



UNIVERSITY OF MISSOURI EXTENSION

Putnam County 2024

Annual Report

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Extension
University of Missouri

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**SERVE
MISSOURI.**

**DELIVER
MIZZOU.**



Office of Extension
and Engagement
University of Missouri

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December 2024

Dear county commissioners, elected leaders and friends of MU Extension and Engagement,

As we reflect on the past year, I want to express my deep gratitude for your support of MU Extension and for your partnership in enhancing the lives of Missourians.

Your support for MU Extension fuels Missouri's agriculture, strengthens families, prepares our youth and promotes the health, well-being and vitality of our communities. Over the past year, our programs have focused on addressing key needs throughout the state:

- **Expanding access to 4-H:** To make 4-H more accessible, we've introduced more in-school and after-school clubs, reducing barriers and creating opportunities for young Missourians to develop essential skills and leadership abilities.
- **Supporting agriculture and land stewardship:** We're addressing critical issues such as succession planning for family farms, rural mental health, agricultural business management and land stewardship. These initiatives are helping Missouri's farmers plan for the future and preserve the health of our land for future generations.
- **Advancing health initiatives:** Our team of community health field specialists, covering every region of the state, works directly with local leaders to assess health needs and bring UM System resources and expertise to these communities, supporting healthier lives and stronger communities.
- **Promoting economic development:** MU Extension is helping to create economic opportunities by working with individuals, supporting businesses in their growth and collaborating with communities to enhance local vibrancy. Through these efforts, we help bring new jobs, skills and possibilities to Missourians across the state.
- **Providing essential training:** Our continuing education programs prepare Missouri's firefighters and health care workers to meet the demands of their roles with the latest skills and knowledge, ensuring they are well-prepared to serve our communities.

As you read through this annual report, I hope you feel as proud as I do of the accomplishments we've achieved together. The dedication and professionalism of MU Extension's faculty and staff are inspiring, and I am grateful to work alongside them—and each of you—as we make Missouri a stronger, healthier and more vibrant place. Thank you for your continued support and partnership. Together, we are serving Missouri by delivering the University *for* Missouri.

Warm regards,

Chad Higgins, PhD
Vice Chancellor, MU Extension and Engagement
Chief Engagement Officer, UM System

Who we are

Faculty and staff



Raylene Ray, Office Support Staff

MU Faculty serving Putnam County:

Valerie Tate

Agronomy Field Specialist

Zac Erwin

Livestock Field Specialist

Jennifer Schutter

Horticulture Field Specialist

Jerimiah Terrell

Human Development Field Specialist

Darla Campbell

Community Economic Development
Field Specialist

Anastasia Tiedemann

Business Development Specialist
(SBDC)

Michael Krauch

NE Regional Director

Mary Sobba

Ag Business Specialist

Tracie Moore

Extension Engagement Specialist

Council members

Toni Hamilton

Chairman

Shelby Selvy

Vice-chairman

Craig Griswold

Secretary

Amy Cullum

Treasurer

Shane Bradshaw

Appointed

Kathy Leow

Lindsay Hague

Nevin Hamilton

Tyler Buford

Dylan Hamilton



County executives

Robert Munden

Presiding Commissioner

Shane Bradshaw

Eastern District Commissioner

Gerald Owings

Western District Commissioner

Budget and more

Appropriations budget

Income

County Appropriations	35,000
Total Income	35,000

Expenses

Salaries/Benefits	25,000
Travel	1,200
Telephone	1,000
Office Supplies/Service	3,000
Utilities	2,500
Insurance	1,200
Capital Repairs	800
Total Expenses	34,700



Return on investment

University System	100,000
Donations	14,000
Program Revenue	4,087

SERVE MISSOURI.
DELIVER MIZZOU.®

MU Extension is a unique funding partnership.

Extension funding is a three-way partnership of federal, state and county government. Federal and state money, through the University of Missouri system, pay professional staff salaries, training costs, computers and communication equipment. County funds support the local office, secretarial and youth assistant salaries, staff mileage and council expenses.

The *Putnam* County Extension Council, faculty and staff would like to express our appreciation to the *Putnam* County Commissioners for their continued support of extension programs.



Local Support

Did you know you can donate directly to *Putnam* County Extension with a gift to be used immediately or as an endowment contribution for long term efforts. Monies put into the endowment are left forever to earn interest with the county office benefiting each year. You can also direct your donation to a specific program such as 4-H or Master Gardeners.

Putnam County



University of Missouri System

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UM System Footprint in the county in 2024



FY24 county students

18 students

- 17 Undergraduates
- 1 Graduate and professional student
- 16 Full-time students
- 2 Part-time students



County employees and retirees

7 people employed by UM

- 4 Campuses
- 3 MU Health Care (includes additional employees gained via the recent integration of Capital Region Medical Center)

2 UM retirees and beneficiaries

UM salary and retirement income:

\$245,116

UM state tax revenue: \$7,656

UM federal tax revenue: \$46,389



County alumni

Selected school alumni

- 6 Nursing
- 4 Health Professions
- 1 Dentistry
- 4 Veterinary Medicine
- 37 Agriculture
- 8 Engineering
- 3 Law

Alumni teaching K-12

- 4 teachers
- 7.4% of all district teachers



County breakdown

MU

- 14 students
- 90 alumni
- 3 employees

UMKC

- 1 student
- 10 alumni
- 1 employee

Missouri S&T

- 3 students
- 2 alumni
- 0 employees

UMSL

- 0 students
- 5 alumni
- 0 employees



County properties and offices

MU Extension in: Putnam County



County population: 4,698



County services provided

Health care (FY24)

- 377 in-state patients seen at MU Health Care, with \$239,871 of uncompensated care
- MU Health Care's Missouri Telehealth Network recorded 113 visits to 74 patients having ZIP codes associated with the county

Extension (2023)

- 1,612 Total educational contacts from MU Extension to residents of the county, including:
- 11 contacts related to productive farming, better gardening, and managing natural resources
- 1,557 contacts related to healthy eating and aging, strengthening families, personal finance, or youth development
- 39 contacts related to starting businesses, developing community leaders, or renewing the local economy

Putnam County



University of Missouri System

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UM System Statewide Footprint

Economic and Community Development Highlights

- In FY23, Business Development Specialists worked with small businesses and entrepreneurs statewide to create or retain 98,527 jobs.



For every dollar invested from 2019 to 2021, the MU Extension Business Development Program has returned \$133 in economic impact for its clients by increasing sales more than \$1.6 billion. For a total impact of \$3.1 billion, the program has generated more than 37,000 jobs and attracted nearly \$451 million in capital investments and \$1.5 billion in government contracts.

- Between FY18 and FY23, UM System brought Missouri more than \$1.58 billion in federal and private research funds, funded primarily from outside the state, but spent within the state.



In FY24, UM System was issued 29 patents and filed 69 new U.S. patent applications.

- In FY24, the UM System awarded 707 design and construction project contracts throughout Missouri, for a total investment of \$287.3 million in the state.



In FY24, to improve access to medical and health related services, MU Health Care's Missouri Telehealth Network's Show-Me ECHO program provided 16,687 hrs of case-based instruction to 3,113 learners located in 105 of 114 Missouri counties and the city of St. Louis.

Education and Training Provided



40,542 police, fire fighters, and medical professionals attending continuing education (2023)



Agriculture and natural resource programs served 369,077 farmers and related businesses (2023)



210,577 youth and stakeholder educational contacts in 4-H clubs, schools, camps and other programs (2023)

Education Highlights

FY24 Financial Aid Awards

In FY24, 69.7% of the UM System's 79,014 students received financial aid totaling \$1.048 billion



UM System's MOREnet (Missouri Research and Education Network) provides internet connectivity, access, support and training to 58 higher education institutions (230,000 students), 484 K-12 school districts (830,000 students) and 134 public libraries (serving nearly 3 million Missourians) in 2023.

- UM System awarded 50.5% of the 31,689 Bachelor's or higher degrees awarded by Missouri four-year public institutions in 2023-24.
- UM System awarded 35.0% of the 1,776 research doctorates and 26.8% of the 3,796 professional doctorates awarded by Missouri public and not-for-profit private institutions in 2023-24.
- In FY24, UM System's \$30.7 million in National Science Foundation (NSF) grants represented 96.9% of all NSF grants made to Missouri public colleges and universities.
- In 2024, over 12,400 Missourians accessed mobroadband.org, part of the UM System Broadband Initiative which helped the statewide build-out of high-speed internet infrastructure.

Supporting the University of Missouri is an investment in the future of Missouri.

The university advances Missouri citizens and communities through its mission of teaching, research, public service, and economic development across our four campuses and University of Missouri Extension.

Prepared in December 2024, based on the best available and most recent data. Data Sources include: Missouri Office of Administration • UM IR • MU Institute for Public Policy • Center for Applied Research and Engagement Systems (CARES) • MU • UMKC • Missouri S&T • UMSL • UM System • UM Health Care • MU Extension • US Census Bureau • US Dept. of Health and Human Services • National Science Foundation



Missouri Grand Challenges: Local Solutions



PUTNAM COUNTY

Knowing Missouri's Needs

MU Extension asked Missourians to share the greatest challenges they and their communities face.

We heard that feedback and made big changes in the way we work with council and local partners to improve lives. Locally, a network of county engagement and subject matter specialists now share MU's knowledge, research and engagement, targeting programs, information and assistance in:

- agriculture and environment
- youth and family
- business and community
- health and safety

For each grand challenge, MU Extension and Engagement targets a specific gain by 2023:



Economic opportunity

Increase MU Extension and Engagement's economic impact to the State of Missouri from \$1 billion to \$1.5 billion overall, and from \$88 billion to \$100 billion in agriculture, the top economic sector



Educational access and excellence

Increase participation in postsecondary education from 66% to 70%



Health and well-being

Improve Missouri's health ranking from 40th to 35th in the nation

Knowing Local Challenges



CHALLENGE 1: Economic Opportunity: *Business Dynamics*

Business Growth/Change

The rate of business change reflects the net gain or loss in total establishments. The report area saw a net loss of 1 businesses between 2011 and 2021. There were 77 establishment "births" and 90 "deaths" contributing to the change. The rate of change was -1.14% over the ten year period, which is lower than the state average of 9.32%.

Establishment Net Change Rate

-1.14%

Putnam

Missouri

9.32%

Data Source: US Census Bureau, [US Census Business Dynamics Statistics](#), 2011-2022.

Largest Job Sectors

Understanding the local economy is vital to describing a community. In this region, the largest sector by employment size is Government and government enterprises, which employs 425 people. The average wage for the industry is \$55,280. Retail trade and Construction are the next largest sectors, and they employ 186 and 151 workers, respectively.

Job Sector	Total Employment	Average Wage
Government and government enterprises	425	\$55,280
Retail trade	186	\$18,559
Construction	151	\$16,317

Data Source: US Department of Commerce, [US Bureau of Economic Analysis](#), 2022.



CHALLENGE 2: Educational Access and Excellence: *Early Childhood Education*

Access to Early Childhood Education

Head Start is an early childhood education program for at-risk children through age 5. Families utilizing Head Start have better success meeting developmental goals and achieving economic stability. In 2018, there were 2 Head Start programs in the report area, or 62.5 per 10,000 population. Access to head start is higher in this area than in the state.

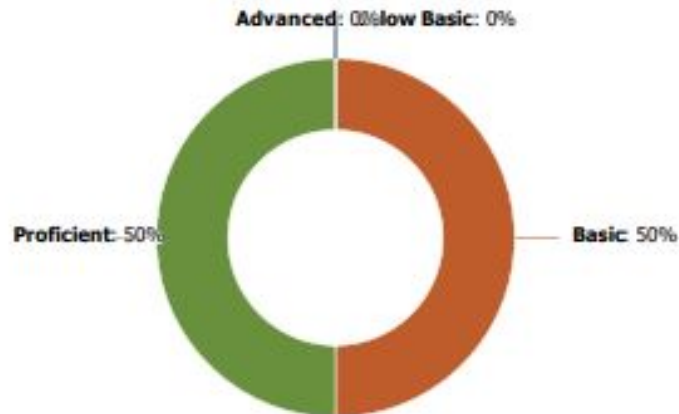
Head Start Programs, Rate (Per 10,000 Children Under Age 5)



Data Source: US Department of Health & Human Services, [HRSA - Administration for Children and Families](#). 2024.

English Language Arts Proficiency

Starting in the 4th grade, public schools emphasize proficiency in reading and reading comprehension. The ability to comprehend becomes the foundation to find and process information in later years and it is important to prevent children from falling behind. Of the 40.00 fourth graders tested in 2018, the known total number of students who had a basic level of English Language Arts was 15.00. The number tested as below basic was 0.00, basic was 15.00, proficient was 15.00, and advanced was 0.00.



Data Source: [Missouri Department of Elementary & Secondary Education](#). 2022.



CHALLENGE 3: Healthy Futures: *Healthy Weight*

Obesity (Adult)

This indicator reports the number and percentage of adults aged 20 and older self-report having a Body Mass Index (BMI) greater than 30.0 (obese). Respondents were considered obese if their Body Mass Index (BMI) was 30 or greater. Body mass index (weight [kg]/height [m]²) was derived from self-report of height and weight. Excess weight may indicate an unhealthy lifestyle and puts individuals at risk for further health issues.

Note: In 2021, the CDC updated the methodology used to produce estimates for this indicator. Estimated values for prior years (2004 - 2017) have been updated in this platform to allow comparison across years. Use caution when comparing with saved assessments generated prior to November 10, 2021.

Percentage of Adults Obese, 2016



Data Source: Centers for Disease Control and Prevention, [National Center for Chronic Disease Prevention and Health Promotion](#). 2021.

Physical Inactivity

Within the report area, 807 or 20.4% of adults aged 20 and older self-report no active leisure time, based on the question: "During the past month, other than your regular job, did you participate in any physical activities or exercises such as running, callisthenics, golf, gardening, or walking for exercise?" This indicator is relevant because current behaviors are determinants of future health and this indicator may illustrate a cause of significant health issues, such as obesity and poor cardiovascular health.

Note: In 2021, the CDC updated the methodology used to produce estimates for this indicator. Estimated values for prior years (2004 - 2017) have been updated in this platform to allow comparison across years. Use caution when comparing with saved assessments generated prior to November 10, 2021.

Adults Age 20+ with No Leisure Time Physical Activity, Percent



Data Source: Centers for Disease Control and Prevention, [National Center for Chronic Disease Prevention and Health Promotion](#). 2021.



CHALLENGE 4: Agricultural Growth & Stewardship: *Soils Testing*

Recent public initiatives and USDA programs are putting a focus on producers to improve the health of their soil. The USDA-NRCS defines soil health as the continued capacity of the soil to function as a vital, living ecosystem that sustains plants, animals and humans. A variety of practices can improve soil health, including regular monitoring, sampling and testing protocols. The MU Soil and Plant Testing Laboratory provides testing and unbiased, research-based recommendations for economically viable and environmentally safe nutrient management practices across Missouri.

Report Area	Agriculture	Home and Garden	Community Areas	Research	Total
Putnam	27	1	2	0	30
Missouri	13,742	4,773	421	6,406	25,342

Data Source: [University of Missouri Extension Soil and Plant Testing Laboratory Annual Summary, 2022](#).



MU EXTENSION **Serves MISSOURI and Delivers MIZZOU** through credible statewide programs

Missouri 4-H for ages 8 – 18



Community clubs are organized by volunteer club leaders and teams of recognized volunteers. Members attend club meetings, elect officers, enroll in projects and plan learning and community service activities. Some clubs opt to be single-project clubs, where all members focus on the same project.



4-H's Leadership and Civic Engagement programs foster understanding, confidence and decision-making skills to empower youths to become informed and active young citizens. 4-H civic engagement initiatives prepare young people to become future leaders by engaging them in programs where they have voice and influence.



4-H Natural Resources programs employ hands-on activities in climate science, environmental sustainability, renewable energy, sportfishing and wildlife conservation. The **Shooting Sports program**, which teaches marksmanship, safe firearm use, hunting and archery principles, is a prime illustration of how 4-H programs promote holistic youth development and responsible citizenship. Supported by caring adult leaders, these programs offer opportunities to cultivate life skills, self-worth and conservation ethics.



Legend



Agricultural Growth & Stewardship



Economic Opportunity



Educational Access & Excellence



Health & Well-Being

Local Impact

Putnam County served youth through five community clubs offering long-term educational experiences in which members learn life skills such as decision-making, public speaking, and working with others.

- There were 85 youth reached through community clubs, SPIN clubs, in-school, and afterschool 4-H clubs in Putnam County during the 2023-2024 4-H Year.
- Over 72 4-H members were engaged in science related projects and experiences.
- Collectively youth participated in 680 hours of community club work in Putnam County.

Putnam County members enrolled in a combined total of 424 projects in 2024. The top project areas included:

- Arts and Crafts
- Photography
- Swine
- Rabbits
- Beef
- Woodworking
- Meat Goats
- Poultry
- Sheep
- Sewing

4-H members have demonstrated learning through the following activities:

- Five state level recognition forms were completed by members. These forms provide members with a vital step in the Experiential Learning Model. Members reflect on the things they have done and learned throughout the 4-H year and how they can apply what they have learned in the upcoming year.
- Two youth from Putnam County Participated in skill development contests on the State level including State Meats Contest, State Livestock Judging, State Fashion Revue, State Poultry Day and State Public Speaking. Participation in these events helps youth to develop confidence and practice their decision making and public speaking skills through competitions tied to project areas they are passionate about.
- Two youth participated in MOVE Across Missouri, where youth and adults are encouraged to track their physical activity and fitness in their daily life, learning about healthy lifestyles.

4-H School Enrichment- Embryology

- There were thirty-seven students from three classrooms who participated in the Hatching Chicks in the Classroom program in 2024.
- Students participated in a combined 222 hours of learning with the “Chick It Out” program.

During the Embryology program, students learn about the 21-day development occurring within a fertilized, incubated egg that can result in the hatching of a chick. Students identify the parts of an egg and discover what each part provides for the developing chick.

Putnam County

Missouri 4-H

Profiles and Stories



- Putnam County 4-H member, Kadin Houf took her 4-H experience globally participating in a 4-H exchange to Argentina.

- Kadin Houf received a Missouri 4-H Foundation Scholarship to support her in furthering her education.

- 4-H has helped bring me out of my shell and given my more confidence when speaking in front of people.* – Putnam County 4-H member, age 13

- My favorite thing about 4-H is doing my projects and getting to use the items that I make. It is rewarding to have a finished project that you can use, wear, or look at and know that you made that.* –Putnam County 4-H member, age 13

- 4-H has helped give me more confidence when speaking in from of people.* – Putnam County 4-H member, age 10



- Putnam County 4-H members were supported by twelve enrolled, screened and oriented adult volunteers supporting the development of youth in 2024.

- Volunteers contributed 1,200 hours to the Putnam County 4-H program valued at \$40,188.





MU EXTENSION **Serves MISSOURI and Delivers MIZZOU**
 through credible statewide programs
Agriculture and Environment



The Missouri Master Gardener program

enables people of all ages to get in-depth horticultural training and then apply what they've learned to improve their communities and educate others about gardening.



In 2023, almost 4,000 Missouri Extension Master Gardeners completed over 149,000 VOLUNTEER HOURS throughout the state.



MISSOURI AGRICULTURE,
 FOOD AND FORESTRY
 INNOVATION CENTER

The Missouri Agriculture, Food and Forestry Innovation Center (MAFFIC) provides

dedicated technical assistance to help value-added agricultural producers launch or expand their businesses. Through personalized support in marketing, product development, business planning and financial analysis, MAFFIC business counselors equip producers with the knowledge and tools needed for success. Each year, these free services reach more than 150 producers, driving innovation and growth in Missouri agriculture.



Missouri Grazing Schools teach management-intensive grazing by dividing large fields into smaller paddocks and systematically rotating livestock among them. Producers who attend the grazing schools learn how to reduce costs through improved livestock grazing and pasture management while getting insights into fencing, watering systems and grazing system design.

The annual impact of management-intensive grazing is estimated to be \$125 MILLION per year in Missouri.

Legend



Agricultural Growth & Stewardship



Economic Opportunity



Educational Access & Excellence



Health & Well-Being

Putnam County

Agriculture and Environment

Local Impact

Feedlot School

Currently 82% of beef calves raised in Missouri are fed and harvested out of state; expanding the state's feeding capacity will have a significant economic impact. It is estimated that every head of cattle fed in Missouri will add \$1,140 per head to farm revenue. Feedlot School is a statewide initiative designed to help cattle producers capture post-weaning growth potential. The curriculum includes topics such as competitive advantages, feedlot performance expectations, health management, diet formulation, budgeting, marketing, and feeding technologies. Participants gain practical tools to apply changes on their farms and enhance post-weaning growth and performance. Feedlot School also includes opportunities to engage with processing industry representatives and tour local farms in Missouri where cattle finishing is actively practiced.

In 2024, the largest Feedlot School to date was August 29-30 in Kirksville, MO. Two producers attended from Putnam County.



Evaluation results revealed that 96% of attendees currently feed or plan to start feeding cattle in Missouri. A majority of participants also reported intentions to take these actions:

- 62% of attendees plan to build a feedlot with a shelter.
- 80% of attendees plan to increase on-farm feeding capacity.
- 64% of attendees plan to start feeding cull cows.

Roughly 44% of attendees plan to adopt working with a consulting feedlot nutritionist.

Participant Comments:

- Well run-informative-learned some new things.
- Very helpful to continue our education.
- Overall a great school.
- Excellent Class!! Instructors were all great and really kept my attention. Slides seemed to work well and going to real feedlots was awesome.
- Got a lot of Value out of the school, will recommend to other producers.
- Very Good class overall. Great experience



Putnam County

Agriculture and Environment

Local Impact



Soil testing is a valuable tool for farmers. It is a process used to estimate the ability of the soil to support plant growth. The objectives of the MU Soil Testing Lab are: to help farmers make effective use of fertilizer to increase their financial returns; benefit society with improved environment and water quality through efficient use of fertilizer on farms, lawns and gardens; and to ensure public and private labs are providing reliable and quality soil test results to the citizens of Missouri.

University of Missouri Soil Testing Lab ensures Missouri farmers are efficiently using the plant nutrients which are applied to agricultural fields by providing unbiased, research-based fertilizer and limestone recommendations based on soil fertility analysis. This is a cost-effective way to determine if adequate fertilizer is being applied in order to obtain the yield goals set by the farmer. It also ensures the farmer is not applying excess fertilizer, which is not only costly, but can be damaging to the environment. In 2024, the MU Soil Testing Lab analyzed 55 soil samples from Putnam County.

The private pesticide applicator license issued by the Missouri Department of Agriculture is required for producers wanting to purchase and apply restricted use pesticides. Restricted-use pesticides are classified as such because without additional training they pose a risk to people, animals, or the environment. Agricultural producers needing to obtain or renew certification of this license must take this pesticide safety training every five years. They must be 18 years of age and directly involved in the production of agricultural commodities to obtain this license.

During the training, participants learn about safe handling of pesticides, proper mixing, calibration techniques, environmental ramifications of improper mixing or careless application, chemical breakdown of pesticides in the environment, what records are needed, pesticide formulations, personal protective wear and how to clean it, pesticide storage, common Missouri pests, and integrated pest management (IPM) techniques.

During 2024, 12 agricultural producers in Putnam County were trained and licensed to purchase and apply restricted use pesticides.



Putnam County

Agriculture and Environment

Local Impact

Master Gardener Program:

In 2024, Putnam County Master Gardeners completed 117.5 hours of volunteer service and 24 hours of continuing education. The value of the service hours was \$3,935.10 using the value of \$33.49 for 2024 per volunteer hour from the Independent Sector. Master Gardeners in Putnam County coordinated and set up the flower show at the Putnam County Fair. They planted flowers and maintained them all summer on the Unionville Square; they maintained plantings and cleaned the walking trail in Unionville; they held a plant sale; and they planted and maintained garden beds and containers in other sites in or near Unionville including the library, lake and a park. Throughout the year they have meetings, participate in educational opportunities in addition to providing service to their community.

Horticulture program:

In April, a horticulture program was held at the Putnam County Library where participants learned about tips for planting a vegetable garden and insect ID and control.

Consultations:

Throughout the year, home gardeners and producers in Putnam County receive information and advice on various gardening questions, to help them make more informed choices about their vegetable gardens, flower gardens, fruit trees, lawns and landscapes.



Farm Tour

Thirty-five people from six counties attended a farm tour in Putnam County on June 26. The first stop was the farm of Duane Carney where participants saw and learned how he grows fruit crops and vegetables using various methods, from raised beds to complete enclosures, to keep predators away, and how he collects rainwater to water his plants. The second stop was to the farm of David Hyle, where participants toured his solar greenhouse. David grows tropical plants like coffee, lemon and banana trees, flowers and vegetables using solar heat. He also grows plants in raised beds in the greenhouse, and has a fish pond inside that he uses to water his plants. He has grown a 19 pound cabbage inside this greenhouse. Participants gained ideas that they can use in their own gardens and greenhouse operations.



Putnam County

Agriculture and Environment

Local Impact

Missouri Farm Lease Workshop

Area participants including those from Putnam County participated in workshops offered in Kirksville or Bowling Green during the Fall of 2024. The classes reinforced the importance of good, clear communication and how it can lead to good lease agreements for both parties and encourage a healthy landlord-tenant relationship. Topics covered were current farmland rental rates, specific items to include in a farm lease, how to legally terminate a farm lease in Missouri, and lease scenarios.

Each class used a unique evaluation tool. The class in Kirksville was asked to rate their farm lease knowledge both before the class and after the class. The average before the class was 5.83 on a 10-point scale. The average after the class was 8.0, on the same scale, for an increase of 2.17.

Both classes were asked what they gained from the class: 78% understood that a farm lease is a legal, binding contract; 89% have a better idea of fair rental rates; 89% understand the correct way to terminate leases and where to find resources. Participants were asked what actions they planned to take in the next year because of taking the class. The responses included: 78% plan to make changes to the next lease; 67% plan to use a written lease instead of a verbal lease and 55% plan to review current leases.

By taking the class, participants gain insight from both the landowner and tenant perspective, which encourages leases that are fair for both parties. This promotes optimal land use leading to more sustainable profitability.

The class encourages better landlord-tenant communication, which lowers conflict and avoids costly litigation.





MU EXTENSION **Serves MISSOURI and Delivers MIZZOU** through credible statewide programs **Business and Community**



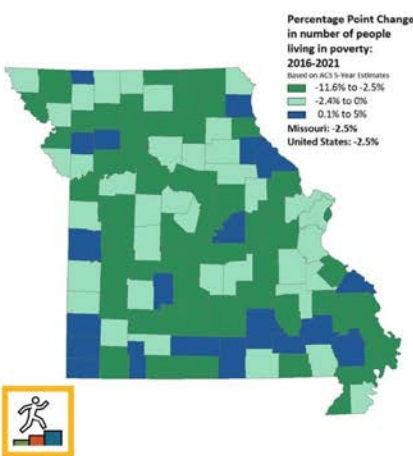
The **APEX Accelerators** (formerly known as Procurement Technical Assistance Centers) were created in 1984 by the Department of Defense to help businesses navigate the government marketplace. Since 1989, MU Extension has hosted the Missouri APEX Accelerator as a business development partner program. The mission of the program helps businesses learn how to expand their market by selling goods and services to local, state and federal government entities.

From Aug. 1, 2022, to July 31, 2023, the Missouri APEX Accelerators reported over 900 NEW CLIENTS, 4,700 COUNSELING HOURS and OVER 10,000 CONTRACTS AWARDED.



The **Missouri Small Business Development Centers** (SBDC) provide professional training and customized one-on-one counseling to small businesses across the state. Working with the Missouri SBDC helps business owners make confident decisions.

FY2020-2022, Missouri SBDC ASSISTED 878 STARTUPS and helped Missouri small businesses earn more than \$440 MILLION.



The **Missouri Economy Indicators (MEI)** series explores business, industry and workforce topics that affect Missouri's economy. The data is shared through newsletters and on social media. MU Extension faculty and staff receive talking points and collateral to share with local stakeholders.

In 2022, MEI published 15 issues, and MEI online resources were accessed MORE THAN 5,000 TIMES. Two out of five MEI newsletter recipients reported using the information to help guide policy or decision-making in their work.

Legend



Agricultural Growth & Stewardship



Economic Opportunity



Educational Access & Excellence



Health & Well-Being

Putnam County

Business and Community

Local Impact

MU Extension joins with the Green Hills Regional Planning Commission, Department of Economic Development, and county citizens and leaders to begin the process to develop and execute a countywide Economic Development Plan. Meetings were held on August 20 and September 24 with around 95 people attending total. The group identified issues and assets in the county. The planning process, led by Green Hills RPC is comprehensive and allows for multiple smaller working groups that focus on a specific issue. While interested in all aspects of the plan, Darla focused on the housing situation for the county. Darla provided statistics from All Things Missouri showing that Putnam County has 3 times the number of vacant homes than the state average and 3.5 times more than the US average. (2845 total housing units in Putnam County with 1077 vacant - 37.86% vs 12.05% state and 10.79% US), Darla will continue to work with this effort into 2025.



USDA grant will Strengthen Local Food Systems

Darla Campbell

Darla submitted a \$50,000 Business Builder grant to USDA to develop and strengthen farmers' markets in Putnam, Sullivan, Schuyler, and Scotland Counties. Focus of the project (if funded) will be youth entrepreneurship, developing marketing plans for individuals and the market, and pursuing alternative market venues to strengthen local food systems.



Local Impact

Extension Tax Schools

University of Missouri Extension ag economics department and ag business specialists worked together to coordinate one summer and three fall tax schools. The summer school was in person and live online. Fall schools were in Columbia and Springfield and one online school. The schools were designed for those who prepare taxes including enrolled agents, tax preparers, CPAs, individuals, and attorneys.

The training included updates on legislation, rulings and cases, individual taxpayer issues, agricultural and natural resources topics, ethics, trusts and estates, agriculture and natural resource tax issues, business tax issues, business entity tax issues, IRS issues, related party issues, real estate rental activity issues, limited liability company issues, and international tax issues. The schools were approved for 8 and 16 hours of continuing education credit by the IRS, Missouri Bar and for CFP continuing education. Total continuing education hours reported to IRS for the schools was 3,776 hours.

The teaching teams included CPAs, a former IRS stakeholder liaison, an IRS certified retired ag economics professor, an attorney, a certified financial planner, Missouri Department of Revenue and extension ag business specialists.

The evaluations had many positive comments and helpful suggestions. Planning is underway to offer trainings in 2025. Local county residents benefit when local tax preparers have the opportunity to gain knowledge, which benefits their clients and communities. The tax schools are a program of the ag business and policy program of MU Extension, coordinated by Mary Sobba with help from a team of ag business specialists throughout the state.

The resources for the schools included the IRS, the National Income Tax Workbook from the Land Grant University Tax Education Foundation, and materials written by the instructors.

The 2024 school attendance totaled three hundred fifty people. The participants were from throughout Missouri. Two participants attended from Putnam County.



Putnam County

Business and Community

Local Impact

Farmers' Markets are a Primary Source of Price Data

Darla Campbell

The Missouri Department of Agriculture partnered with University of Missouri Extension to collect farmers' market price data on crops present at Missouri farmers' markets June-October of 2024. Five MU Extension Specialists collected data while providing production, marketing, and financial resources to producers around the state. The data is available seasonally on MDA's website and helps new and experienced producers determine market prices for their products. There was a total of 59 different markets visited in 2024 with 2295 prices collected.

Darla made 16 market visits to 13 different markets in Northeast and Central Missouri. These markets were in Kirksville, Unionville, Brookfield, Milan, La Plata, Louisiana, Hannibal, Palmyra, Mexico, Center, Booneville, and Columbia. Darla collected 16 sources of price data at Putnam County's Farmers Market.





MU EXTENSION **Serves MISSOURI and Delivers MIZZOU** through credible statewide programs **Community and Professional Health Education**



Rural Immersion Program is an opportunity for medical students interested in rural practice to gain experience in the rewards and challenges of working and living in a rural community, examining rural health disparities and quality of life concerns within a specific region. Group activities and meetings with community leaders in business, government, education, health care and natural resources give students a preview of life in a rural area. The 2024 program was hosted by Union, Mo. and the 2025 host city will be Hayti, Mo.

All of the 2024 participants agreed that the Rural Immersion Program significantly contributed to them **FORMING INSIGHTS** on the suitability of living and working in a rural community, both personally and professionally.



Adverse childhood experiences (ACEs) can lead to trauma and increased risks of substance use disorders, including opioid and alcohol misuse.

Show-Me ACEs:

- In collaboration with Kinship Caregivers and the MU School of Law, developed a trauma-informed legal toolkit to help reduce the impact of ACEs across the state.
- Partnered with the Missouri Community Health Commission to offer Empowerment Workers sessions (17 sessions, 122 participants) and Healing Circles (2 sessions, 15 participants) in southeast Missouri.



Strengthening Families Program: for Parents and Youth 10-14, is a seven-session series for parents or caregivers and their young teens to attend together to improve family communication, resolve conflict and improve parental skills.

A research study conducted by the Partnerships in Prevention Science Institute found a **RETURN OF \$9.60** for every dollar spent implementing the Strengthening Families Program.

Legend



Agricultural Growth & Stewardship



Economic Opportunity



Educational Access & Excellence



Health & Well-Being

Putnam County

Community and Professional Health Education

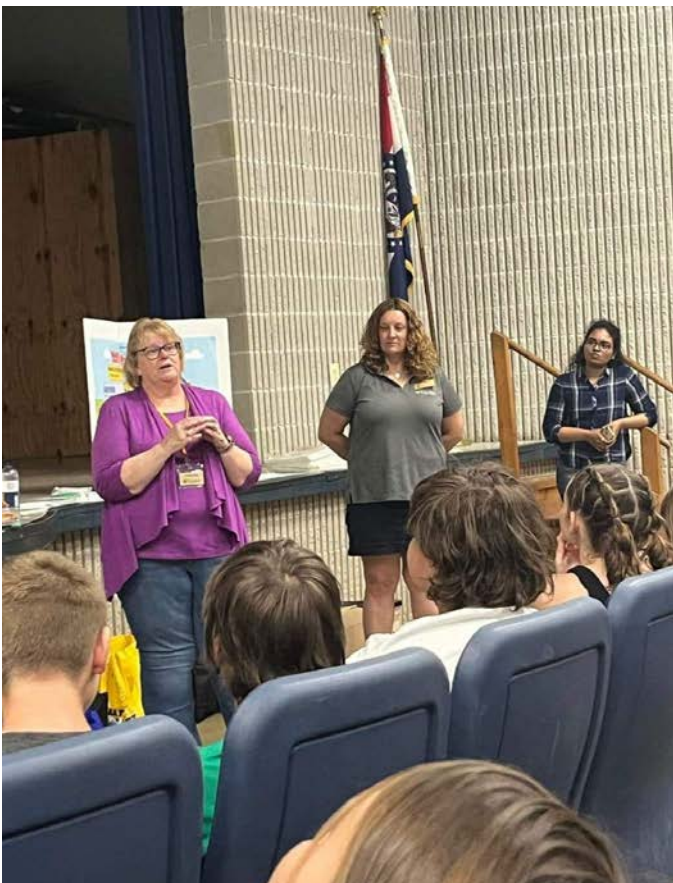
Local Impact

Throughout the year Karen has continued to have numerous learning assignments which has helped her grow into her position as a Field Specialist in Nutrition and Health. The year has allowed her to meet new people in Putnam County.

She has contacted Jill Payne at the Putnam County Health Department for working on possible programming throughout the year. They are working on doing another summer school event and possible cooking classes in the coming year.

A nutrition and exercise event for summer school students was held at the Putnam County School in June. Jill Payne request that her and Karen share health, nutrition and exercise be presented. Neina Martin NPA assisted with this event. Twenty-eight students and five adults (33) participated in this successful event. In planning is for the event again in 2025.

Reading, interactive play, and sharing a snack with fellow participants at the Putnam County Library. Neina Martin NPA and Karen presented. 15 in attendance.



Putnam County

Community and Professional Health Education

Local Impact

The Supplemental Nutrition Assistance Program Education (SNAP-Education or SNAP-Ed) brought \$11,145,237 in federal funds to Missouri. The funds support engagement with 74,864 Supplemental Nutrition Assistance Program (SNAP) recipients and eligible citizens of Missouri who learned about being active and healthy eating on a budget. This year we had 1,164,143 indirect educational contacts through newsletters, health fairs, food pantries, and the Show Me Nutrition helpline.

658 direct and indirect contacts were made in Putnam County. Participants in SNAP-Ed learn the importance of making healthier meals and snack choices, eating breakfast more often, are more willing to try new foods, increase their physical activity, and make healthier food choices.



Pictured left: Jessie in the classroom setting.

Those who practice healthy eating and are physically active are more likely to contribute to a healthy labor force and enjoy a high quality of life throughout the lifespan.

This vital programming effort also reduces healthcare costs over the participant's lifetime, saving taxpayer money in reduced public healthcare benefits and insurance premiums.

**Jessie Stewart Nutrition Program Associate
serving Putnam County**



Putnam County

Community and Professional Health Education

Local Impact

Success Story

In August Wendy Atterberg, Neina Martin, and Jessie were asked to do a food demonstration at a farmers' market in Putnam County. The market coordinators had asked ahead of time if they could make some kind of fresh salsa. Since the three of them had not done something like this before in this kind of setting they were a little nervous but was also a little excited to do something new and with other co-workers. They were able to go visit a couple of the vendors there and get the fresh vegetables along with some garlic to use for our recipe.

They had several people watching them make the salsa and they were very excited about trying it. Several people were very surprised at how simple it is to make fresh salsa and how great it tastes. They handed out a lot of recipes for the salsa along with some incentives. Before leaving they were asked if they would be interested in coming back for some future events.

Programing Partners

Schools
Unionville Head Start
Agencies
Putnam County Cafe and Resource Center
Putnam County Farmers Market
Putnam County Library



Pictured left: NPAs Wendy Atterberg, Neina Martin and Jessie Stewart at the Farmers Market.