

# UNIVERSITY OF MISSOURI

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# Extension



## 2016 ANNUAL REPORT

# BATES COUNTY



January 5, 2017

Dear County Commissioners and Friends of MU Extension:

The past year was a busy one for University of Missouri Extension. As a long-time extension professional and newcomer to Missouri, I have found the support from people like you to be remarkable. Missouri is a special place with a promising future.

Through the efforts of faculty, staff and amazing volunteers, MU Extension connects millions of Missourians with knowledge they put into action in their daily lives. Using a range of learning experiences, we reach people of all ages and backgrounds, in every corner of the state.

In response to direct input received from local councils and the unique nature of each county, extension programs vary slightly across the state. This strength of local flexibility and public engagement enables county-based Mizzou faculty to provide local learning experiences that improve lives and community vitality. For example:

MU Extension business specialists helped local Missouri businesses achieve sales increases of \$186 million while creating or retaining 7,766 jobs.

Helping assure access to health care in local communities, MU Nursing Outreach made it possible for 2,094 nurses keep their skills up to date.

Our 4-H youth development specialists and other extension team members worked with volunteers and community leaders to reach 269,000 youths ages 5 to 18 across the state.

Anticipating the needs of Missouri's aging farm population, extension faculty developed workshops that target estate planning, succession and retirement planning specific to farmers.

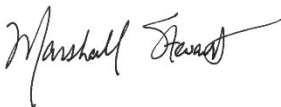
These are just a few examples of how Mizzou's commitment to extension and engagement benefitted Missourians this past year.

In the interest of better serving Missourians, we are conducting a statewide needs assessment. It will include extensive input from local communities and stakeholders. It will result in stronger alignment between extension programs and local needs.

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

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

Sincerely,



Marshall Stewart, Ed.D.  
Vice Chancellor for Extension

County Commissioners and Friends of University of Missouri Extension:

University of Missouri Extension staff are proud of the many ways our partnerships with local government, organizations, and coalitions have worked to help people help themselves in 2016. Bates County Extension saw lots of personnel change in 2016, which is always hard but we never allowed that to negatively impact service to the County's citizens.

University of Missouri Extension in Bates County had thousands of educational contacts in the form of one-on-one assistance, seminars, services, and research-based publications. Some Bates County citizens furthered their formal education through degrees and continuing education. This annual report highlights just a few of the many programs that made a difference in 2016.

While Extension centers draw from expertise on the four campuses, our Extension faculty members are ingrained in local communities. Through input from University of Missouri Extension Council of Bates County, Extension faculty respond to local priorities with programs to enhance economic viability; build strong individuals, families, and communities; and create and sustain healthy environments.

We look forward to our continued presence in Bates County, providing experts to link citizens with local, state, and federal resources and offering research-based knowledge to help people solve the everyday problems of family and business.

Sincerely,

Paul Cumpton, Council Chair

Tammy Roberts/ Doug Scotten, Co-County Program Directors



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



# 4-H Youth Development

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
<p>Our county consists of more than 250 4-H youth members, building life skills, engaging in science and contributing to their community</p> <p><b>Regional, State and National 4-H attendance:</b>                      Regional Energizer: 2 members                      Teen Conference: 1 member                      State Fair Demonstration: 5 members                      State Fashion Review: 4 members                      State Meats Judging: 3 members                      State Shooting Sports: 57                      State Fair Exhibitors: 71                      Ozark Empire Fair Exhibitors: 79                      National 4-H Western Heritage Event: 3</p>	<p>Bates County's eleven 4-H clubs offer long-term educational experiences in which members learn life skills such as decision making, public speaking and working with others.</p> <p>Members learn by doing under the guidance of adult volunteers, who provide learning environments to enhance and develop members' skills in projects ranging from aerospace and arts to veterinary science and sport fishing.</p> <p>Clubs also involve children and teens in community service, camping and educational trips.</p>	<p>Missouri 4-H members are twice more likely to have been on a college campus than their non-4-H peers.</p> <p>MU is by far the campus most frequently visited and 4-H is the second most reported reason to be on the MU Campus (Lerner, 2008).</p> <p>4-H connected 8,700 young people ages 8 to 18 to campus and faculty. Being on a campus is a predictor of youth going on to higher education (Hoover, 2006)</p> <p>These students are more likely to go to college and enjoy:</p> <ul style="list-style-type: none"> <li>• increased financial success for themselves and their offspring</li> <li>• being better consumers</li> <li>• improved quality of life through more opportunities for leisure and hobbies</li> <li>• improved health for themselves and their children (Porter, 2003)</li> <li>• being more likely to vote as adults</li> <li>• being more likely to contribute to their community (Lerner, 2009; Zaff et al, 2003)</li> </ul>	<p>Youth, who earn their bachelor's degree, increase annual earnings by \$2 million over their lifetime (NACUBO, 2012).</p> <p>If 50% of the members participating in 4-H events on the MU Campus go on to earning their bachelor's degree, 4-H would help young people earn in excess of \$20 million dollars more of lifetime earnings.</p> <p>Missouri 4-H volunteers responding to a survey report they contribute on average 100 hours per year. Valuing their time at \$21.31 per hour, based on average Missouri incomes, the contribution of Bates County 4-H volunteers was worth more than \$336,698 in 2016! More importantly, these adults serve as mentors for our youth helping them transition into health adulthood, priceless.</p> <p>More importantly, these adults serve as mentors for our youth helping them transition into healthy adulthood, priceless.</p> <p>Missouri 4-H members, however, also learn to use these talents to engage in their communities. Young people in 4-H are engaged in twice as many leadership roles than their non-4-H peers.</p> <p>This provides them with the experience in problem-solving to step up and lead in a complex, changing world.</p> <p>In Bates County 98% of the 4-H club membership was engaged in leadership and service experiences in their communities totaling nearly 100 hours of community service.</p>
			
<p><b>2016 Bates County 4-H Fashion Revue participants</b></p>			

## 4-H Livestock

Students enrolled in animal projects are provided tremendous opportunity to develop and enhance knowledge of livestock breeds, anatomy and physiology, selection, gastrointestinal tracts and nutrition, diseases and prevention as well as phases and stages of the industry.

Project leadership encourages stewardship, stockmanship and husbandry by incorporating hands on activities including but limited to: day-to-day production practices to sustain animal health and wellness, fitting the animal for show preparation, balancing a ration and designing facilities and operation.



Reserve Champion Boer Goat

## 4-H Shooting Sports

4-H Shooting Sports is a youth development educational program, which introduces the skills and disciplines of shooting to assist young people and their leaders in obtaining knowledge and developing skills. The development of skills within the discipline of shooting and "life skills" is implicit in the program curriculum and explicitly stated for volunteers. 4-H Shooting Sports promotes positive youth-adult interaction and peer leadership.

The shooting sports and related natural resource activities are utilized as a vehicle for human growth and development. The

Shooting Sports program attracts new audiences as well as enhances the traditional 4-H club program.



State 4-H Shotgun Try-outs

## 4-H Robotics

The University of Missouri Extension established relationships with an Elementary institution in Bates County to provide 4-H School Enrichment Programs in efforts to introduce WeDo Lego Robotics to approximately 40 area students.

Exploring 4-H Robotics is an ideal way to introduce science, math, engineering and technology while teaching life skills. Through hands-on activities, the 4-H Robotics projects introduce basic concepts related to robotic subsystems such as structure, power, sensors, control and programming. These concepts are the foundation for building robots and robotic subsystems from a variety of materials and packaged kits



Crop Scouting Soybeans with Drone

# Human Environmental Sciences

## Advanced Stay Strong Stay Healthy

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
<p>Three Advanced Stay Strong Stay Healthy classes were held in partnership with Bates County Memorial Hospital and three with the Adrian United Methodist Church. There were 94 participants in a total of 96 hour-long sessions.</p>	<p>The program features exercises using resistance from body weight, hand weights, and ankle weights. In this advanced class, participants learn more strength training exercises for both the upper and lower body. Floor exercises are introduced and a variety of stretching and breathing exercises are utilized during the eight-week session.</p>	<p>As a result of participating in this program, participants reported: 89% were confident they could continue the strength training exercises they learned in the program 95% reported their health was better because of the program 98% report feeling physically stronger because of the program <b>“I would not exercise if not for the program. I really do feel stronger and have better balance”</b></p>	<p>Overall, it improves the quality of life for the people who participate. Exercise decreases the physical burden of aging and enhances physical and emotional well-being. When people feel stronger, they gain confidence in their abilities and become more active at home and in the community. When citizens are active and healthy they are better able to contribute to society.</p> <p><b>“My osteoporosis pain is a lot better. I sleep better, feel better and have more energy.”</b></p>






## Stay Strong Stay Healthy

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
<p>Three sessions were held in 2016 with 16 classes in each session. The classes were held at Bates County Memorial Hospital with 23 participants in a total of 48 hour-long classes.</p>	<p>Participants learn 8 exercises designed to improve their strength, flexibility, and balance. These exercises benefit both upper and lower body. Warm-up and cool down stretches complete each class. These exercises help participants build muscle, increase bone density, and improve mental and physical health.</p>	<p>95% of participants report that their health is better because of the program            92% report feeling physically stronger            90% report having more energy            92% report feeling more flexible.</p> <p><b>“This class has made me stronger and has also helped my mental outlook.”</b></p>	<p>Participants have improved strength, balance and flexibility, resulting in reduced risk for falls, better overall health, and greater independence. These health benefits decrease the likelihood of a participant entering a nursing home, which costs an average of \$51,465 per year in Missouri. The money saved benefits the community by keeping more discretionary income in circulation locally. It also keeps people actively, independently contributing to society longer.</p>


## Cooking Matters for Kids

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
<p>Fourteen youths graduated from the Cooking Matters for Kids class held at the Butler Youth Advocacy Center. In order to graduate, the children must participate in at least four of the six sessions.</p>	<p>In this class children learn about food safety, nutrition, meal planning, and a variety of methods of food preparation. Each week, children prepare and sample three recipes. Children experience eating a variety of whole grain foods, and prepare recipes such as turkey burgers, sunshine carrot salad, turkey tacos, skillet pizza, fruit smoothies, and no bake breakfast bars.</p>	<p>Children reported preparing some of the recipes at home that they learned in class. Eight children completed the end of course survey.</p> <p>Five reported that they would be able to make healthy choices when eating out; four reported they could make healthy choices at the grocery store three reported they now liked eating vegetables after preparing them in the class.</p>	<p>Cooking Matters for Kids teaches important life skills to children. Learning to plan and prepare healthy, well-rounded meals on a budget is a skill these children will be able to use for a lifetime.</p> 

<b>Tai-chi</b>			
<b>Bates County Learners</b>	<b>What Did They Learn?</b>	<b>What Action Did They Take?</b>	<b>How Does This Make Bates County and Missouri Better?</b>
<p>Twenty-seven people participated in nine tai-chi classes at Bates County Memorial Hospital; nine participated at the Adrian United Methodist Church.</p>	<p>Participants learned the slow, gentle movements of tai-chi for arthritis. Tai-chi has been proven to improve balance, relieve stress, and offer arthritis pain relief. These classes address the key components of fitness--muscle strength, flexibility, balance, and some aerobic conditioning.</p>	<p>Sixty-four percent of participants stated that they engaged in more physical activity because of the class. All participants stated they had improved knowledge, skills and understanding of tai-chi.</p>	<p>Tai chi improves balance and, according to some studies, reduces falls. The ability to sense the position of one's body in space declines with age, which contributes to falls. Tai chi helps train this sense, which is a function of sensory neurons in the inner ear and stretch receptors in the muscles and ligaments. Tai chi also improves muscle strength and flexibility, which makes it easier to recover from a stumble. Fear of falling can make you more likely to fall; some studies have found that tai chi training helps reduce that fear. If falls can be prevented, these participants can remain independent, productive citizens for a longer period.</p>
<p><b>Quotes:</b>            "This class is very advantageous for balance and mental concentration."            "This has been a great class for learning to breathe deep and relax the mind."            "So glad Missouri Extension offers these classes."</p>			

<b>Food Preservation</b>			
<b>Bates County Learners</b>	<b>What Did They Learn?</b>	<b>What Action Did They Take?</b>	<b>How Does This Make Bates County and Missouri Better?</b>
<p>Five adults and three 4-H youths participated in this series of five food preservation classes. Food preservation "boot camp" was held in partnership with the Adrian First Baptist Church.</p>	<p>Boot camp is an all-day, hands on, food preservation marathon in which participants learn how to safely pressure can low acid vegetables, prepare and process salsa, sweet spreads, and pickles.</p> <p>They also learn the principles of freezing and dehydrating food</p>	<p>100% of participants agree or agree strongly that they would be able to safely preserve food at home. 100% of participants stated they were going to preserve food at home because of the class. 75% of participants stated they were going to update equipment. 75% of participants stated they were going to use tested recipes from a reliable source.</p>	<p>Many participants state that they take this class so they can preserve their own homegrown food. They want to know exactly where the food they are eating came from and exactly what is in it.</p> <p>Participating in this class helps them to be able to safely preserve their own food helping to assure wholesome foods are being consumed. This can positively impact the health of the family.</p>

# Family Nutrition Education Program

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
<p>565 youth and 9,017 adults were served at schools, community groups, and agencies:</p> <p>Adrian Head Start Ballard Elementary Butler Elementary Butler Head Start Butler High School Hudson Elementary Hume Elementary Miami Elementary Rich Hill Head Start Rich Hill Elementary</p> <p>Butler Senior Center Houston Plaza Bates County Health Center Community Food Pantry of Butler Bright Beginnings Daycare Camp Kersey</p>	<p>Nutrition education for youth provides lessons with hands-on activities utilizing kid-friendly terms.</p> <p>Activities include opportunities for taste-testing healthy foods and practicing skills that foster good health.</p> <p>Education for adults includes nutrition, food safety, physical activity, and food resource management</p>	<p>Statewide evaluation is compiled from 2,508 teachers who reported the following changes:</p> <p><b>Percentage of teachers who observed each type of student change:</b> Eat breakfast more often, 50% More willing to try new foods, 80% Improved hand washing, 83% Increased physical activity, 65%</p> <p><b>Changes teachers made:</b> Eat breakfast more often, 36% Made healthier meal or snack choices, 50% Improved food safety, 34% Increased physical activity, 39% Make/offer healthier food choices for students, 52%</p> <p><b>Changes adult participants made:</b> Think about healthy food choices when making food choices for the family, 56% Use the Nutrition Facts panel to make food choices, 71% Eat more than one kind of vegetable each day, 57%</p>	<p>In 2016, the Family Nutrition Education Program had a total operating cost of \$7,462,855 in Missouri.</p> <p>These funds were used to provide nutrition education to 921,302 food stamp recipients and food stamp eligible citizens of Missouri. Nine thousand five hundred eighty two of these participants reside in Bates County.</p> <p>Participants in the Family Nutrition Education Program who practice healthy eating and physical activity behaviors are more likely to be healthy and enjoy a better quality of life. A healthy labor force is critical to attracting and keeping jobs in Missouri.</p> <p>Efforts of Family Nutrition Education program educators potentially could reduce the cost of healthcare over the participant's lifetime, saving taxpayer dollars in reduced public healthcare benefits and insurance premiums.</p>
			

# Agriculture

David Hoffman, Livestock Specialist (Cass County) Activities in Bates County 2016

## Show-Me-Select Bred Heifer Program

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
Two producers enrolled 30 head of beef heifers in the program.	Program focusing on proper development of the beef replacement heifer with emphasis placed on reproductive performance along with nutrition, genetics, and herd health.	One producer retained the heifers for herd replacements and one marketed 3 heifers through the West Central Missouri Show-Me-Select Bred Heifer Sale at Kingsville	<p>Economic Implications: Money generated from Missouri Show-Me-Select Bred Heifer Sale at Kingsville was brought back to our community</p> <p>Genomic: Developed and enhanced beef production genetics</p>

## Beef Cattle Genetic Evaluation

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
About 15 producers receive this book and have used them several years as their record keeping system.	Cattle producers receive a “IRM Red Book” for record management of their cattle herd; which tracks calving dates, breeding dates, performance information, pasture info, and many other items	<p>Work with a large pure-bred cattle producer in weighing, measuring and evaluating replacement heifers and bulls at weaning and yearling.</p> <p>In addition, producer genomically tests all bulls and markets them through an annual production sale or off the farm through private treaty.</p>	<p>Economic Implications: Money generated from beef cattle sales are back to our community</p> <p>Genomic: Developed and enhanced beef production genetics</p>

# Agriculture

David Hoffman, Livestock Specialist (Cass County) Activities in Bates County 2016

## Cattle Reproductive Management

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
<p>Seven Bates County cattle producers have gone through AI training the past 3 years. Five producers are utilizing a MU Extension portable breeding barn to perform AI in their herd</p>	<p>To incorporate higher quality genetics and improve their herd management</p>	<p>Producers utilize estrous synchronization, artificial insemination and timed-AI protocols</p>	<p>Economic Implications: Improve production within the breeding/ cow-calf phase of the beef industry, which should generate more profit to these cowmen from those stockers/ back-grounders outside our area to be circulated in our community</p> <p>Genomic: Developed and enhanced beef production genetics</p>

## Individual Consultation

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
<p>76 contacts in Bates County</p>	<p>General topics included forage quality testing, nutrition, herd health, genetics, carcass quality and forages</p>	<p>Provide assistance and information regarding livestock production via phone call, email, and/or farm visit to livestock producers.</p>	<p>Economic Implications: Improve production of beef cattle operations in our county in effort to increase profits for our county cattlemen/ livestock growers and producers</p> <p>Genomic: Developed and enhanced beef production genetics</p>

# Agriculture

Pat Miller, Agronomy Specialist (Vernon County) Activities in Bates County 2016

## Partners in Pasture

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
The group usually has about 20 in attendance.	Discuss soil and crop/forage management  Identify components of pasture production  Generate methods and procedures to improve pastures in our county	May Pasture Walk at the Susan Abbott farm near Taberville, the group discussed reviving the Partners in Pasture group The group is now meeting every other month in the west central Missouri area during the growing season, with the potluck meetings being hosted by various members.	Provides social and educational opportunities to improve pasture quality

## Pesticide Applicators

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
Forty-two ag producers	Participants learned safe methods of pesticide application from Pat Miller, resulting in reduced environmental and personal hazards.	This training provides participants a private applicator license to purchase restricted-use pesticides.	Provides growers with the required knowledge, skill and ability to properly apply pesticides, including but not limited to: herbicides, fungicides and insecticides

A survey of producers who attended the class a few years ago stated that they were 92 percent more likely to wear gloves after attending the training. Of those surveyed, 90 percent examined their tanks for age damage and 100 percent scouted their fields before application

# Agriculture

Pat Miller, Agronomy Specialist (Vernon County) Activities in Bates County 2016

## Winter Ag Meeting

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
6 production agriculturalist	Mark Jenner gave a short presentation on Farm Succession Planning.	Two crop scouts attended a soybean scouting workshop were they learned to identify crop stages and pest problems such as soybean bean cyst nematodes	Provides social and educational opportunities to improve, develop and enhance knowledge, skill and ability regarding production agriculture systems

## Tree Health Walk

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
<p>Multiple Sessions of this program include both large production agriculturalists and horticulturalists</p> <ul style="list-style-type: none"> <li>➤ soybean scouting workshop was held for fourteen participants</li> <li>➤ held on the courthouse lawn with two homeowners attending</li> </ul>	<p>Session: Identify crop stages and pest problems such as soybean bean cyst nematodes</p> <p>Session: Identify tree problems and how to avoid them</p>	Completed multiple sessions, which introduced information by visits and presentations.	Provides social and educational opportunities to improve, develop, and enhance knowledge, skill, and ability regarding production agriculture systems as well as gardening and horticulture efforts in our community.

# Agriculture & Environmental Quality

Dr. Mark Jenner, Ag Business Specialist in Bates County 2016

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
<p>Show-Me Market Showdown, Online grain marketing game</p> <p>State-wide initiative that included participants (5% of players) from Bates County</p>	<p>Participants and farmers in the online grain marketing game learned about managing market risk. Topics covered:</p> <ul style="list-style-type: none"> <li>- Cash, Forward, &amp; Futures Tools</li> <li>- Introduction to Basis</li> <li>- Developing a Marketing Plan</li> <li>- Using Basis to Market</li> <li>- Cash Grain Contracts</li> <li>- Options &amp; Futures</li> <li>- Contracts</li> </ul>	<p>Over the 10-week marketing game, participants marketed corn, soybeans, and wheat through the online simulation.</p> <p>Participants reported a greater understanding of marketing terminology and mechanics.</p> <p>The simulation of the grain marketing exchanges increased their level of confidence at market beyond the lower harvest time prices.</p>	<p>Bates County farmers produced 3 million bushels of corn and 2.6 million bushels of soybeans in 2012. Harvest prices are typically the lowest in the season.</p> <p>It is not hard to increase one's market price by 10 cents, by marketing grain in the winter and spring.</p> <p>Increasing the market price of 5.6 million bushels by 5 cents a bushel would increase Bates County revenues by \$28 million dollars.</p>

Bates County Learners	What Did They Learn?	What Action Did They Take?	How Does This Make Bates County and Missouri Better?
<p>Balancing Hay and Grazing Decisions (11 participants)</p>	<p>Hay is winter feed that is fed when forage crops are not growing. Managing hay costs and winter grazing (stockpiled pastures) is complicated. This workshop included agronomic, beef nutrition and economic considerations in winter forage feeding.</p>	<p>Comments received by participants often included details of assessing their own operations to make the best use of their resources.</p> <ul style="list-style-type: none"> <li>- Participants reported they would change their management as a result of the class.</li> <li>- These changes included: test hay for protein, manage weeds, increase legumes, stockpile for winter grazing, and re-evaluate and look with a new perspective.</li> </ul>	<p>Bates County has 150,000 acres of pasture land on 850 farms. The county has over 30,000 cows and heifers that calved in 2012.</p> <p>Feed costs are always a large cost in livestock production and cow/calf operations characteristic of Bates County beef farms, are not always profitable. Feeding cows in Bates County is big business for the county farmers. Identifying ways to help lower costs and increase production is a good investment.</p>
<p>MO Crop management systems (6 participants)</p>	<p>The Missouri Crop Management System program emphasizes sustainable crop production programs for the 21st century.</p>	<p>Producers learned techniques that minimize environmental impact and provided research on selecting the best crop genetics. Proper crop management decision making techniques were also explored.</p>	<p>Producers are the stewards of the environment in each county of Missouri. In choosing the most efficient methods of crop management, it reduces the impact on the environment and increases revenue potential for the producer</p>



# Business Development

## Learners:

For the 17 counties that comprise the West Central Region, MU Extension Business Development Program counselors provided start-up and management counseling, training and other assistance to 2,347 individuals and companies.

Individuals received assistance in topics ranging from:

- Starting A Business
- Business & Strategic Planning
- Marketing
- Management
- Doing Business with the Government
- Understanding Financial Statements, and
- International Trade



Several businesses also worked with the International Trade Center to complete customized global market research projects that provided them with assistance to identify new international market with potential for their businesses.

## What They Learned:

Effective tips and techniques to successfully start, manage or grow their businesses  
Additional resources and business assistance services that exist that can be accessed to support business development & growth – such as the Missouri Small Business & Technology Development Centers, Missouri Procurement Technical Assistance Centers, the Mid-America Trade Adjustment Center and Workforce Programs.

## What Actions They Take

As a result of assistance provided by the MU Extension Business Development program businesses in the WC Region in FY2016 generated the following economic impact:

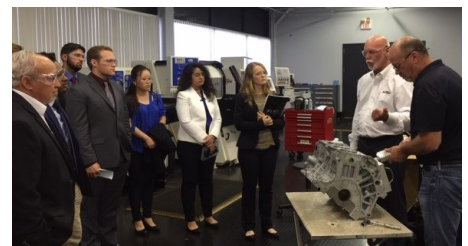
- Started 16 new businesses
- Created 110 new jobs
- Generated sales increases of \$13,222,114
- Received government contract awards of \$18,556,219
- Secured new investment (loans or owner equity) of \$4,808,256
- Acquired Assets worth \$1,187,009

## How Does This Make Bates County and Missouri Better?

As entrepreneurs and innovators, Missouri's small businesses are becoming a more diverse group that continues to make the state's economy productive. There are approximately 500,000 small businesses in Missouri. Nearly 98 percent of all businesses with employees are categorized as small businesses. In assisting the owners and managers of those businesses, MU Extension contributes to the county's economic development through growth in jobs, sales, innovation, technology development and commercialization.

Across the state of Missouri, the total impact for all businesses assisted by the MO Business Development Program was:

- 279 new businesses
- 1,751 new jobs
- 1,811 jobs retained
- \$157,306,766 in increased sales
- \$944,855 in government contracts
- \$110,460,065 in loans and investments in business
- \$205,000 in Research Grant proposals
- 2,723 clients/companies receiving at total of 22,453 hours of business counseling
- 7,617 business training/conference attendee



## **Kaysinger Basin Regional Planning Commission selected for Stronger Economies Together (SET VI)**

Stronger Economies Together (SET VI) is an eight-month economic strategic planning process to assist regions with ways to create, attract and retain jobs in rural counties. Since many rural businesses must now contend with enterprises located across the globe, survival is difficult without linking resources into a more comprehensive economic development plan that builds on the region's unique economic strengths and opportunities. The SET program is intended to help strengthen the capacity of communities/counties in rural America to work together in developing and implementing an economic development blueprint for their multi-county region, one that strategically builds on the current and/or emerging comparative economic advantages of the region.

The Kaysinger Basin Regional Planning Commission was established in 1968 and is made up of seven counties: Bates, Benton, Cedar, Henry, Hickory, St. Clair and Vernon in west central Missouri. The region received a SET (round VI) grant in November through USDA Rural Development and University of Missouri Extension to receive step-by-step coaching to guide the design and implementation of a practical and viable regional economic development plan. They will also receive in-depth data tailored to the region describing its current and emerging clusters, comparative economic advantages, and detailed demographic and socio-economic information and tools to uncover local assets and resources.

MU Community Development Specialists, Connie Mefford, Kathy Macomber and Michele Kroll along with multiple Economic and Business State Specialists will work in partnership with the Kaysinger Basin Regional Planning Commission staff to complete the SET planning process from November 2016 to June 2017. During this time the planning commission will also complete their Community Economic Development Strategy (CEDS) Plan.

### **Learners:**

- The first Kaysinger Basin SET VI meeting was held on December 8<sup>th</sup> in Clinton, Missouri, with seven members from Bates County.

### **What did they learn?**

- How to interpret county and regional economic data
- How to identify community issues and needs
- Ability to prioritize goals based on potential impact and ability to accomplish
- Community planning and economic development skills

### **What Action Did they take?**

- The group worked by county to identify their county's Strengths and Challenges
- They reviewed regional economic data and then identified commonalities among the counties
- They then identified economic opportunities for the region

### **How Does this Work Make the Kaysinger Basin Region and Missouri Better?**

When communities attend or consult MU Extension about Community and Economic Development Programs they can foster economic development, leadership development, community decision making, community emergency preparedness and inclusive participation within their communities.

## Bates County Faculty

### County Program Director

**Tammy Roberts**, 660.679.4167  
*Associate Extension Professional  
 Nutrition and Health Education  
 Specialist*

### Other faculty members headquartered in Bates County

**Mark Jenner**, 660.679.4167  
*Associate Extension Professional  
 Agriculture Business Specialist*

**Doug Scotten**, 660.679.4167  
*Agriculture Business Specialist*

**Amanda Wolf**, 660.679.4167  
*Nutrition Program Associate*

### Other faculty serving Bates County

**David Hoffman**, 816.380.8460  
*Livestock Specialist*

**Pat Miller**, 417.448.2560  
*Agronomy Specialist*

**Lisa Wallace**, 660.885.5556  
*Extension Professional, Human  
 Development Specialist*

**Dedra Thomas**, 660.747.3193  
*Family Financial Education  
 Specialist*

### Office Support Staff

**Brenda Doody**, 660.679.4167  
*Office Manager*

### West Central Regional Office

**Wayne Prewitt**, 660.890.0857  
*West Central Regional Director*

**Peggy Divine**, 660.890.0857  
*West Central Regional Adminis-  
 trative Assistant*

## County Financial Support 2016

Expenses	Amount
Secretarial wages	\$28,980.00
Payroll expense	\$13,632.00
Travel	\$7,200.00
Telephone	\$1,850.00
Supplies/services	\$3,000.00
Publishing/printing	\$1,200.00
Insurance	\$550.00
Furniture/equipment	\$500.00
Postage	\$1,788.00
<b>TOTAL</b>	<b>\$58,700.00</b>

## 2016 Bates County Extension Council

The council, comprised of elected and appointed citizens, is a full partner with Missouri's land-grant universities to deliver research-based information that helps people solve real-world problems and take advantage of opportunities. Council members work with specialists to provide the county educational program, manage finances of local extension operations and provide personnel to carry out extension activities.

Paul Cumpton, *Adrian*, Chairman  
 Mary Fischer, *Rockville*, Vice-Chair  
 Alan Marr, *Adrian*, Secretary  
 Wesley Merritt, *Butler*, Treasurer  
 Larry Hacker, *Rich Hill*  
 Tyler Black, *Rich Hill*  
 Shannon Crawford, *Amsterdam*  
 Dolly Robey, *Adrian*

### Bates County

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## Bates County, Missouri

### The County at a Glance



Population: 16,780

- ❑ *UM Students:* 80
- ❑ *UM Alumni:* 266
- ❑ *UM Employees:* 11
- ❑ *UM Salary & Retirement Income:* \$374,549
- ❑ *UM State Tax Revenue:* \$11,079
- ❑ *UM Federal Tax Revenue:* \$58,555

### UM Students from the County in 2016

- 80 students
  - 27 - MU
  - 42 - UMKC
  - 11 - Missouri S&T
  - 71 - Undergraduates
  - 9 - Graduates
  - 40 - Full-time students
  - 40 - Part-time students

### UM Employees and Retirees Residing in the County in 2016

- 11 people employed by UM
  - 7 - MU
  - 4 - UMKC
- 4 UM Retirees and Beneficiaries

### UM Alumni Residing in the County in 2016

- 266 alumni
  - 172 - MU
  - 74 - UMKC
  - 19 - Missouri S&T
  - 1 - UMSL
- 136 Selected School Alumni
  - 2 - Medicine
  - 10 - Nursing
  - 6 - Health Professions
  - 2 - Dentistry
  - 6 - Pharmacy
  - 6 - Veterinary Medicine
  - 72 - Agriculture
  - 23 - Engineering
  - 9 - Law

### UM Alumni Teaching K-12 in the County in 2016

- 24 teachers
- 10% of all county teachers
- 4 principals and administrators
- 24% of all county principals and administrators

### UM Services Received in the County in 2016

- 65 patients seen at UM Health Care, with \$33,361 of uncompensated care.
- 62 patients seen at the UMKC School of Dentistry with an average of \$54 per patient in uncompensated care.
- 20,682 contacts with MU Extension through MU Extension events held in district counties.
- University of Missouri Health Care's Missouri Telehealth Network provided services to 4 patients at 1 site.

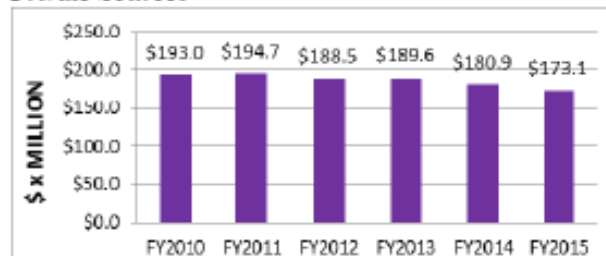
### UM Footprint in the County

Bates County MU Extension Center



## Bates County, Missouri

### UM Research Expenditures Funded by Federal and Private Sources



- Between FY2010 and FY2015, UM brought in more than \$1.1 billion in federal and private research funds.

### Economic Development Highlights

- With \$3.2 billion in total revenue, UM would have been the 14<sup>th</sup> largest publicly held Missouri-headquartered company in the state in 2016.
- With approximately 32,000 employees in the state, UM was Missouri's 2<sup>nd</sup> largest employer in 2016.
- In 2014, UM's \$147.7 million in federal research expenditures represented 94.5% of these expenditures at Missouri public universities.
- In 2015, UM's \$34.9 million in National Science Foundation (NSF) awards represented 84% of all NSF awards made to Missouri public universities.
- UM earned \$16.4 million in licensing income in 2016.
- UM received 184 new invention disclosures in 2016.
- 3 startups were created around UM technologies in 2016.
- UM was issued 39 U.S. patents and filed 63 new U.S. patent applications in 2016.

### Electronic Services to the State in 2016

- The Missouri Research & Education Network (MOREnet) provided internet connectivity and technical services to members that include:
  - 59 higher education institutions with more than 238,000 students.
  - 521 K-12 schools serving more than 838,000 students and 75,000 faculty.
  - 121 public libraries connecting 322 library buildings that serve 5.32 million Missourians.
  - Serving the State Office of Administration, several municipalities and various other eligible organizations.
- MOREnet procured over \$20 million worth of telecommunications services from companies doing business in Missouri.

### Financial Aid Provided to UM Students in 2016

- \$916.7 million provided to 58,251 total students
  - \$476.3 million (28,288 students) - MU
  - \$193.7 million (11,144 students) - UMKC
  - \$114.1 million (7,722 students) - Missouri S&T
  - \$132.6 million (11,097 students) - UMSL

### Education Highlights

- UM enrolled 44.8% of first-time undergraduates attending four-year public institutions in Fall 2014.
- UM awarded 43.2% of the 1,480 Research/Scholarship Doctor's degrees earned in Missouri in 2013-2014.
- UM awarded 25.7% of the 3,252 Professional Practice Doctor's degrees earned in Missouri in 2013-2014.
- UM awarded 55.1% of the 31,016 bachelor's or higher degrees awarded by Missouri's four-year public institutions in Academic Year 2013-2014.

*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 2016, based on the best available data.*

*Data Sources include: Missouri Office of Administration • UM IR • Office of Social and Economic Data Analysis (OSED) • Center for Applied Research and Environmental 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*

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