



UNIVERSITY OF MISSOURI EXTENSION

Saline County

2023 ANNUAL REPORT

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Office of Extension
and Engagement
University of Missouri

**OFFICE OF THE VICE CHANCELLOR
FOR EXTENSION AND ENGAGEMENT**
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December 2023

Dear county commissioners and friends of MU Extension and Engagement,

Thank you for your important partnership with the University of Missouri Extension this past year.

I want to highlight three areas that address needs you helped us identify.

You may recall that the FY 23 state budget provided a one-time \$5 million infusion to MU Extension for growth. Of that, we allocated about \$3 million for field faculty in the areas of agriculture, 4-H, health/human development and business and community development.

Through a dedicated hiring effort, and thanks to that allocation, we have hired 168 new employees since November 2022. That includes 72 academic/faculty members, most of whom are field specialists in a priority area noted above, and 96 staff members (e.g., office administrators, youth and food and nutrition associates, etc.).

We also returned more faculty to local program delivery that best serves your county's needs, while preserving the partnership and relationship building work you value. Our extension and engagement specialists focus full-time on that work as they serve their assigned multi-county groups. Currently, 19 have been hired, with two more in the pipeline.

Finally, we are prioritizing our work with county extension councils. In the new role of partnership and council development director, Lorin Fahrmeier focuses on strengthening council representation and governance. This role will build stronger links with regional, educational and campus leadership to better identify and address local priorities.

At the UM System level, our engagement work across four universities and with leaders across the state makes a difference in areas of greatest need: broadband, workforce development, health access, food security and healthy futures for our youth.

Your county annual report shows what we are accomplishing together as we Serve Missouri and Deliver Mizzou. We look forward to strengthening that partnership with county commissioners and community stakeholders in the coming year.

Sincerely,

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

Who we are

Faculty and staff



Top Row: Emma Sims, Kathi Mecham, Christina Todd, Katie Neuner, Fred Smith

Bottom Row: Chelsea Corkins, Sue Robison, Annie Luft

Not Pictured: Heather Conrow, Jim Crawford, Mitchell Moon, Tina Edholm, and Todd Lorenz

Annie Luft
Office Manager

Chelsea Corkins
Extension and Engagement Specialist

Christina Todd
Nutrition Program Associate

Emma Sims
Youth Program / Nutrition Program Associate

Fred Smith
4-H Youth Development Specialist

Heather Conrow
Livestock Specialist

Jim Crawford
Agri-Systems Technology Specialist

Kathi Mecham
Commercial Horticulture Specialist

Katie Neuner
Agriculture Business Specialist

Mitchell Moon
Labor and Workforce Development Specialist

Sue Robison
Nutrition and Health Specialist

Tina Edholm
Human Development Specialist

Todd Lorenz
Agronomy Specialist

Council members

Will Long, **Chair March-September**
Tiffany Thornton, **Chair October-Current**
Brad Guthrey, **Vice-chairman**
Cindi Sims, **Secretary**
Shannon Johnson, **Treasurer**
Courtney Arndt
Haley Baker
Bailey Boland
Michelle Boland
Annie Burkhalter
Sandi Guthrey
Monte Fenner, **County Commissioner**
Vince Lutterbie, **City Mayor**



County commissioners



Becky Plattner,
Presiding Commissioner



Monte Fenner,
Southern Commissioner



Stephanie Gooden,
Northern
Commissioner

Budget and more

2023 Appropriations budget

Income	
▶ 0100 · Student Fees	100.00
0210 · County Appropriations	43,000.00
▶ 0300 · Investment Income	0.00
▶ 0400 · Gift/Grants/Contracts	0.00
▶ 0900 · Resales/Educ Services Fees	460.00
▶ 1300 · Miscellaneous Income	984.00
1600 · Balance Transfers	8,103.27
Total Income	52,647.27
Expense	
▶ 2700 · Persnml Serv - Salaries & W...	29,641.15
▶ 2800 · Payroll Expenses	3,226.70
2900 · Non Payroll Salaries	11,732.92
3100 · Travel	2,353.90
3600 · Postage	3.05
3700 · Telephone Serv - Local	1,040.51
▶ 4400 · Rent/Lease Equipment	1,312.48
▶ 5100 · Supplies/Services	739.58
▶ 5600 · Professional Services	85.00
▶ 6800 · Insurance	1,034.64
6999 · Uncategorized Expenses	300.00
7000 · Miscellaneous	154.95
7010 · Extension Council Election ...	72.49
7090 · Working Capital	0.00
7100 · Soil Test Expenses	505.00
▶ 7400 · 4-H Youth	444.90
Total Expense	52,647.27
Net Income	0.00

Saline County Highlights & Partners

- County services provided included 2,334 total educational contacts from MU Extension to residents in Saline County included:
 - 142 contacts related to productive farming, better gardening, and managing natural resources.
 - 2,191 contacts related to healthy eating and aging, strengthening families, personal finance, or youth development.
 - 1 contact related to starting businesses, developing community leaders, or renewing local economy.
- Local partners allow MU Extension to reach a variety of community members. These partnerships included, but were not limited to the Salt Fork YMCA, Saline County Fairboard, Marshall Parents as Teachers, Cargill, Tyson's, Marshall Senior Center, and many local schools.



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



Local Support

Did you know you can donate directly to Saline 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.



Missouri 4-H Positive Youth Development

Saline County 4-H

Saline County 4-H served more than 740 youth through seven organized community clubs, YMCA summer programming, SNAC and Embryology in school enrichment and 4-H and Clover Kid camps. 4-H outreach in Saline County included more than 500 engagements with youth at the YMCA and over 460 local school-aged youth reached in Embryology and SNAC programming during the 2023 enrollment year.

In 2023, 132 Saline youth “learned by doing” in projects ranging from shooting sports and arts and crafts to animal science and healthy living. Saline County faculty, Emma Sims (Youth Program Associate) and Fred Smith (4-H Specialist), and staff worked throughout the year to produce quality, positive youth development opportunities that are fun, educational, and community focused!



Volunteers are the core of the 4-H program. They help to create, support, and deliver educational programs and experiences. Through dedicated volunteers, the Saline County Shooting Sports team was a significant project for Saline 4-H members with 58 youth enrolled in at least one shooting discipline. Valuing their time at \$29.95 per hour, the contribution of Saline County 4-H volunteers was worth more than \$173,710.



“I spoke with local media outlets about my experience in 4-H. This taught me how to speak clearly and accurately about my projects, as well as gave me the opportunity to advocate for Saline County 4-H and all the members in it.”

- Charlot Thornton, pictured upper left, age 12 and member of the Clay Center 4-H Club

In 2023, Saline County 4-H members participated in:

- University of Missouri Livestock Judging
- Recognition and Bingo Night
- 4-H Week Scarecrows and 4-H Week
- State Fashion Revue
- State Shooting Sports and Western Heritage
- Missouri State Fair
- 4-H Summer Camp at Camp Bobwhite
- Clover Kids Day Camp
- Saline County 4-H Achievement Day
- Saline County Youth Fair
- Move Across Missouri
- Show Me Quality Assurance



Agriculture & Environment

Drought Monitor & Forage Impact Programs

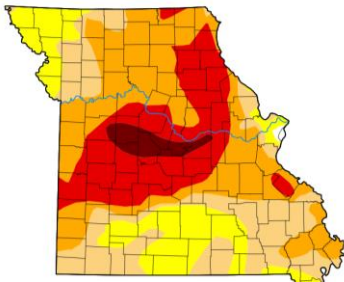
in 2023, Livestock producers were faced with the challenge of not having enough forage to get through the winter and thus liquidated some of the herd. After already culling significantly with the 2022 drought, producers were often faced with liquidating some of their genetics that they had been building. Many producers were both baling and green chopping drought-stricken corn to replace forage losses of 2023, especially in central Missouri. Drought stricken corn provides the possibility of high nitrate level that can be detrimental to livestock.

MU Extension offices provided producers nitrate quick tests to help determine the viability of the corn as a forage. In many cases, specialists diverted potentially harmful situations for producers intending to feed livestock without proper handling of the forage.



Left: Drought stricken corn shown here provides the possibility of high nitrate level that can be detrimental to livestock.

Right: Katie Neuner, Ag Business Specialist, presenting at an MU Extension “Managing Your Livestock When Forages Are Limited” program.



Drought map example from July 2023. Intense red colors correlate with the most significant drought levels.

Show-Me Quality Assurance (SMQA)

12 youth participated in Show-Me-Quality Assurance Training in Saline county hosted by Heather Conrow, Livestock Specialist, and Emma Sims, Youth Program Associate (both shown below).

This is a youth-focused training emphasizing good livestock management practices in the handling and use of animal health products.

This program encourages youth involved in livestock projects to take an active role in the health of their livestock. By completing this program, youth demonstrate their commitment to animal production and producing safe and wholesome food, throughout both the livestock and food industries.





Agriculture & Environment

Farmers Market Grant

MU Extension partners with Missouri Department of Agriculture to collect price data across the state for Missouri growers to compare what prices are in their area and in other regions. Items assessed included vegetables such as those shown to the right. Kathi Mecham visited markets in Saline, Johnson, Pettis, Lafayette, Ray and Carroll countries every year.



Soil Testing for Fields & Gardens

Soil testing is utilized by both gardeners and homeowners as well as agriculture forage and livestock production. Any production, from back yard gardens and lawn to full scale agriculture, that is attempted with insufficient information may result in crop failure, wasted money, physical injury and environmental degradation from soil erosion or misuse of pesticides.



Through MU Extension offices, the University of Missouri

Soil Testing Laboratory provide accurate analysis of your soil and provides research-based recommendations on the crop that you are producing.

Form, boxes, and a soil sampler (shown bottom left) are all available at the Extension office.

There were 15 of producers from Saline who submitted soil samples through our laboratory this year.

Horticulture, Insects, and Disease Identification

Saline county, amongst others in the NW region, submit plant and insect samples, pictures, and descriptions for identification by horticulture specialists. Kathi Mecham responds through on-site visits, emails, and personal phone calls with the community to help individuals care for their gardens and plants..

This year, Saline submitted 10 requests ranging from plant naming, to disease recognition and insect classification.



To the left is a tomato plant with herbicide damage. Consulting an MU Extension Horticulture Specialist could offer insight to this issue.



Business & Community

Volunteer Income Tax Assistance (VITA)

Sue Robison, Nutrition and Health Field Specialist, and Tracie Moore, Community Development Field Specialist, were part of the 2023 NWMO VITA Tax preparation team, offering free tax prep to people needing assistance filing their 2022 tax returns. The NWMO VITA program allowed low income, disabled, and older clients to get their returns prepared for free when they didn't feel comfortable using free online resources themselves.

Local Impact:

- 23 individuals/couples filed their 2022 taxes in Saline County
- Total federal refunds in northwest Missouri was \$126,116, with \$56,980 being returned from the state.

Volunteers spent 377 hours preparing 263 tax returns in Northwest Missouri.

Cost savings to taxpayers (\$200 per tax return) is \$52,600.



Socially Disadvantaged & Veteran Farmers & Ranchers Grant Wraps up Year Two

The Socially Disadvantaged and Veteran Farmers and Ranchers grant submitted the fourth quarter report for year two in September. This is a three-year grant that assists socially disadvantaged and veteran farmers and ranches in owning and operating successful farms. Katie Neuner is the team lead on business counseling on the grant. They have worked with 36 clients in 20 Missouri Counties. The counseling efforts have resulted in \$40,359 to producers in services and grants.

Grazing “300 Days” Conference

The conference was held at the University of Central Missouri Prussing Farm. 42 participants from Lafayette, Johnson, Pettis, Cass, Hickory, Morgan, and Saline counties attended. The topics that were covered were: warm season grass management, grazing cover crops, extending the grazing season, multi-species grazing, and impacts of drought on forage. Attendees left with tools and resources to improve their rotational grazing systems. They were given information on the best species to plant for optimal nutrition with cover crops and heard from producers from successful planters of multi-species grazing implementation.

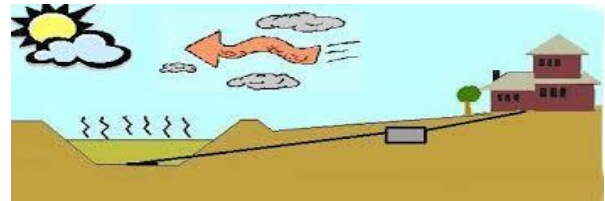




Business & Community

On site septic systems

The most common question 2023 for Ag Engineering Specialist, Jim Crawford, was septic lagoons going dry from the drought and what should they do. Each is slightly different, but the general recommendation is to add water to maintain its function and to keep the bottom seal from cracking and causing leaks in the future.



A diagram of how an on-site septic system works when incorporating a lagoon in place of a leach field.

The average cost to replace a septic system is approximately \$20,000. MU Extension offered citizens across NW Missouri with resources for simple, preventative steps to maintain their system and to avoid this cost.



Extension Tax Schools

University of Missouri Extension agricultural 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 in addition a was online. The schools were designed for those who prepare taxes including enrolled agents, tax preparers, CPAs, individuals, and attorneys (shown at right).

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, penalties and defenses, form 4797 sales of property, retirement tax issues, like-kind exchange issues. The 2023 school attendance totaled 327, with 11 participants from Saline County.

Connecting Entrepreneurial Communities

MU Extension's annual Connecting Entrepreneurial Communities (CEC) Conference was held in Benton County, September 19-21, with 114 participants attending, including individuals from northwest Missouri communities. The conference featured over 25 sessions meant to foster, promote, and support entrepreneurship in rural Missouri communities.

Next year's CEC will be held September 17-19, 2024, in Fulton, Missouri.



"This has been the best most impactful conference ever! Hosting the seminars in actual businesses was perfect."





Health & Human Sciences

100 Days, 100 Miles

This year's 100 Miles, 100 Days Extension initiative made a significant impact statewide, attracting over 1,300 participants in Missouri, including 11 from Saline County and more than 240 in our Northwest Region. Throughout the 100 days of summer, participants were urged to discover their own enjoyable ways to cover the equivalent of 100 miles. The diverse activities reported ranged from hikes and bike rides to navigating wheelchairs through MO State Parks.



The program's weekly motivational emails provided valuable education and fueled a friendly county competition, adding a bit of excitement into the challenge. Whether participants reached the coveted 100 miles or not, the ultimate goal of our initiative was to instill a lasting enjoyment of movement through a blend of encouragement, accountability, and motivation.

Mental/Behavioral Health & Suicide Prevention		
	MHFA Youth and Adult	MHFA Teen
People Served	229	51
Value of Mental & Behavioral Health Programs	\$170	\$170
Total Value of Mental & Behavioral Health Programs	\$38,930	\$8,670

Mental Health First Aid

Tina Edholm taught **Mental Health First Aid** 15 times to 229 participants from 47 counties in Missouri, including Boone, Callaway, Cole, Howard, Pettis, and Saline. She attended multiple community events to share 988 resources and resiliency information.

Matter of Balance

In 2023, the Matter of Balance program helped participants learn that falls are preventable. This program used awareness, exercise, and changing the mindset on falls are not a part of aging. Through goal-setting, fall risk reduction, and basic exercises, participants experienced fewer falls, enhancing their ability to maintain independent lives in the familiarity of their homes. This not only contributes to the active engagement of seniors in work and community life but also markedly reduces the burden on our local healthcare system.

Building Stronger Families in Missouri

Human Development and Family Science Specialists virtually extended parenting education across the state in 2023. The team successfully served 91 parents, accumulating a total of 740 hours, directly impacting over 181 Missouri children. Tina Edholm taught or moderated nine virtual sessions that were available to Saline county providers.

The impact extended beyond knowledge as participants actively applied their learnings:

- **Communication Skills:** 100% worked to improve their communication skills to be more constructive and positive.
- **Relationship Building:** 59% made intentional choices to build or repair relationships.
- **Family Stress Reduction:** 50% made intentional choices that reduced family stress.

Tina Edholm and Sue Robison conducted this course multiple times in 2023, including to 5 participants from Saline County.



Health & Human Sciences

The Supplemental Nutrition Assistance Program Education (SNAP-Education or SNAP-Ed)

This program brought \$10,874,798 in federal funds to Missouri. During FY2023, Missouri’s SNAP-Ed program reached over 78,000 Missourians through direct classroom education. Christina Todd, Nutrition Program Associate, and Emma Sims taught at 3 schools and 1 agency within Saline County. Each person participated in an average of 6 hours of education totaling over 15,000 hours. In addition, an additional 760,135 persons participated in indirect education. Direct and indirect education resulted in over 1.8 million total contacts with Missourians.

261 participants were from Saline County



Spainhower Elementary School
Fun with Food and Fitness First Grade Class

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. 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.

Schools	Agencies
Spainhower Elementary	Saline County Health Department
Southeast Elementary	
Sweet Springs Elementary	

The Expanded Food and Nutrition Education Program (EFNEP)

The Expanded Food and Nutrition Education Program (EFNEP) brought \$1,626,730 federal funds to Missouri. These funds were used to enroll 526 limited-resource families in nutrition education and meal preparation classes, representing 1,926 family members. Additionally, 1,980 youth were enrolled in EFNEP classes. 17 of these youth participants reside in Saline County.

Participants in EFNEP learn the importance of making healthier meals and snack choices, eating breakfast more often, trying new foods, increasing their physical activity, and making healthier food choices. 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.





County highlights



60 children participated in lessons and crafts over the summer

Lessons at Salt Fork YMCA

During the summer, 4-H and Nutrition and Health specialists work together to teach children fun and easy ways to stay healthy. In the photo on the left, Sue Robison used age-appropriate curriculum to help youth learn the importance of staying hydrated, how to see if they are hydrated and what steps to take if they are not.

Emma Sims taught Kids in the Kitchen which is a fun hands-on program offered by University of Missouri Extension that teaches kids how to prepare simple recipes and encourages them to be active and to eat healthier meals and snacks.

Lessons focus on topics such as:

- Basic cooking skills
- Safe food handling practices
- How to use basic kitchen equipment
- Identifying food groups and how food keeps us healthy
- Eating a variety of foods
- The importance of regular physical activity

Private Pesticide Applicators

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.

Of those reporting, 100% believe Extension educational programs are important in their community. Also, 100% stated that the information provided will make them a better applicator. There were 52 of producers from Saline who attended the Pesticide Applicator Program this year with Agronomy Field Specialist, Todd Lorenz.



Pressure Canning Training

During the Annual NW Regional Winter Meeting for both MU Faculty and County Staff, Sue Robison taught office managers the fundamentals in inspecting pressure canner lids. She demonstrated how to check for proper PSI and what it means when the lid reads above or below the standard PSI. The training also consisted of visually inspecting all aspects of the canner for potentially unsafe weak points.



Saline County

UM System Footprint in the county in 2023



FY23 county students

110 students

- 81 Undergraduates
- 29 Graduate and professional students
- 92 Full-time students
- 18 Part-time students
- 27 Pell grant recipients (aid year 2023)



County employees and retirees

62 people employed by UM

- 22 Campuses
- 39 MU Health Care
- 1 UM System

23 UM retirees and beneficiaries

UM salary and retirement income: \$3.4 million

UM state tax revenue: \$99,440

UM federal tax revenue: \$463,413



County alumni

Selected school alumni

- 10 Medicine
- 28 Nursing
- 68 Health Professions
- 11 Dentistry
- 12 Pharmacy
- 16 Veterinary Medicine
- 170 Agriculture
- 36 Engineering
- 12 Law

Alumni teaching K-12

- 40 teachers
- 13.6% of all district teachers
- 7 principals and administrators
- 29.2% of all district principals and administrators



County breakdown

MU

- 81 students
- 524 alumni
- 22 employees

UMKC

- 19 students
- 66 alumni
- 0 employees

Missouri S&T

- 8 students
- 18 alumni
- 0 employees

UMSL

- 2 students
- 5 alumni
- 0 employees



Construction projects

- \$52,142 remitted to 1 county vendor, for 17 projects



County properties and offices

MU Extension in: Saline County



County population: 23,278



County services provided

Health care (FY23)

- 3,786 in-state patients seen at MU Health Care, with \$2.6 million of uncompensated care
- 9 in-state patients seen at UMKC School of Dentistry with a statewide average of \$43.61 per patient in uncompensated care
- MU Health Care's Missouri Telehealth Network recorded 895 visits to 406 patients having ZIP codes associated with the county

Extension (2022)

- 2,334 Total educational contacts from MU Extension to residents of the county, including:
- 142 contacts related to productive farming, better gardening, and managing natural resources
- 2,191 contacts related to healthy eating and aging, strengthening families, personal finance, or youth development
- 1 contact related to starting businesses, developing community leaders, or renewing the local economy