides properly. Some of the subjects covered are proper pesticide handling, personal protective equipment, pesticide regulations, storage considerations, worker protection, endangered species and environmental protection, pesticide laws and application record keeping.

Pasture Management
Producer questions regarding forage seeding rate and timing, variety and hybrid selection, weed identification, herbicide selection and application, and fertilizer recommendations were answered via office visits, field visits, telephone calls and emails. By improving pasture management, producers can increase the profitability of their land and ensure sustained, long-term health of their pastures and their animals.

Weed ID and control
Weed identification and control inquiries were answered via field visits, telephone calls and emails. Appropriate weed identification helps farmers manage their pastures and crops more effectively. With effective weed control, producers can increase profits, reduce the amount of inputs used on the farm and help control invasive species. New weed control research coming out of the University of Missouri is constantly communicated to communities via one on one consultations and local programming. This research allows producers to improve management decision making and on farm weed control and management.

Farm Visits
Farm visits allow local producers to invite ag professionals on to their farms to answer questions and find creative solutions to on farm issues. During farm visits, farmers can interact with the Agronomy Specialist regarding topics such as forage management, crop management, nutrient management, weed and brush control, erosion control, effects of drought and vegetable production, among other topics. Farm visits allow producers to receive real time, one on one feedback pertaining to important farm questions.

Seed Saving Workshop
In 2017, a seed saving workshop was held at the Salem Community Garden. Those in attendance learned about the importance of saving seeds and agrobiodiversity in the farm and the garden. Participants gained useful techniques for seed saving, as well as basic supplies to get started on their own seed saving projects.

Empowering community members to save seeds in an important step in preserving local and global agrobiodiversity. The preservation of agrobiodiversity is important both because of its benefits for the environment and the grower.
MU Extension Continuing Education

University of Missouri (MU) Conference Office
The MU Conference Office provides full-service meeting management for a variety of noncredit educational programs. In FY 2017, the MU Conference Office organized 72 conferences for more than 20,000 people in teacher education in math, science and writing; crop management and agricultural lending, as well as statewide youth leadership programs, generating $3.2 million in revenue. muconf.missouri.edu

Fire and Rescue Training Institute (MU FRTI)
In FY 2017, MU FRTI celebrated its 85th anniversary of providing continuing professional education and training to Missouri’s fire service and emergency response personnel. In addition to fire training, courses prepare firefighters for medical emergencies, hazardous materials response and disaster preparedness and mitigation. In FY 2017, MU FRTI trained 11,319 firefighters and emergency responders from 932 departments, organizations and agencies throughout all 114 Missouri counties. mufrti.org

Law Enforcement Training Institute (LETI)
LETI provides training and education for Missouri’s 17,000 personnel and police recruits and presentations to community and civic groups, as well as collaborative programs with agencies from 31 states. In FY 2017, LETI reached nearly 2,000 police and emergency responders. With MU’s Human Environmental Sciences department, LETI piloted Taking Care of You and Mental Health First Aid for Law Enforcement, helping participants better understand mental illness and how it impacts their work. Other programs include advanced animal cruelty investigations training and armed intruder and personal safety response. Students receive over 700 hours of basic training and certification, with other topics and certifications like Crisis Intervention Team Training available. leti.missouri.edu

Missouri Training Institute
The Missouri Training Institute provides continuing education programs in business, as well as customized training programs and consulting services for business and industry and public, nonprofit and educational organizations and institutions. In FY 2017, 10,630 people enrolled in the institute’s 371 programs that cover diverse business practices, such as human resource management, team building, decision-making, strategic planning and leadership. mti.missouri.edu

MU Nursing Outreach
Nursing Outreach serves mainly rural health-care workers with high-quality, affordable continuing education programs using face-to-face and online delivery methods; 92 percent live outside the St. Louis and Kansas City metro areas. In FY 2017, nurses from 77 Missouri counties and the city of St. Louis attended continuing education programs. Another 867 nurses and 1,986 health care professionals — including social workers, nursing home administrators and psychologists — were served through multidisciplinary programs. nursingoutreach.missouri.edu

Center for Continuing Medical Education and Physician Lifelong Learning (CME/PLL)
CME/PLL serves MU Extension and the MU School of Medicine by educating physicians and other health care providers to improve the standard of care in Missouri. In FY 2017, CME/PLL offered 1,678 noncredit programs, courses and activities, serving 27,345 people, as well as 14 accredited medical conferences, including the annual Missouri Telehealth Network Summit on trends in this emerging healthcare arena; an Ellis Fischel Cancer Symposium on holistic approaches to cancer care; and one of the world’s largest multidisciplinary conferences on dialysis. CME/PLL also provided online training for 6,400 state mandated child protection reporters in 20 occupational fields. medicine.missouri.edu/cme

Veterinary Medical Extension and Continuing Education (VMECE)
Veterinary Medical Extension provides information and consultation to veterinarians and livestock owners on issues such as disease risks, rising input costs and regulations that impact farming operations. In FY 2017, VMECE provided 17 continuing education events for veterinarians needing credit to renew their licenses. Twelve events addressed antibiotic label changes that went into effect on January 1, 2017, and how to write a veterinary feed directive. The rest dealt with preventing and responding to disease outbreaks in Missouri livestock operations. The VMECE team also presented at more than 40 meetings across the state, educating animal owners about the antibiotic label changes. VMECE also taught food animal production medicine to MU College of Veterinary Medicine students and collaborated in research that addressed bovine reproduction. vmth.missouri.edu

Labor Education
The Labor Education Program works with members and leaders of workplace-based organizations across Missouri to help them develop skills, act effectively in the workplace and be informed and active participants in their communities. In FY 2017, the program offered 35 courses and conferences to 952 participants, most of whom are leaders of organizations representing the economic interests of more than 20,000 working people in Missouri and surrounding states. labored.missouri.edu