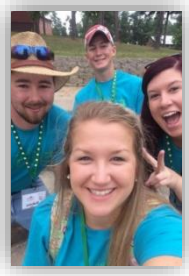


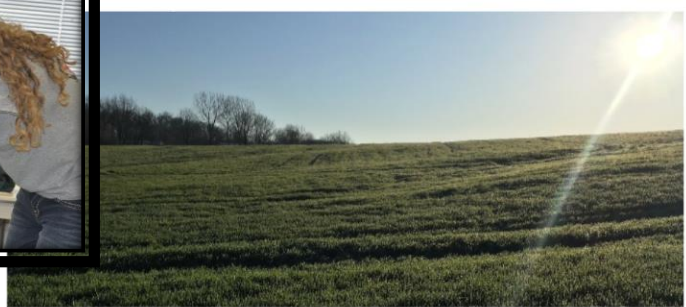


UNIVERSITY OF MISSOURI  
Extension

# Let us tell you our story



*I am very proud of our Extension staff and the services they provide. I use their information and guidance on numerous subjects.*  
Glen Birk, local producer



UNIVERSITY OF MISSOURI  
**M** Extension  
Cape Girardeau County

UNIVERSITY OF MISSOURI EXTENSION  
CAPE GIRARDEAU COUNTY  
2016 ANNUAL REPORT

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JACKSON, MO 63755

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### **Our mission**

To improve lives, communities and economies by producing relevant, reliable and responsive educational strategies that enhance access to the resources and research of the University of Missouri.



### **Our vision**

University of Missouri Extension is a valued and trusted educational solution to improve the quality of life in Missouri, the nation and the world.

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<http://extension.missouri.edu/capegirardeau>  
an equal opportunity/access/affirmative  
action/pro-disabled and veteran employer

January 5, 2017

108 Whitten Hall  
Columbia, MO 65211  
PHONE: (573) 882-7477  
FAX: (573) 882-1955

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.

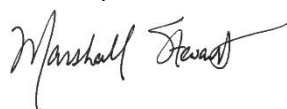
These are just a few examples of how Mizzou's commitment to extension and engagement benefitted Missourians this past year.

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



CAPE GIRARDEAU COUNTY

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January 25, 2017

Dear Cape Girardeau County Constituents:

The University of Missouri Extension faculty, staff, and council would like to thank the Cape Girardeau County Commission for their continued financial support for programming in 2016. The faculty, staff and council remain committed to improving people's lives by providing relevant, reliable, and responsive education programs to the citizens of Cape Girardeau County and throughout southeast Missouri.

The University of Missouri Extension is part of the network of the nation's land grant institutions and is your local connection to the University of Missouri campuses. The Morrill Act of 1862 established land grant colleges and the Smith-Lever Act of 1914 instituted the Cooperative Extension Service. The University of Missouri Extension-Cape Girardeau County was started as a pilot program in 1912. Local MU Extension specialists provide Missourians with a wide range of programs in agriculture, business development, human environmental sciences, and youth development. MU Extension specialists in the region also provide programs in community development, family financial education, and natural resource engineering.

This annual report contains information about University of Missouri Extension efforts in Cape Girardeau County to bring quality educational programs that improve the lives of its citizens. In 2016, with the help of partnerships and volunteers logging over 2000 hours, those efforts reached 42,158 direct and indirect contacts within Cape Girardeau County. In 2016, MU Extension Cape Girardeau County office staffed three office support staff, five regional extension specialists, one nutrition assistant, and one part-time 4-H youth assistant. Together, we are helping fulfill the land grant mission of extending resources and research-based information of the University of Missouri to Cape Girardeau County constituents to improve lives, communities and economies.

The University of Missouri Extension-Cape Girardeau County faculty, staff, and council look forward to 2017 and pledge continued good stewardship of resources through expense management practices and energy conservations efforts. We appreciate the many volunteers, community leaders, organization and business partners, extension council members and staff who have given their time and talents. By telling our story in this annual report, we hope you learn more about how MU Extension improves lives.

Sincerely,

Handwritten signature of Randy Bessel in blue ink.

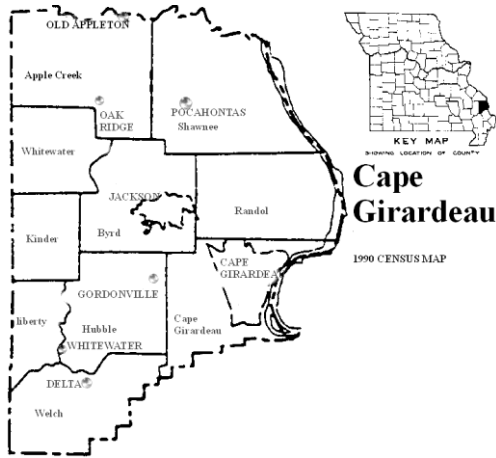
Randy Bessel  
Council Chair

Handwritten signature of Richard Proffer in blue ink.

Richard Proffer  
Co-County Program Director

Handwritten signature of Anthony Ohmes in blue ink.

Anthony Ohmes  
Co-County Program Director



	<b>2016</b>
Population	77,031
UM Students	300
UM Alumni	1,703
UM Employees	35
UM Salary & Retirement Income	\$1,189,626
UM State Tax Revenue	\$41,805
UM Federal Tax Revenue	\$177,363

### **UM Students from Cape Girardeau County in 2016**

- ❖ 300 students
  - 195 MU
  - 26 UMKC
  - 71 Missouri S&T
  - 8 UMSL
- ❖ 233 - Undergraduates
- ❖ 67 - Graduates
- ❖ 259 Full-time students
- ❖ 41 Part-time students

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

- ❖ 35 people employed by UM
  - 23 MU
  - 1 UMKC
  - 1 UMSL
  - 7 UM Health Care
  - 3 UM System
- ❖ 14 UM Retirees and Beneficiaries

### **UM Alumni Residing in the County in 2016**

- ❖ 1,703 alumni
  - 1172 MU
  - 139 UMKC
  - 248 Missouri S&T
  - 144 UMSL
- ❖ 833 Selected School Alumni
  - 80 Medicine
  - 75 Nursing
  - 72 Health Professions
  - 38 Dentistry
  - 18 Pharmacy
  - 13 Optometry
  - 27 Veterinary Medicine
  - 135 Agriculture
  - 294 Engineering
  - 95 Law

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

- ❖ 26 teachers
  - 3% of all county teachers
- ❖ 7 principals and administrators
  - 18% of all county principals and administrators

### **UM Services Received in the County in 2016**

- ❖ 58 patients seen at UM Health Care, with \$1,957 of uncompensated care.
- ❖ 3 patients seen at the UMSL Center for Eye Care with an average of \$52 per patient in uncompensated care.
- ❖ 1 patient seen at the UMKC School of Dentistry with an average of \$54 per patient in uncompensated care.
- ❖ 122,389 contacts with MU Extension through MU Extension events held in district counties.

For a full report visit  
[https://www.umsystem.edu/reach/county/cape\\_girardeau\\_county](https://www.umsystem.edu/reach/county/cape_girardeau_county)

## 2016 Cape Girardeau County Extension Financial Statement and Community Outreach Efforts

	2016
Personnel Salaries	\$66,879
FICA-FUTA	5,180
Travel	5,550
Communications	4,100
Supplies/Materials	5,225
Equipment, Repair, Replacement	4,600
Janitorial, Lawn Service, Utilities, Trash Removal	16,730
Other	3,150
TOTAL	\$111,411
--LESS--	
Income from SNAP (Supplemental Nutrition Assistance Program through United States Department of Agriculture)	- 2,000
2016 Appropriation	\$109,411

Our goal is to be good stewards of the appropriations that are allotted us. We want to thank the citizens of Cape Girardeau County and the Cape Girardeau County Commissioners for their support and their belief in the programs we are committed to bringing to the community.

Services offered by the Extension Center to the community	
Extension Center Operations	Many meetings have been hosted in our Education Center. Extensive use has been made of the meeting rooms during 2016 bringing over 314 meetings for our clients and community.
Publications	The Extension Center serves as a source for transmittal of research-based information from the University of Missouri and Lincoln University. Thousands of pamphlets, guide sheets, Web information printouts and publications are distributed each year, providing county residents with concise, detailed information on a particular topic of interest.
Requests	Thousands of requests are handled over the telephone, as callers are provided with answers to their questions; referred to additional sources of assistance; or receive follow-up information.
Soil Testing	Five hundred and eighty-five soil tests were processed through the Cape Girardeau County Extension office in 2016 for farmers, homeowners and business owners. Testing is through the University of Missouri Soil Lab.
Independent Study	The Extension Center also serves as a testing site for MU Online. Students take their examinations at the Cape Girardeau County Extension Center either supervised online or in the office.
MU Direct	Continuing Education Classes includes non-credit Fire and Rescue Training Institute, Law Enforcement Training Institute, Missouri Training Institute, Nursing Training and MU Conference Office - 336 participants from Cape Girardeau County.
Related Organizations	Many related organizations including Natural Resource Conservation Service, Farm Service Agency, Rural Development, Missouri Department of Conservation, Master Gardeners and Cattlemen's Association utilize our facilities to benefit our county citizens with informational programs.
Meeting room rental	The Cape Girardeau County Extension Council allows groups to rent the meeting rooms in the extension center for educational events, wedding receptions and other events.



## 2016 Cape Girardeau County Extension Council

Local Extension Councils are actively involved in the operation of Extension. Extension Councils serve in an advisory role cooperating with Extension staff in planning, promoting, developing, implementing, evaluating and financing an Extension program designed to meet the needs, interests, and resources of the local communities served. Local Extension councils are made up of 15-20 volunteers representing Cape Girardeau County. Nominees are identified locally and include a diverse group of individuals who respect the Extension organization and who are interested in its programs in their communities.

Our county Extension Council members:

- represent University of Missouri Extension in our county. They bring an understanding of local issues to important decisions about educational opportunities – which strengthens our organization.
- bring research-based programs in human sciences, agriculture and natural resources, 4-H youth development, and community and economic development from the University of Missouri campus to our local communities.
- have the responsibility to be good stewards of taxpayer dollars, investing in educational programs.
- fulfill the responsibilities of the position by participating on a regular basis in Council meetings and attend special educational events planned by the Council and the University of Missouri Extension.

<b>Chairman</b>	Randy Ressel
<b>Vice Chair</b>	Rex Meyr
<b>Secretary</b>	Brandi Holder
<b>Treasurer</b>	Keith Holloway



*I have served on the Cape Girardeau County University of Missouri Extension Council for four years, the last two as chairman. While the people and the experience have been very worthwhile, I feel like I have just peeled the outer layer of the onion with so much more to learn. The mission of Extension, which is to "extend" the knowledge gained at the University to the citizens of Missouri, is one that I will most certainly support well after my term ends. I am proud to say that our Council is composed of diligent and bright people whose ideas will put Cape County in good stead for years to come.*

**Randy Ressel, Chairman**

Rex Meyr, Brandi Holder, Randy Ressel and Keith Holloway being sworn in as officers for the coming year by Kara Clark Summers

### Elected Members:

Adam Thomas	Ellen Kirchdoerfer
Dru Reeves	Octavia A. Scharenborg
Rob Stephens	Erika Russell
Paula J. Meier	Wib W. Welker
Larry Simon	Bonnie Strack
Kirk Mueller	Carmen Simpher
John Oehl	Tina Bodenstein
Avon Crocker	Megan Franke, PhD

### Appointed Members:

Paul Koeper	County Commission
Beverly Koehler	City of Jackson
Brandi Holder	City of Cape Girardeau
Kelli Birk	Farm Bureau
Jim Hope	Co-op
David Wichern	MFA Inc.

### Ex-Officio Members:

Barbara Barks	Family Community Education Representative
Roger Guyot	Mizzou Alumni Representative
Renee Peters	
Nathan Aufdenberg	4-H Council Youth
Jamie Koehler	Master Gardeners



## Extension Community Programs of Distinction



Attending from Cape Girardeau County were Richard Proffer, Avon Crocker, Donna Lichteneggar, and Larry Simon

### Legislative Days

The University of Missouri Alumni Alliance Legislative Day is a day designated for supporters and advocates of the University to visit the state capitol and talk to legislators. All county, regional and state extension council members, program clients, volunteers and retirees are encouraged to participate.

The purpose is to thank legislators for their support of the University of Missouri and MU Extension, share examples of how MU Extension has improved their life, and share examples of public value and positive impacts to local economies and communities across the state.

### Leaders Honor Roll

The Leaders Honor Roll program honors outstanding University of Missouri Extension community leaders who have excelled in supporting or assisted teaching with named programs such as Master Gardeners. County Program Directors work with Extension staff to select outstanding leaders in the community for recognition. Three leaders were recognized at the Cape Girardeau County Extension Council Banquet.



Top row: Bob Etherton & Mary Gosche,  
Sue Jones & Mary Gosche  
Bottom row: Taffy McMullin &  
Mary Gosche.



### Local residents chosen as State Fair Farm Family

Jeremie and Laura, daughters Eve and Elise Nothdurft of Jackson were among the families honored during the Missouri Farm Family Day, Aug. 15 at the Missouri State Fair.

The Nothdurft family was selected as the Cape Girardeau County Missouri Farm Family by the Cape Girardeau County Extension Council and local Farm Bureau. Each year, the fair sets aside a day to recognize farm families from across the state who are active in their communities, involved in agriculture and participate in local outreach and extension programs such as 4-H or FFA.

The Nothdurft family operates a 5<sup>th</sup> generation farm of 1,200 acres of corn, soybeans, and wheat.



The event showcases the impact Missouri Farm Families have on the economy and heritage of our state. "These families are involved in agriculture activities in their communities, and are active participants in local outreach and extension," said Missouri State Fair Director Mark Wolfe. "As the showcase for Missouri agriculture, the Missouri State Fair is most certainly the appropriate place to celebrate these families."

Front row left to right: Eve, Jeremie, Laura, and Elise Nothdurft. Second row left to right: Rob Kallenbach, Asst. Dean of Ag Extension; Todd Hays, Vice President, Mo Farm Bureau, Ted Sheppard, State Fair Commissioner, Lani Ogle, 2016 Missouri State Fair Queen, Jack Magruder, State Fair Commissioner, Barbara Hayden, State Fair Commissioner, and Lloyd Wilson, Deputy Director, MO Department of Ag.



## Missouri Century Farms recognized at Extension Council Annual Banquet

The Missouri Century Farm program began during the Bicentennial year of 1976 and since that year 130 farms have been recognized in Cape Girardeau County. Guidelines for recognition are: the same family must have owned the farm for 100 consecutive years or more as of Dec. 31, 2016; the line of ownership from the original settler or buyer may be through children, grandchildren, sibling and nephews or nieces, including through marriage or adoption; and the present farm shall consist of no less than 40 acres of the original and shall make a financial contribution to the overall farm income. In 2008 Farm Bureau along with the College of Food and Agriculture and University of Missouri Extension became a sponsoring organization of the program to help provide the personalized signs for the Century Farms.

Four families were recognized as Century Farm owners at the Cape Girardeau County Extension Council Banquet on February 16, 2016.



The Oliver Farm LLC, with a family farm near Jackson, established in 1819.



The Kiehne Family Farm located in the Gordonville area, established in 1881.



The Sewing Settlement Farm with a family farm in the Oak Ridge area established in 1903.



The Zoellner Family Farm in the Friedheim area, established in 1881.

## Meet the Cape Girardeau Extension Staff serving you



Anthony Ohmes  
Agronomy Specialist  
Co-County Program Director



Mary Gosche  
Human Development Specialist  
County Program Director



Richard Proffer  
Business Development Specialist  
Co-County Program Director



Erin Larimore  
Livestock Specialist



Lesley Meier (right)  
4-H Youth Specialist  
Marsha Birk (left)  
4-H Youth Program Assistant



Ann Knight  
Nutrition Program Associate





Chrissy Meisenheimer, Teresa Meier,  
Ruth Timberlake

*I will attest that our field specialists are  
among the finest in the state.  
Randy Ressel*



**Richard Proffer**  
**Business Development Program**

Education plus action = solutions for the small business community

Number of Cape Girardeau County Learners	Program	What Did They Learn?	What Action Did They Take?	How Does This Make Cape Girardeau County and Missouri Better?
<p>265 clients (189 male/female owned business; 50 male owned businesses; 34 women owned businesses)</p>  <p>A University of Missouri Extension Partner</p>	<p>Individualized counseling (A total of 398 hours)</p>	<p>Teamwork                      Managerial Training                      Buying a Business                      Financial Analysis                      Business Plan writing                      Lending Programs                      Energy Efficiency Programs                      Public Relations Techniques                      Marketing Research                      Exporting                      Business Planning                      Social Media                      Budgeting                      Sales Prospecting/Training                      HR Topics                      Managing a Business                      Starting a Business                      Business Growth</p>	<p>4 letters written to legislators about their experience with the center                      1 business became Woman Business Enterprise certified                      45 new jobs created                      2 Trade Adjustment Assistance Center Petitions certified and funded                      \$9,432,126 increase in sales                      1 new business started                      \$60,000 in SBA Guaranteed Loan                      \$15,000 in owner equity put into business</p>	<p>By helping our county residents become more business minded and aware, we were able to expand the local economy through job creation, capital infusion and able to compete for more small business contracts with the state and federal governments. These actions increased the awareness of our state and federal legislators about the program and will aid in program funding.</p>
<p>122 attendees (2 Asian/Asian American; 24 African/African American; 1 Hawaiian/Pacific Islander; 87 Caucasians/White; 7 Current Business Owners; 89 women; 9 Veterans)</p>	<p>Government Contracting                      Financing                      QuickBooks                      Start Up                      Business Concepts                      Products and Services                      Competitive Analysis</p>	<p>How to negotiate government contracts                      Where funding is available and how to prepare for asking for it                      How to set up account; how to record transactions                      How to take an idea into business concept stage                      How to test their idea through simulations                      How to describe the features &amp; benefits of their product/service                      Learned how &amp; where to get information on competition &amp; industry</p>	<p>They attended classes of their choice and learned methods to help them advance their business idea or found answers to their questions.</p> 	<p>By increasing the knowledge base of Cape Girardeau County residents &amp; business owners, the chances of a business being successful were significantly increased. The topics were tailored to the county's needs based on a survey sent to local Chamber of Commerces.</p>

Number of Cape Girardeau County Learners	Program	What Did They Learn?	What Action Did They Take?	How Does This Make Cape Girardeau County and Missouri Better?
	Market Segments	Learned how to think of their customers in groups to help in marketing		<p><i>When you take an idea to Richard he has a way of poking holes in it that is not condescending. Instead, he refreshes you with the energy needed to strengthen your concept.</i></p> <p><b>Brandi L. Holder MPA</b></p> <p><b>Freelance Researcher &amp; Writer, Little Wagon Press</b></p>
	Pricing	Learned pricing strategies & ways achieve profitability		
	Sales & Budgeting	How to project sales, estimate costs & expenses		
	Financial Literacy	Learned how to financially manage a company through cash flow analysis including sources & uses of cash &		
	A total of 53 hours in training.			



*Best wishes to **Mary Gosche** on her retirement! Thank you for your 25 years of service to MU Extension.*



*Mary began serving Cape Girardeau County in 1992. She has worked tirelessly on behalf of the citizens of Cape Girardeau County to plan, implement and evaluate educational programs in parenting, family strengthening, mental health awareness, adolescence, aging and early childhood care and education.*



*Mary has spent countless hours as County Program Director representing the University of Missouri to the county extension council, county government and other agencies in determining fiscal needs and securing and managing resources. It is with sincere respect and deepest appreciation that we recognize and thank Mary for her hard work and many years of dedicated commitment to Cape Girardeau County, and in all sincerity, we will truly miss her. We wish her great happiness in all of her future endeavors.*



**Mary Gosche**  
**Human Development Specialist**

Research based educational programs for families and individuals

*By participating in the **Stay Strong Stay Healthy** exercise program, participants improved their strength, balance, and agility.*



Number of Cape Girardeau County Learners	Program	What Did They Learn?	What Action Did They Take?	How Does This Work Make Cape Girardeau County and Missouri Better?
18 residents attended 14 to 16 sessions	Stay Strong Stay Healthy (exercise program with leg and ankle weights)	Evaluation conducted by pre and post assessments showed 100% of participants improved in at least one of the post assessments for balance and endurance.	One hundred percent of the participants improved their balance and agility.  Twenty percent of participants showed improvement in all 5 measures that were assessed.	Participants have increased physical activity and improved their balance and flexibility thereby reducing risks for falls. These health benefits decrease the likelihood of a participant entering a nursing home which costs on average \$51,465 per year in Missouri.
12 to 15 residents attended 2 sessions	Matter of Balance (fall prevention and chair exercises)	Participants reduce their fear of falling. Participants learned safe chair exercises.	Fifty percent of the participants indicated that they intended to continue exercising after the program ends.	Strengthening joints prevents falls. Falls are the number one reason for entering a nursing facility. This program keeps people active and contributing to society.
Mandated parents • 25 adults • 11 children	Building Strong Families (parent education, 2 different times, total of 10 sessions)	Participants gained a better understanding of what it means to be a family and ideas of what they can do to have stronger relationships.	Participants plan to use the coping stress strategies, have family meals together and show more appreciation to their family.	Adult participants that complete the classes have increased capability of getting back custody of their children which will save money for the state of Missouri in foster care costs.
27 grandparents, 40 agency members attended conference 6 support group member met 6 times a year	Grandparents Raising Grandchildren • Conference • Support Group	Participants increase their parenting knowledge, find resources, and benefit from social interaction.	Participants attend the conference and the support group to gain knowledge and find resources.	Grandparents who raise their grandchildren keep the children out of the foster care system. This saves the state of Missouri many dollars.
21 SEMO University students	MU Extension Fits Into Family Life Education presentation	Participants increased their knowledge of MU Extension.	Participants attend the conference and the support group to gain knowledge and find resources.	Students can better determine their course of study to match their major to the job market.

A professional development day at the Bonne Terre lead mine facilitated by Mary Gosche, Cape Girardeau County Program Director.



Number of Cape Girardeau County Learners	Program	What Did They Learn?	What Action Did They Take?	How Does This Work Make Cape Girardeau County and Missouri Better?
55 elderly ladies and 26 volunteer workers	Family and Community Education clubs  Advisor to the Family and Community Education Clubs	Presented Who Gets Grandma's Yellow Pie Plate and chair exercises to prevent falls at Spring Leader Training at Cape Girardeau County Extension Center.	After attending the leader training sessions, the club leader presents their topic to their own club. This year the members and volunteers have made 89 weighted blankets, 33 lap pads, and 14 snake pillows for their county autism project.	At no cost, families of autistic children receive these weighted blankets, pillows, and pads to assist children in calming themselves. The retail value of the blankets would be approximately \$200. This project makes our county a better place to live.
78 eight graders at Oak Ridge School, spring and fall session, 6 classes	Postponing Sexual Involvement (abstinence education)	Students learned benefits of waiting, how to set limits on showing affection and how to be assertive.	Students are making important decisions in their life that will have life-long consequences.	By reducing the number teenage pregnancies, this makes teenagers finish high school and become more productive citizens and saves tax payer money.
Nell Holcomb School District fifth graders (6 classes) • 28 males • 31 females	A time for talk (puberty education)	Participants learned the body changes to expect during puberty, female and male reproductive systems and how a baby develops.	Fifty percent of the participants indicated that they knew what to do when they started their menstrual cycle. All the participants learned how to pronounce the reproductive body parts.	Understanding the changes of puberty was the topic learned during the classes. Puberty education is abstinence education that is lifelong learning when the students become a mom or dad and this education helps to lower teenage pregnancy.
92 fourth grade students, 4 teachers, 7 Master Gardener volunteers	Eating from the Garden, Spring 2016	Students learn how to grow plants, sow seeds and that nutritious snacks were tasty.	Students harvested an abundance of lettuce and took it home to their families.	By increasing their physical activity and better food choices, these students should have lower incidence of childhood obesity.
40 adults	Public Administrator State Conference	Participants became more aware on how to assist someone in a crisis and where to find resources.	On the evaluations, it showed that participants plan to use the action plan to assist others.	Early intervention education has shown to lower the cost of mental health services.
8 adults	Mental Health First Aid Training, 8 hour training			

*I feel like I make a difference!*  
Ann Knight

Also Serving Cape Girardeau County:  
Vickie Seiler: Delta Elementary School  
Estrella Carmona: Clippard Elementary,  
Blanchard Elementary & Franklin Elementary



**Ann Knight**  
**Nutrition Program Associate**  
Family Nutrition Program (FNP) Cape Girardeau County

Number of Cape Girardeau County Learners	Program	What Did They Learn?	What Action Did They Take?	How Does This Work Make Cape Girardeau County and Missouri Better?
<p>University of Missouri Extension's Family Nutrition Program (FNP) reached 4,636 participants. Of that number, 4,039 were direct and 597 indirect nutrition education in Cape Girardeau County during 2016. A significant percentage of these participants were low income. FNP provides information on nutrition, food safety, gardening, and physical activity for lifelong health and fitness by working with qualifying schools, community groups and agencies.</p>	3477 collective workshop hours	<p>Youth from Pre-school to 12th grade learned through kid-friendly, hands-on lessons and activities. These activities included opportunities for taste-testing healthy foods and practicing skills that lead to good health.</p> <p>Education for adults also included nutrition, food safety, and physical activity, as well as food resource management.</p>	<p>Nutrition Program Associates (NPA's) teach in schools and other grant eligible locations in the county to help participants make healthier choices and build healthy habits. Health fairs and other one-time workshops are also ways the program impacts many people that are not in a classroom setting.</p>	<p>The Family Nutrition Program (FNP) brought \$8,582,289 in Federal funds to the state of Missouri. These funds provided nutrition education to 951,652 food stamp recipients and food stamp eligible citizens of Missouri. 4,636 of these participants reside in Cape Girardeau County. Participants in FNP became more aware of nutrition, make healthier meal and snack choices, eat breakfast more often, are more willing to try new foods, increased their physical activity and in general make healthier food choices. Those who practice healthy eating and activity behaviors are more likely to enjoy a high quality of life as an adult and into old age. A healthy labor force is critical to attracting and keeping jobs in Missouri. In addition, this important programming effort serves to reduce healthcare costs over the participant's lifetime, saving taxpayers money in reduced public healthcare benefits and insurance premiums.</p>

*During a lesson at a local Senior Center, we discussed eating fresh fruits and vegetables instead of those processed with salt. At my next visit, which was several months later, a lady in the class told me how she used to have really high blood pressure and said she had tried a diet high in fruits and vegetables and it had lowered her blood pressure tremendously. She said she changed her eating to incorporate more fruits and vegetables and less salt in all her foods and was so happy to not only take less medicine, but just feel better overall.*  
Ann Knight

**While discussing the Victorious Vegetable with 1<sup>st</sup> graders, I offered a girl a carrot. She refused saying she didn't like carrots. I asked if she had ever tried them and she said no. I responded, "We won't know if we like something unless we try it." She did and she LOVED it! As the year progressed and I saw her again she would tell me of other foods she tried and liked. Another victory for vegetables!**











Ann also teaches at the local Sr. Centers.

Ann Knight teaching Show Me Nutrition, at Jackson's South Elementary Adventure Club.



**Erin Larimore**  
**Livestock Specialist**

*I am an Agriculture Education teacher and the Extension Office helps the program by donating various items for classroom use and by donating their time to help further educate our students on various issues. We are so thankful for their help!*  
**Renee Baird, FFA Advisor and VoAg Teacher**

Number of Cape Girardeau County Learners	Program	What Did They Learn?	What Action Did They Take?	How Does This Work Make Cape Girardeau County and Missouri Better?
13 producers enrolled 311 heifers 100 spectators 50 registered bidders 15 buyers purchased 58 heifers	Show-Me-Select Replacement Heifer Program Two sales per year 	Producers learn to implement total quality management to on-farm heifer development. Buyers realize this is a reliable source of quality replacement females based on management, reproduction, and genetics.	Producers manage heifers separately from the cow herd, synchronize heifers and use artificial insemination, follow a strict vaccination program, and do routine pregnancy exams. Repeat buyers are common as they understand the value associated with these heifers.	Producers improve their herd management, reproduction, and genetics with retained ownership or market heifers for added income. Buyers improve their herds and experience lower incidence of dystocia and calf or heifer losses. This program enhances marketing opportunities for and adds value to MO-raised heifers.
			<p><i>"The sale was well-managed, went smoothly, and the quality was there. You and your folks are to be commended for the results. Thanks again for a great experience."</i></p>	
10 producers consigned 26 bulls 55 participants and registered bidders	Performance Tested Bull Sale Two sales per year	Genetics, selection, nutrition and value-added cattle production. Buyers realize 50% of their calf crop is made up of the bull.	Buyers attend the sale because they know high quality bulls will be there and that these bulls will improve the quality and weight gain of the calves.	The bull sale adds quality genetics to the region and also added value in sales to producers selling seed stock. Producers grossed \$70,600 and averaged \$3209 on their bulls.
	 <p>The website for the bull and heifer sales can be found at: <a href="http://www.semobeef.com">www.semobeef.com</a></p>			
95 adult learners	Beef Production Systems Meetings 5 meetings held in Cape County	Bull selection and genomic testing, fescue renovation, improving reproduction, proper heifer development, new antibiotic labeling and use, control and prevent anaplasmosis, show-me-select program requirements and benefits, winter feeding program, hay testing, supplement options, vaccine program.	Producers think about their market endpoint to choose traits that are important to their enterprise and understand the value of purchasing a young bull with GE-EPDs; have started developing a veterinary-client patient relationship; adopted estrus synchronization and A.I.; developed a vaccine program.	Producers are improving their herd genetics and health increasing the value of their calf crop. By using the tools to better select for female longevity and reproductive success, producers increase their profitability. These practices also lead to the development of new market outlets to sell their cattle.



Number of Cape Girardeau County Learners	Program	What Did They Learn?	What Action Did They Take?	How Does This Work Make Cape Girardeau County and Missouri Better?
15 youth and adults	Missouri Show-Me Quality Assurance (SMQA)	Youth learn proper care and management of animal projects.	Youth participating in the training are eligible to show their animals at the SEMO District Fair.	Educating youth about proper animal handling and welfare practices at an early age increases the chance they will continue utilizing the proper techniques as adults.
742 youth and adults	Farm Day Beef Section	Area third grade students and adults learned about where their beef comes from, different beef-derived products and how cattle utilize the land.	Youth take the information learned and pass it along to other students, siblings, and parents.	Children or adults that may not be exposed to agriculture practices have a better understanding how farm raised products are produced and where food or other products found at retail markets come from.
161 youth and adults	4-H Livestock Judging Beef and Swine Judging Clinic Marketing Seminar Steer Weigh-in	What the judge is looking for when judging cattle and pigs, how to pick out favorable or unfavorable characteristics of animals and using those to place animals, looking at animal traits to aid in selection of their own show animals, how to get a set of reasons when judging. Tips for talking to potential buyers of animal projects.	Participants advance to the state judging contest.  As a result of the training participants can look at temperament, muscling, structure, soundness, and phenotype of animals. Participants may decide to join the judging team.  Participants talked with potential buyers and invited them to the show & sale.	Livestock judging is a valuable tool for future leaders of the agriculture industry.  Participants can better select their show animals making them more competitive in the show arena.  Learning proper introduction techniques and marketing skills will help mold confident agriculture leaders for the future.
819 newsletters distributed	SEMO Livestock News	This monthly publication informs learners of current Ag issues, upcoming events and meetings, and management practices of livestock.	Producers will attend meetings. Follow-up email or phone calls with inquiries or requesting more information.	Keeps producers informed on important agricultural topics, exposes producers to new research and production practices that may improve the sustainability & profitability of their farm.
125 adults	Jackson Chamber of Commerce Ag Tour	Participants learned about local agriculture operations, agriculture government assistance programs.	Producers are more educated on the cattle operations in the surrounding community and may participate in agriculture government assistance programs.	It is important for community members to understand local farming and how agricultural products are produced. Some farmers may adopt practices observed on the tour and can improve production and value of their product.





**Anthony Ohmes**  
Agronomy Specialist

***It is great to know all this expertise is there and available for when we need it.***  
**Gary Brewer**  
**Local forage and livestock producer**

Programs	Number of Cape Girardeau County Learners	What Did They Learn?	What Action Did They Take?	How Does This Work Make Cape Girardeau County and Missouri Better?
Missouri Crop Management Systems	172	This program uses multiple delivery methods to target a broad range of learners on various aspects of sustainable crop production. Education events include direct contact through corn, soybean, rice, certified crop advisor meetings and strip trials; individual contact through field and office visits, soil test reports, phone calls, texts and email; and indirect contact through extension publications and agronomy fact sheets. Additionally, these programs motivate learners to implement practices that will minimize their impact on the environment.	-190 soil tests -Missouri variety trial books taken for selecting genetics -more cover crop acres improving water infiltration and decreasing soil erosion -soybean varieties developed by MU w/ nematode resistance used -increased understanding of plant population and row spacing in corn and soybeans to increase yield -planting and nutrient changes implemented for soybean production -timely side dressing nitrogen for corn production to improve uptake and reduce nutrient loss -increased knowledge of crop advisors in crop production, pests, soils, nutrients and water quality passed on to producers	The goal for the program is to change row crop management by increasing: <ul style="list-style-type: none"> <li>• Knowledge of available information sources and how to use them in selecting the best crop genetics.</li> <li>• Knowledge of the complex interactions between crop choice, planting date, seeding rate, nutrient management, soil management, and harvest management.</li> <li>• Knowledge of the limitations of different sources of information used in crop management decisions.</li> </ul>

One of the exciting challenges as an agronomist is I never know what questions might come across my desk. Anything from...



...pine tortoise scale, invasive ornamental fountain grass, resistant pigweeds, to...



...soybean diseases, to...



...sprouting ears of corn and brown recluse spiders.

Forage Production and Management	154	This program covers the largest agricultural industry in Missouri. Individual contact, in conjunction with multi-regional events, provides research based education in pasture and hay management that reaches producers directly or indirectly. Forage producers learn to better manage their forage resources by improving forage quality, quantity, and persistence through proper grazing and hay harvesting, soil testing, nutrient distribution, and forage specie selection for improved economic return while protecting the environment.	-214 soil tests; 2 manure tests -phosphorus (P) application on low P soils to improve root development and decrease grass tetany -shift to more fall application of nutrients improved persistence and increased stockpiling fescue to reduce hay needs -increase in rotational grazing vs. continuous grazing to improve plant health and nutrient distribution -renovation of pastures with legumes to improve animal gain and reduce dependence on nitrogen -replaced toxic fescue with novel endophyte fescue to improve animal performance -rotating hay feeding areas to reduce compaction and improve manure distribution	The goal for the program is to change forage management by increasing: <ul style="list-style-type: none"> <li>• Knowledge of managed intensive grazing to improve forage quality, quantity and persistence.</li> <li>• Knowledge of the complex interactions between forage types, planting date, seeding rate, planting methods.</li> <li>• Knowledge of fescue toxicosis and benefits of replacing with novel endophyte fescue</li> <li>• Knowledge of nutrient (manure) management for improved plant development and reduced environmental impact.</li> </ul>
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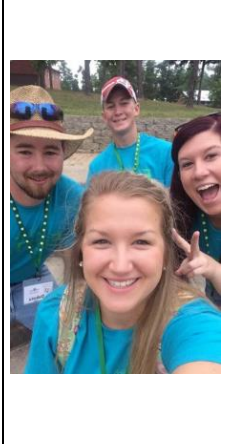

Programs	Number of Cape Girardeau County Learners	What Did They Learn?	What Action Did They Take?	How Does This Work Make Cape Girardeau County and Missouri Better?
Integrated Pest Management	56	This program is an integral part of all other agronomic programs targeting all aspects of pest management plus specific clients involved in crop scouting. Forage and row crop producers, agricultural advisors, pesticide applicators, and home gardeners learn the necessity of integrating scouting fields, gardens, or lawns with informed decision making to protect plant yield and quality through pest identification and control strategies that are economically viable and environmentally sound.	-2 nematode tests; 5 diagnostic lab tests -planted herbicide tolerant soybeans to improve resistant pigweed control -using cereal ryegrass cover crop to improve weed control -used seed treatments for insect, disease and nematode control -scouting education in soybean and corn -research based product selection for pasture and row crop weeds -insect and disease identification to make informed management decisions -increased wheat scouting -increased knowledge of unmanned aerial systems rules and role in scouting	The goal for the program is to enhance management systems for improving yield and environmental quality by increasing: •Knowledge and skills to successfully integrate pest management to delay pesticide resistance and use pesticides only when necessary. • Knowledge related to plant protection including natural and applied controls. • Knowledge of current technologies and recommended control measures.
Pesticide Applicator Training	64	This program provides certification and recertification education to private and commercial pesticide applicators. The education efforts include integrated pest management principles, environmental stewardship, and personal safety when handling pesticides. This education fulfills the legal requirements and provides technical knowledge to make informed decisions before applying a pesticide into the environment and understanding the fate of the pesticide once it is applied.	-increased knowledge of the factors that cause pesticide drift -nozzle replacement improved pest control -increased understanding of pesticide labels reduced crop injury concerns -greater understanding of how resistance to pesticides occurs resulted in rotation of pesticide modes of action -increased understanding of the importance of personal protective equipment, especially chemical resistant gloves to reduce exposure	The goal for the program is to change management practices that promote the long-term viability of pesticides by increasing: •Knowledge that will meet the legal requirements for certification. •Knowledge and skills to properly apply pesticides while reducing transfer processes such as drift, runoff, leaching, volatilization and crop removal. •Knowledge that the responsible use of pesticides will reduce personal exposure and result in a cleaner and safer environment.
Home Horticulture and Environment	60	This program provides research based information in multiple aspects of home environment. Citizens are educated in the areas of integrated pest management, soil testing, nutrient management, and plant development. This information was provided directly through lawn meetings, office walk-ins, home visits, emails, social media and phone calls and indirectly through extension publications.	-80 soil tests -applied energy cost saving techniques learned in solar energy meeting -accurately applied nutrients based on soil tests at the proper timing to reduce nitrogen use and improve lawn health -identified and controlled perennial lawn weeds -understood the biology of moles to better manage and reduce insecticide applications -pruning techniques of fruit trees	The goal for the program is to change management practices that improve lawns, gardens, and homes while protecting the environment by increasing: •Knowledge of lawn, garden, and home pest identification, damage, and control measures. •Knowledge of plant selection, seeding rates and planting dates. •Knowledge of the necessity of soil testing and interpreting results for nutrient management.
Sustainable Agriculture	electronic newsletter 404 Facebook contacts 1066	This program provides timely education through media outlets that promote sustainable agronomic practices. These media outlets include electronic newsletters, news releases, radio and television interviews and social media.	-weekly update for timely pest scouting - nitrogen application timing for wheat and corn -insect and disease identification -renovating pasture and hay -managing hay quality in wet spring -spraying pasture weeds -prussic acid accumulation after frost -home invading pests -Christmas tree care -soybean management -winter meeting announcements	The goal for the program is to provide in-season information where changes can be made by increasing: •Knowledge of current in-field pest problems. •Knowledge of current weather conditions that influence nutrient loss. •Knowledge of extension education on multiple topics to a broad range of learners.



**Lesley R. Meier**  
**4-H Youth Development Specialist**  
4-H focuses on citizenship, healthy living, science, engineering, and technology



**Marsha G. Birk**  
**4-H Youth Program Assistant**

Number of Cape Girardeau County Learners	Program	What Did They Learn?	What Action Did They Take?	How Does This Make Cape Girardeau County and Missouri Better?
<p>227 4-H members</p> <p>200 Certified 4-H Adult volunteers</p> <p>12 4-H clubs</p>	<p>National, State, and Regional 4-H Program Participants:</p> <ul style="list-style-type: none"> <li>• National 4-H Congress: 1</li> <li>• National Poultry Judging: 1</li> <li>• National BBQ Contest: 2</li> <li>• Equine Tour: 1</li> <li>• State 4-H Congress: 20</li> <li>• Teen Conference: 8</li> <li>• Youth Civic Leaders Summit: 1</li> <li>• State Scholarship Winners: 5</li> <li>• State Shooting Sports Contest: 7</li> <li>• State Public Speaking Contest: 1</li> <li>• State Poultry Judging: 6</li> <li>• State Livestock Judging: 6</li> <li>• State Meats Judging: 1</li> <li>• State Dairy Judging: 2</li> <li>• State Fair Demonstration: 3</li> <li>• State BBQ Contest: 2</li> <li>• State Fashion Revue: 2</li> <li>• Ag Innovators Challenge: 1</li> <li>• 4-H Overnight and Day Camps: 70</li> <li>• Regional Energizer: 34</li> <li>• Quad County Mock Shoot: 14</li> <li>• Regional Representative Alternate: 1</li> </ul>	<p>4-H is communities of members building life skills, engaging in science and connecting to their community.</p> <p>Cape Girardeau County 4-H clubs offer long-term educational experiences in which members learn life skills such as decision making, public speaking and working with others. Members learn by doing under the guidance of adult volunteers, who teach projects ranging from aerospace and arts to veterinary science and sport fishing. Clubs also involve children and teens in community service, camping and educational trips.</p>	<p>MU Extension 4-H connects 8,700 young people to University of Missouri campuses making them more connected to college campuses and faculty than their friends. Being on campus is a predictor of youth going onto higher education (Hoover, 2006). 4-H youth are nearly twice as likely to go onto college (Lerner and Lerner, 2011). These students are more likely to enjoy:</p> <ul style="list-style-type: none"> <li>• Increased financial success for themselves and their children;</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 contribute to their community (Lerner, 2009; Zaff et al, 2003).</li> </ul> <p>Missouri 4-H members learn to use their 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. This provides them with the experience in problem-solving to step up and lead in a complex, changing world.</p>	<p>If 50% of the Cape Girardeau 4-H members participating in 4-H events on the MU Campus go onto earning their Bachelors, 4-H would help young people earn \$44 million in lifetime earnings.</p> <p>Youth who earn their bachelor's degree, increase annual earnings by \$2 million over their lifetime (NACUBO, 2012).</p> <p>Volunteers create, support and are part of the 4-H community. 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 Cape Girardeau County 4-H volunteers was worth more than \$426,200 in 2016! More importantly, these adults serve as mentors for our youth helping them transition into adulthood.</p>
				
				
				
		 <p>Local 4-H Youth help plant a Liberty tree at the Jackson Civic Center.</p>		<p>Missouri 4-H is growing future scientists. Young people in 4-H are engaged in three times more like to be interested and pursue science-based careers their non-4-H peers. Our nation needs young people prepared to live and work in a world that no one can imagine – jobs that do not yet exist, using technology that has not been invented, solving problems that have not yet been identified. In Cape County, 80% of 4-H Members were engaged in science related projects and experiences.</p>

**Investment in University of Missouri Extension is an investment for our future. Cape Girardeau County 4-H provides positive learning experiences for our youth.**

Cape Girardeau County 4-H celebrates its volunteers.



2016 Frank Graham 4-H Volunteer Leadership Award winner, Kandy Peek.



4-H Hall of Fame inductees Shirley Aufdenberg and Mary Kurtz



2016 State 4-H Teen Conference attendees



United Way of Southeast Missouri





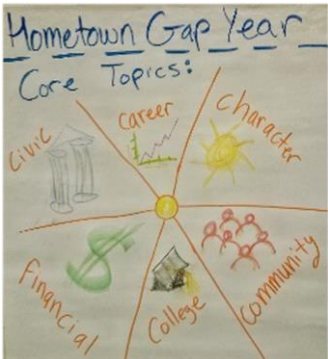




**Ashley Bales**  
**Family Financial Education Specialist, Southeast Region**

Number of Cape Girardeau County Learners	Program	What Did They Learn?	What Action Did They Take?	How Does This Make Cape Girardeau County and Missouri Better?
192	High School Financial Planning	Over a period of nine months, youth learned the history of money, how to read a credit report and find their credit score, tips for filling out online job applications and interpreting pay stubs, how to live with roommates, how to set goals and create a working budget, how to manage auto loans, the basics of saving and investing, how to avoid influence by advertisers, and all about insurance and risk.	Youth in the program reported that they increased their knowledge during the program in all areas and would incorporate the personal financial tips they learned to make more informed decisions about how their money was spent, who to lease/rent with, and how to purchase insurance.	The high school financial planning program gives youth a fantastic financial foundation as they grow into adulthood. Instructing students at a young age how to manage their resources will follow them throughout their lives – and ultimately - create more productive and responsible members of society. These types of skills start with the individual, but spread throughout their families, towns, counties and state.
20	Building Strong Families (Money Matters)	Participants in the Money Matters program learn how their past experiences with money create what their future experiences will be. They also learn how to manage limited financial resources within the family unit by playing The Bean Game.	As a result of the workshop, participants reported that they would: create budgets, re-direct how their money would be spent, communicate about money, cut spending and save money!	The Money Matters helps struggling families attain a more solid financial foundation for which to begin conversations and starting a spending plan as a family unit. Strong families make strong communities.
<p><b>Money Matters participants said, “I think your budget class rocks.”</b>  <b>“This was informative and I plan to use the advice.”</b>  <b>“I appreciate all the help and info we learned to make our lives better.”</b></p>				
30	Making Money Count -Reverse Mortgages -Record Keeping -Understanding Credit	Participants learned the different types of reverse mortgages and the advantages/disadvantages of pursuing this financial option. Those attending Record Keeping and Understanding Credit learned how to organize their files and improve their current credit situation.	Participants made more informed decisions about whether or not to take out a reverse mortgage, how to organize their records, and ways to increase their credit score.	Making Money Count is a full-service curriculum that touches almost every aspect of personal finance. It is important for Cape County residents and all Missourians to know the basic concepts surrounding money management.
10	Small Steps to Health and Wealth	Participants learned the first five strategies in the Small Steps to Health and Wealth curriculum, including: Track Your Current Behavior, Unload Your Childhood Baggage, Put Your Mind To It, Commit to Making a Change, and Defy Someone or Defy the Odds.	Participants tracked their spending and calorie intake and worked on defying the odds when it came to their savings goals.	Small Steps to Health and Wealth provides participants with ideas about how to take small steps to better their financial well-being and also their physical well-being. It is an easy-to-understand curriculum that can be provided at little-to-no cost to low-income attendees around the state.



**DeNae Gitonga**  
**Community Development Specialist**


Research based educational programs and services for community leaders, organizations, and at-risk youth

Program	Number of Cape Girardeau County Learners	What Did They Learn?	What Behavior Changes Can They Apply?	How Does This Work Make Cape Girardeau County and Missouri Better?
<p>Hometown Gap Year Feasibility Study: Career</p>   	<p>14 Alternative High School Students</p>	<p>The students engaged in experiential learning opportunities of career options; One of the six core topics of the Hometown Gap Year objectives.</p> <p>During this entrepreneurial &amp; small business field trip to Cape Girardeau, MO, students toured Codefi, Catapult Creative House, &amp; participated in Small Business Beginnings discussion with Richard Proffer, Business Development Specialist in the MU Extension Cape Girardeau County office.</p> <p>Students became aware of the local resources to develop internet-based businesses and software, make and sell unique handicrafts, and meet others interested in start-up projects. Participants also learned the basic steps for starting a business.</p>	<p>The <i>National 4-H Common Measures</i> is a rubric to assess the impact of 4-H programs in science, healthy living, citizenship and college/career readiness. These evaluation outcomes can reveal to students, teachers, school administration, and policy makers where the future workforce pool ranks in regards to readiness skills.</p> <p>Each participant completed an evaluation and received consultation on planning for their future college or career experience.</p> <p>All participants were surprised and excited to see great small business resources so close to home.</p> 	<p>Exposure of small business and entrepreneurial resources to rural, young adults decreases the risk of disconnected (not in school &amp; not working) young adults straining the state assistance programs. While increasing the potential for sustained income among rural, young adults, thus expanding the tax base within the county and state.</p> <p>Individuals who utilize the start-up resources in Cape Girardeau County will inherently add to the local economy by traveling into the county on a regular basis, for business development events or relocating to the area.</p> 



**Donna Aufdenberg**  
**Horticulture Specialist, Southeast Region**



Number of Cape Girardeau County Learners	Program	What Did They Learn?	What Action Did They Take?	How Does This Make Cape Girardeau County and Missouri Better?
83	Master Gardener Native Plant and Garden Seminar	Evaluation of the various workshops shows that participants learned: <ul style="list-style-type: none"> <li>Promoting and protecting Monarch Butterflies</li> <li>Raised Bed Gardening</li> <li>Plant Propagation and alternative methods of planting seeds</li> <li>How to tell a good bug from a bad bug</li> <li>Promoting wildlife in your backyard</li> <li>Proper pruning practices on trees and shrubs</li> </ul>	<ul style="list-style-type: none"> <li>Homeowner indicated trying seed starting.</li> <li>Participants were more cautious and aware in gardens for bad and good bugs.</li> <li>Gardeners indicated an intention to try new and alternative gardening methods such as raised bed gardens and alternative sowing methods for seeds.</li> <li>Participants indicated purchasing native pollinator plants with the intent to plant promote Monarch butterflies.</li> </ul>	This series of garden-related classes provides homeowners with gardening information to increase their gardening knowledge and skills, save money on the grocery and gardening bill, and helps to identify and find ways of managing pests.
 13	Composting and Improving Soils for Home Gardeners	Evaluations of the workshop shows that participants learned: <ul style="list-style-type: none"> <li>Using Compost to improve soils.</li> <li>Getting a soil test and fertilize based on the results.</li> <li>Idea of rotating crops in the garden.</li> <li>Using cover crops to build organic matter.</li> <li>Turning compost piles more frequently to speed up decomposition.</li> </ul>	<ul style="list-style-type: none"> <li>62% of participants indicated they started a compost bin.</li> <li>25% of participants indicated they increased the use of their compost bin they already were using.</li> <li>Gardeners indicated using the compost for improving their garden soil.</li> <li>53% of participants had a soil test done.</li> </ul>	Composting vegetable scraps from the home and organic materials from the garden can help to decrease the amount of trash sent to the landfill. The process of composting is a great way to break down organic materials into a dark colored humus. It can be used for improving garden soils which leads to improved quality and quantity of garden production. It can greatly reduce fertilizer applications which in turn helps to keep excess fertilizers from getting in our groundwater.
Over 150 Cape Girardeau County residents receive the monthly gardening newsletter.	Garden Spade Newsletter	The Garden Spade newsletter is a monthly publication created to inform gardeners of timely issues such as garden practices, plant information, insects and diseases and upcoming events. It is sent via email, U.S. Mail, and is available at <a href="http://extension.missouri.edu/bollinger/mastergardener.aspx">http://extension.missouri.edu/bollinger/mastergardener.aspx</a>	Gardeners reported: <ul style="list-style-type: none"> <li>Getting regular soil tests.</li> <li>Using Insect Control and Disease control regularly.</li> <li>Using the monthly garden calendar with timely tips.</li> <li>Using different ideas and techniques shared through the newsletter.</li> </ul> Increase of general horticulture knowledge	The Garden Spade Newsletter provides timely garden topics to home-owners.





**David Reinbott**  
**Agriculture Business Specialist**



Program	Number of Learners	What Did They Learn?	What Action did They Take?	How Does This Work Make Cape Girardeau County and Missouri Better?
<b>Economic and Financial Analysis</b>	Total region participants from e-newsletter, phone, emails, texts, web site - 1500	<ul style="list-style-type: none"> <li>• FINPACK® analysis</li> <li>• Decision Tools – Spreadsheets</li> <li>• Crop insurance analysis</li> <li>• Grain Marketing &amp; Farm Management E- Newsletter</li> <li>• Grain Storage and Drying</li> <li>• Farm Accounting</li> <li>• Enterprise analysis</li> <li>• Financial statements</li> <li>• SE Missouri Crop Budgets</li> <li>• Irrigation Costs &amp; Returns</li> <li>• Farm Lease &amp; Crop Rents</li> </ul>	<ul style="list-style-type: none"> <li>• Producers analyzed personal financial documents to determine financial stability</li> <li>• Producers developed business plans to start and expand their operation</li> <li>• Producers have decision tools for crop budgeting, rental analysis, irrigation systems, grain storage, grain marketing, financial analysis, and farm acquisitions</li> <li>• Producers can better analyze the cost, returns and risks of crop rent versus cash rent</li> </ul>	<ul style="list-style-type: none"> <li>• Agriculture business programs provide education that increases and and/or stabilizes farm incomes, which leads to a more stable rural/farm economy</li> <li>• A robust and stable agriculture sector of the economy enhances the well-being of the county, region, and state residents by providing income, jobs, food, clothes, shelter, and energy</li> <li>• A profitable and stable farm business provides job opportunities for the citizens in the county</li> </ul>
<b>Markets and Marketing</b>	Total region participants - 100	<ul style="list-style-type: none"> <li>• Ag commodity market analysis</li> <li>• Market outlook for crops</li> <li>• Crop marketing tools</li> <li>• Charting and Technical Analysis</li> <li>• Hedging and Risk Management grain crops</li> </ul>	<ul style="list-style-type: none"> <li>• Producers can develop marketing plans to increase profitability by understanding the relationship between supply and demand, seasonal trends, and technical analysis through charting</li> <li>• Producers can use the marketing tools available to decide between harvest sales or utilize storage for futures and/or basis appreciation</li> </ul>	<ul style="list-style-type: none"> <li>• A profitable and stable farm business will provide greater tax revenues for the county, region, and state</li> <li>• A profitable and growing farm business will provide career opportunities for the next generation to stay on the farm instead of leaving the county, region and state</li> </ul>
<b>Agriculture and Farm Policy Analysis</b>	Total region participants - 100	<ul style="list-style-type: none"> <li>• Understanding farm policy development, implications provisions</li> <li>• Farm Program and Farm Bill Analysis</li> </ul>	<ul style="list-style-type: none"> <li>• Producers know the annual farm program payments from PLC and ARC-Co for cash flow analysis</li> </ul>	
<b>Agriculture Seminars and Conferences</b>	Total region participants - 400	<ul style="list-style-type: none"> <li>• Agriculture Lender Seminar</li> <li>• Regional Commodity Conferences – Corn, Soybeans, Cotton, Rice, and Wheat</li> <li>• Farm Bill Conferences</li> <li>• Financial Management Conference</li> </ul>	<ul style="list-style-type: none"> <li>• The lenders have a better understanding of the market and financial outlook and how to assist their clients in sound financial decisions</li> <li>• Producers and industry will make management decisions based on the latest research-based information</li> </ul>	<ul style="list-style-type: none"> <li>• Citizens with the latest research based information from the University of Missouri will make informed decisions that will have a positive economic and social impact on the county, region, and state</li> </ul>