

UNIVERSITY OF MISSOURI EXTENSION

Callaway County

2019 ANNUAL REPORT

Table of Content

Letter from Vice Chancellor for Extension	3
Programs Reports	
Area Agricultural Lender Seminars	4
MU Extension Tax Schools	5
Family Nutrition Program	6
Farm, Family & Me– Summit for Women	7
Living a Healthy Life with Chronic Conditions	8
Living a Healthy Life with Diabetes	9
Cooking Matters	10
Cooking Matters at the Store	11
Private Pesticide Applicator Training	12
MU Soil Lab Fertility Test Samples	13
DIY Ration Balancing	14
Mid-Missouri Grazing Conference	15
Show-Me-Select Replacement Heifer Central Sale Informational Meeting	16
Livestock Newsletters	17
Soils, Crops, and Livestock Producer’s Conference	18
Show-Me-Quality Assurance	19
4-H Youth Development	20-21
Financial	22
Faculty and Staff Serving Callaway County	22



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December 5, 2019

Dear county commissioners and friends of MU Extension,

I had the good fortune to catch up with some of you this past fall as I traveled the state to share the University of Missouri's Extension and Engagement vision and plan for the coming years. What a pleasure it is to serve this state we call home.

As you know, we've listened closely to Missourians' needs, restructuring our faculty and program delivery to better serve people and communities. With this reset nearly complete, we're better positioned to work together to strengthen our state's economy, increase Missourians' access to meaningful education and workforce development options, and improve our citizens' health and well-being.

MU Chancellor Alex Cartwright often calls us the *University for Missouri*. In very real terms this means that MU Extension is leading efforts to connect the university's powerful research, knowledge and science-based information with our state's diverse needs and local efforts to address them.

Whether you're a farmer researching the latest profitable grazing practices, a 4-H leader developing after-school robotics programs with local schools, or a community leader helping people formerly addicted to opioids return to productive work, you deserve the very best MU Extension and university engagement efforts have to give. As a comprehensive university, we can be uniquely responsive. We have schools of medicine, nursing and health professions, for instance, to support health care in rural communities, a law school clinic that helps veterans qualify for the benefits they deserve. MU education students become the teachers who enrich children's lives in nearly every school district in the state. We are here for you and with you.

Together, we can make lasting impacts. That's why in this new year we are focused on growing and leveraging local partnerships, expertise and resources. With 110 of 115 county engagement specialist positions filled — and renewed focus on responsive program development — we are ready to go.

As the first public university west of the Mississippi River, our land-grant roots run deep through Missouri's heritage and history. They help chart our future, too: What can we do to make our state better? How can we think and do different?

I know you will be proud to see your own communities' successes in the pages of this year's county annual report. On behalf of all of us at MU Extension, I look forward to your thoughts on how we can best lead, serve and grow through the year ahead.

Sincerely,

A handwritten signature in black ink that reads 'Marshall Stewart'. The signature is written in a cursive style with a long horizontal flourish extending to the right.

Marshall Stewart

Area Agricultural Lender Seminars

Presenter Names — Darla Campbell, Joe Koenen, Karisha Devlin, Mary Sobba



Seventy-five lenders, from twenty-two Missouri counties, attended seminars in the Northeast and Central parts of Missouri in Mexico, Kirksville and Hannibal this fall. Four participants were from Callaway County. Topics for the seminars were Crop Insurance in 2020, Agricultural Labor Issues, Resources for Handling Family and Financial Stress, Industrial Hemp in Missouri, Crop & Livestock Outlook, Macro-economics, Tax Law Changes, and Land Values & Rents. Lenders received the 2020 Missouri Farm Financial Outlook book, which included budgets for all major crop and livestock enterprises in the state.

The lenders in attendance manage 2,545 loans totaling \$254,837,500. By attending University of Missouri's Agricultural Lenders' seminars, lenders are able to help their clients make better decisions based on risk management tools, budgets, and other resources provided. This benefits their portfolio of producers and landowners by an increased understanding of enterprise budgets and cash flow affecting families and businesses' financial health. This is especially important with the downturn in the agricultural economy as both crop and livestock producers expect lower incomes, continued high input costs, challenging marketing decisions, and adapting to a new farm bill



MU Extension Tax Schools

Specialists — Mary Sobba



During 2019, University of Missouri Extension Agriculture Economics Department and Regional Agriculture Business Specialists worked together to coordinate two summer and six fall tax schools. The schools were designed for those who prepare taxes including: enrolled agents, tax preparers, CPA's, individuals, and attorneys.

The training included updates on tax cuts, jobs act legislation, rulings and cases, individual taxpayer issues, agricultural and natural resources topics, IRS rules and regulations, business issues, retirement issues, cybersecurity, limited liability companies, trusts and estates, religious organization tax issues, and ethics. The schools were approved for 8 hours of continuing education credit by the IRS, Missouri Bar, and Certified Financial Planners (CFP) continuing education. Total continuing education hours reported to IRS for the schools was 2,955 hours.

The 2019 school attendance totaled four hundred twenty-eight people. The schools were held in Cape Girardeau, Columbia, St. Joseph, and Springfield. The participants were from all over Missouri. There were two participants from Callaway County.

The teaching teams included a CPA, former IRS employee, an IRS Certified Retired Agriculture Economics Professor, an attorney, and a Regional Extension Agriculture Business Specialist.

The trainings received positive evaluations and planning is underway to offer additional trainings in 2020. Local county residents benefit when local tax preparers have the opportunity to gain knowledge which benefits their clients and communities. The schools are a program of the agriculture business and policy program of MU Extension, coordinated by Mary Sobba and a team of Agriculture Business Specialists.



Family Nutrition Program

Specialists—Teresa DeFord Petefish , Heather Warren



The Family Nutrition Program (FNP) brought \$9,595,006.00 in federal funds to the state of Missouri. These funds were used to provide nutrition education to 897,375 Supplemental Nutrition Assistance Program (SNAP) recipients and eligible citizens of Missouri. There were 3,283,220 educational contacts. This year we had 2,578,418 indirect educational contacts. Indirect contacts are reached through newsletters, health fairs, food pantries and the Show Me Nutrition help line.

Participants in FNP become more aware of nutrition, make healthier meal and snack choices, eat breakfast more often, are more willing to try new foods, increase their physical activity and in general make healthier food choices. 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. Our Nutrition Program Associates (NPAs) are also continuing to provide information about the SNAP benefits program and offer assistance with SNAP applications.

Locally, in Callaway County, 793 Youth and 7,139 Adult contacts were made for a total of 7,932 contacts. The following is a list of the locations where participants were served in Callaway County:

Schools

Agencies

Auxvasse Elementary	Fulton Housing Authority
New Bloomfield Elementary	Rock Tree Apartments
Williamsburg Elementary	Serve, Inc.

this success story demonstrating local impact:

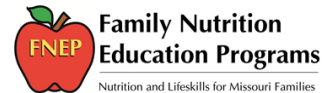
“I am currently teaching a series of Eat Smart Live Strong classes at a Senior Housing facility in Fulton. Over the years, the participants have shared success stories about lifestyle changes they have made. One participant has increased her daily exercise by 15 minutes a day. One participant is measuring her fruits and vegetables to make sure she is getting the proper amount every day. This is a dedicated group that show up for every class, and they are truly healthier because they are applying the information to their everyday lives.”

We look forward in 2020 to more programming opportunities and continued progress in helping to improve the lives of Missouri families.

Thank you,

Teresa DeFord Petefish

East Central FNEP Coordinator



In addition to the numbers, Heather Warren shared

Farm, Family & Me— Summit for Women

Specialists — Karisha Devlin, Wesley Tucker, Mary Sobba



There were 54 participants and out of those participating 1 was from Callaway County. The participant learned about risk management topics, particularly marketing and production were the focus of the two-day conferences. Knowledgeable instructors/speakers led sessions on crop insurance 101, rainfall index insurance: pasture, rangeland, and forage (PRF), livestock insurance, crop and livestock marketing, retirement planning, communicating in the family business, estate planning, electric fencing tips, farm bill update, designing a flexible grazing system, and farm financial management. At the end of the two day session the participants were asked the following questions:

What actions they plan to take with the information they learned. The actions listed included: begin, review, or change my estate & succession plan, follow markets for crop & livestock, visit with my crop, pasture, and livestock insurance agents, read materials, and share information with others. The percentage of survey respondents for each action are listed below.

- 46% plan to begin, review, or change estate & succession plan
- 50% plan to follow markets for crop & livestock
- 31% plan to visit with crop, pasture, or livestock insurance agents

- 75% plan to read materials
- 84% plan to share information with others

Participants were asked about their increase in knowledge and understanding of marketing and production topics as a result of attending this conference. The percentage of survey respondents for the risk management areas of marketing and production are listed below.

- 34% said yes to an increase in knowledge or crop insurance, rainfall index insurance, and livestock insurance has increased
- 66% said yes to an increase in understanding of marketing terminology
- 66% said yes to an increase in understanding of marketing tools

The result of this survey indicated that support the University of Missouri Extension Women in Agriculture programs help farm women participating in educational activities become better decision makers and business partners empowering them to respond to the challenges of farming and leading to increased farm profitability. Missouri citizens benefit from a more vibrant and sustainable rural economy and greater food security.



Living a Healthy Life with Chronic Conditions

Specialist— Lynda Zimmerman, Liz Harrison



Sixty percent of U.S. adults have at least one chronic condition, while more than 40% have two or more conditions. Individuals with chronic conditions such as arthritis, asthma, diabetes, heart disease, stroke, osteoporosis and others often struggle with the daily effort required to manage their health. They also have difficulty dealing with the physical and psychological problems that frequently co-occur with a chronic condition.

Living a Health Life with Chronic Conditions is a 6-week program that teaches individuals and families how to manage chronic medical conditions by increasing self-efficacy (confidence) and improving health behaviors. Topics covered include: exercise, symptom management, nutrition, getting proper rest, community resources, using medications appropriately, dealing with fear, anger, and depression, communicating with family, friends, and healthcare professionals, problem-solving, and decision-making.

In 2019, 19 adults participated in this program in Fulton; 11 (58%) completed four or more of the six sessions. Lynda Zimmerman and Liz Harrison, MU Extension county engagement specialists in nutrition and health, taught the program.

Evaluations completed by 10 participants following the last session showed:

100% rated their knowledge skills or understanding “a lot” or “a great deal” after the program, whereas only 20% felt they were at this high level at the start

100% felt more confident in managing their chronic condition

100% learned new techniques they will use to manage their chronic condition

Participant comments about the program were positive, including:

- This class saved me from tumbling into a depression.
- I’ve gained confidence enough to try things I haven’t tried in a long time.
- I see myself sticking with a number of things I’ve tried here.
- I have enjoyed the instructors. They were extremely helpful with their knowledge.
- Excellent program to get started achieving goals.

Chronic Disease Self-Management Education (CDSME) programs provide older adults and adults with disabilities with education and tools to help them better manage chronic conditions such as diabetes, heart disease, arthritis, chronic pain, and depression. People who manage their chronic conditions better are less likely to need major medical care, which will help reduce the personal and societal burden of chronic diseases



Living a Healthy Life with Diabetes

Specialist— Lynda Zimmerman, Robin Gammon



More than 30 million Americans have diabetes, and one in four of them don't know they have it. Diabetes education provides the knowledge and skills needed to make decisions about self-care to keep blood glucose within a healthy range and control other risk factors including elevated blood pressure and blood lipids. Individuals with diabetes often struggle with the daily effort required to manage their health. They also have difficulty dealing with other physical and psychological problems that frequently co-occur with a chronic condition.

Living a Healthy Life with Diabetes teaches participants how to better manage type 2 diabetes and pre-diabetes. The program consists of six weekly two-hour sessions. Topics covered include: exercise, symptom management, nutrition, getting proper rest, community resources, using medications appropriately, dealing with fear, anger and depression, communicating with family, friends and health professionals, problem-solving, decision-making, and delaying complications.

In 2019, 20 adults participated in this program in Fulton; 45% completed four or more of the six sessions. Lynda Zimmerman and Robin Gammon, MU Extension county engagement specialists in nutrition and health, taught the program.

Evaluations completed by six participants following the last session showed:

100% would recommend the program to someone else

100% felt more confident in their ability to take care of diabetes

100% were better able to deal with problems caused by diabetes

100% had greater independence and ability to carry out routine daily activities

67% improved physical symptoms caused by diabetes

67% improved emotional distress (i.e., depression) caused by diabetes

100% learned new information or changed a behavior as a result of the course

Participant comments about the program were positive, including:

This can be life changing!

I feel like my diabetes is now manageable.

This has given me a better understanding of how to be healthier.

Thank you Lynda and Liz for great facilitation!

Maintaining healthy blood glucose levels and other recommended self-care practices can delay or prevent long-term complications in individuals who have diabetes, including diseases of the heart, kidney, eyes, and nerves. With fewer complications, people with diabetes are less likely to need major medical care, which results in financial benefits for families, employers and the health care industry.



Cooking Matters

Specialist— Lynda Zimmerman



Learning to make quick, healthy and affordable meals for their families was among the accomplishments named by women in a probation and parole program after completing a Cooking Matters course.

The women were residents at the Fulton Community Supervision Center (CSC) that reopened in February 2019 as an all-female facility in order to address the increasing population of incarcerated women in Missouri. The CSC staff help these women change their lives by using gender-responsive and trauma-informed techniques that better serve them, and by focusing on life skills that are lacking. Each woman goes through a four-phase program to meet her personal needs, including employment-readiness preparations, on-site substance abuse disorder services, cognitive interventions, housing plans, and family reunification. Developing the necessary life skills post-incarceration is a critical component for keeping the women out of prison.

Cooking Matters is a 6-week course that teaches life skills in nutrition and meal preparation. The program engages participants with hands-on nutrition and culinary activities, on topics ranging from meal planning to comparison shopping and safe food handling. Nutrition lessons are based on MyPlate and the Dietary Guidelines for Americans, and the featured recipes call for relatively low-cost ingredients.

Thirty-one women participated in the Cooking Matters program in 2019. The program was a partnership between the Fulton CSC, Central Christian Church and MU Extension. County Engagement Specialists in Nu-

trition and Health Lynda Zimmerman and Tyler Hall taught the courses, with assistance from Nutrition Program Associate Heather Warren.

Surveys completed by 23 participants at the last session showed the majority learned new skills for cooking and eating healthier. Specifically, participants made positive behavior changes such as:

- Choosing low or fat free dairy (26%) and whole grain products (35%)

- Planning meals ahead of time (26%)

- Adjusting meals to be more healthy (26%)

- Using the “Nutrition Facts” on food labels (26%)

The participants’ comments also reflected changes they made, as well as increased self-efficacy in making healthy choices. One participant shared, “It has helped me to see that healthy food can taste good.”

Cooking Matters helps families and individuals who have limited resources learn to cook delicious, affordable meals and use nutrition information to make healthier choices. Encouraging these healthful behaviors may reduce health care costs by helping prevent chronic health conditions during a person’s life span, as well as reducing food costs.



Cooking Matters at the Store

Specialist— Lynda Zimmerman



Experienced shoppers often have acquired strategies to save money. However, inexpensive foods are often high in fat, sodium, sugar and calories. Many people need help to choose foods with the highest nutritional value on a budget.

Cooking Matters at the Store is a guided grocery store tour that teaches participants to shop smarter and use nutrition information to make healthier choices. In small groups of eight or less, participants learn skills to compare foods for best cost and nutrition. Topics include. Comparing unit prices, buying foods in season, and other strategies for stretching food dollars. The tour provides practice in reading food labels to locate sodium, sugar, and whole grains in foods. Participants also take home a booklet with shopping tips and \$10 of groceries to make a well-balanced, healthful meal.

In 2019, 15 residents of Rocktree Apartments participated in tours held at Moser's Foods in Fulton. Lynda Zimmerman, county engagement specialist in nutrition and health, led the tours.

Based on the results of a survey at the end of the tour, on their next shopping trip participants are likely to:

- Compare unit prices to find the best deals (87%)
- Read ingredient lists to find whole grains (86%)

- Compare food labels to make healthy choices (86%)
- Buy fruits and vegetables in all forms—fresh, frozen and canned (86%)

Participants provided examples of new ideas learned, including:

- How to look for the amount of sugar and sodium
- Compare prices with fresh, frozen and canned food
- About frozen and fresh vegetables—always thought fresh was better

The Cooking Matters at the Store tour helps families and individuals who have limited resources learn to choose foods with the highest nutritional value within their budget. Encouraging these healthful behaviors may reduce health care costs by helping prevent chronic health conditions during a person's life span, as well as reducing food costs.



Private Pesticide Applicator Training

Field Specialist— Rusty Lee

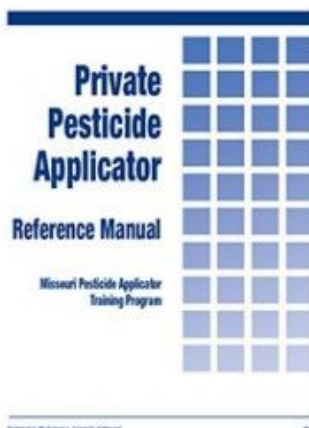
Twenty-four Callaway County citizens participated in the Private Pesticide Applicator Training facilitated by Rusty Lee, Field Specialist in Agronomy. This 2.5 hour program gave a collective learning total of 60 education hours.

Upon completion of the training, participants were able to: Recognize the need to correctly identify pest organisms prior to choosing a pest management strategy. Understand the concept of economic thresholds and economic injury levels when making pest management decisions and possess a basic understanding of biological control and other non-chemical methods of pest management. Better understand the format and information provided on pesticide labels. Recognize the importance of using label information in all phases of application. Realize the importance of having a Material Safety Data Sheet, and other materials available when applying pesticides.

This class also, overviewed the need for proper selection and use of protective clothing and safety equipment; with the importance of the “Restricted Use Pesticide (RUP) designation for certain

pesticides and considered environmental impacts when selecting a pesticide for use and the impact of pesticides on water sources when applying a pesticide. The need and procedure to develop an emergency plan (fire, storm, flood, other) with local emergency officials was also reviewed during this training.

This program makes Callaway County and Missouri better because it enables farmers to meet the legal requirements mandated by the Environmental Protection Agency and the Missouri Department of Agriculture’s Bureau for Pesticide Control on the safe and proper use of agricultural pesticides on their farmlands, which includes restricted-use pesticides (RUPs). This enables farmers to meet society’s demands for lessening agriculture’s environmental impact.



MU Soil Lab Fertility Test Samples

Field Specialist— Rusty Lee

Callaway County submitted 184 of the 12,067 samples submitted state-wide to the MU Soil Lab Testing Services. The test results and recommendations of fertilizer applications were mailed to the customers that had submitted their samples. Follow-up consultations were provided by Field Specialist in Agronomy, Rusty Lee, as customers needed additional assistance interpreting the results and recommendations.

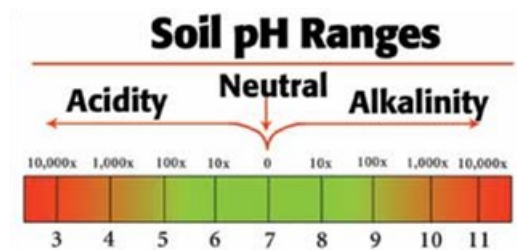
Increases in grain yield and forage tonnage are expected when elements of fertility are deemed required.

28% required lime for pH corrections.

86% required Phosphorus additions.

82% required Potassium additions.

This enable Callaway County farmers to manage their soil fertility by letting them knowing current levels and which element(s) is needed to generate a return on investment. It also promotes farm sustainability by keeping land productivity at a high level. While reduces unnecessary expenses of the applying costly fertilizer at a level above what can be utilized. It will also help reduces environmental impact from the off-target movement associated with over-application.



DIY Ration Balancing

Field Specialists— Anita Ellis, Dr. Eric Bailey, Rusty Lee



This brief Beef Cattle meeting addressed Basics in Nutrient Considerations, Do It Yourself Ration Balancing methods and Forage Considerations in order to determine what type of supplement/ration should be provided. There was one participant from Callaway County in the three hour meeting.

They listened to presentation

Anita Ellis on Back to the Basics: Nutrient Considerations. Dr. Eric Bailey DIY Ration Balancing to give participants in depth and applicable knowledge to develop their own ration for their beef cattle.

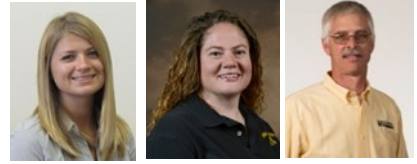
Rusty Lee presented Forage Considerations; this is important as the quality or quantity of a particular forage will determine what type of supplement/ration you provide.

Participants took part in discussion of how to specifically apply these ration balancing methods to their operation. This makes Callaway County and Missouri Better by learning in depth and applicable knowledge to develop their own ration for their beef cattle. As well as basic math formulas and tools used to make a balancing a ration. They also learned of additional feed sources, feeding techniques, as well as further resources.



Mid-Missouri Grazing Conference

Field Specialists— Anita Ellis, Heather Conrow, Gene Schmitz, Rusty Lee



Attendance based on evaluations for the Mid-Missouri Grazing Conference was 49, representing 17 counties. Of these participants, two were from Callaway for this 6 hour program.

When you support University of Missouri Extension conferences, such as the Mid-Missouri Grazing Conference, producers are provided the opportunity to gain hands on experience with tools and technologies, which may increase the profitability of their operations. This in turn benefits the county as well as the state of Missouri.

Based on the extensive program exit survey, the following were the percent increases of understanding for the following areas of focus for the program:

Selecting genetics for the environment: 37%

Multi-Species Grazing: 37%

Stocker vs. Cow/Calf: 25%

Weed ID: 31%

Mineral Supplementation: 25%

Soil Testing & Interpretation: 24%

Holistic Grazing Management: 30%

Also, respondents indicated they intend to make the following changes based on information learned at the conference:

Do a lot more reading to increase knowledge base
Soil test more regularly and try to minimize input into current cow/calf operation, transition to a grazing system, address the mineral feeding program, and integrate some of the HHGM into management



Mid-Missouri Grazing Conference



Show-Me-Select Replacement Heifer Central Sale Informational Meeting

Field Specialist– Anita Ellis



This was an informational meeting about the Show-Me-Select (SMS) Replacement Heifer Program. Further discussion explained a plan to begin a sale for the SMS Central region at the South Central Regional Stockyard sale barn in Vienna, MO. This meeting was held at the sale barn and dinner was provided. Over 70 participants were present. Jordan Thomas presented “Why and How of Development.”, Zac Erwin, described current efforts of beginning and maintaining a Show Me Select Heifer Sale, Dr. Eric Bailey, MU Extension nutritionist, gave feeding tips, Anita Ellis discussed a potential plan and how the set up to a sale in the Central region would work and coordinated the event. At this meeting two consignors from Callaway County participation in a three hour workshop.

Participants learn about the importance of this program and learned about the timeline necessary to participate. They learned that this program helps

make better management decisions based on results found during the pre-breeding exam. Analyzing data from SMS sales show that Show-Me-Select tagged heifers realize an increase in value. Participants asked questions specific to their operation and how they can participate in this upcoming sale. This can make Callaway County and Missouri better because producers can use research based tools and methods to develop their replacement heifers and lower overall costs.

This meeting also provides Extension networking opportunities to get to know whom to contact. A place to market these animals will benefit both buyers and sellers. Focus is put on increasing marketing opportunities and adding value to Missouri-raised heifers with the creation of reliable sources of quality replacement heifers in terms of genetics and management.



Livestock Newsletters

Field Specialist– Anita Ellis



A bimonthly newsletter was sent out to livestock producers that signed up for update on current livestock issues, basic topics on multiple species, and local livestock events. Producers were given the option to be email/ mailing list at events or could view on online version on their local Extension website. As a result, this was a reliable source of what was going on in their area.

The subscribers learned about:

Upcoming events

Beef cattle, Sheep, Horse, etc. basics

Hot topics such as nitrate toxicity this summer

Show Me Select Sale summaries

Extension
University of Missouri

January/February 2020

LIVESTOCK NEWSLETTER

ANITA ELLIS, LIVESTOCK SPECIALIST, SERVING COLLAWAY, COOK, CASBORADE, WARREN, MONTICELLO, OSAGE, & WARREN COUNTIES
5802 County Road 202, Potosi, MO 63450-0729 anella@missouri.edu

Frost Seeding Clover to Pasture

Many livestock producers are well versed in the benefits of having an ample mix of clover in their pastures. Clovers are legumes, which are a forage that is high in crude protein, and has the ability to fix nitrogen into the soil. In addition, a mixed cool season grass-clover seed mixture can offset the negative characteristics of each type of forage. For example, clover legumes can dilute the negative effects of frost toxicities while cool season grasses will reduce incidence of bloat as associated with a pure clover stand.

Legumes start their growth later in the spring and grow longer into the summer than cool season grass. There's a typical "clump" in the middle of summer for most cool season grasses, that legumes can somewhat "fill in the clump" because of a tap root allowing it to draw moisture from deeper in the soil.

Several varieties most available in Missouri include Medium Red Clover, White Clover, Albino Clover, and Kentucky Bluegrass such as Korean Lespedeza.

The most common way to seed clover is to frost seed in February or March. You can broadcast seed on pastures or hay fields that are shorter due to grazing or mowing. This later timing and timing of the ground weeds the seed into the soil. It is best to drill seed in late spring or summer (personal) to ensure good seed to soil contact. However, for most hospitable varieties (including Kentucky bluegrass) it is an annual, broadcast or drill from March to April and not in the fall. If clover has not been established successfully, seed with the appropriate bacteria (Rhizobium) to assure nitrogen production.

For seeding rates, timelines and information on specific varieties check out these publications on <https://extension.missouri.edu> (p515 and p4652) or ask your local Extension Agronomy Specialist.

MO Beef for MO Kids Program

If you're a member of the Cattlemen's Association, no doubt, you've probably heard of this program: MO Beef for MO Kids. This has become a statewide program by the MO Beef Industry Council to increase the amount of beef served in schools, inform students where their food comes from, and to promote agriculture as well as locally sourced beef.

Specifically, for the Callaway-Montgomery Chapter, they have set a goal of six cull cows to be donated per year. Producers who donate a cull cow are recognized by having a poster that highlights their operation in all four North Callaway Schools; this generous donation is also counted as a charitable contribution.

If you have further questions or are interested in donating in this particular area, call Carrie Bryant (573-489-4722) or Kristin Beane (636-299-7706).

Fall Show-Me-Select Sale Summaries

Below is the sale summary of the 2019 Fall Show-Me-Select Replacement Heifer sale. These do not include the price differences of Tier I and II, Show-Me Plus, or any other variables.

Stay on the lookout for the upcoming Spring Show-Me-Select Heifer sale in May and June; this includes the new Central Region Sale at the South Central Regional Stockyards in Vikarna, MO.

Show-Me-Select Fall Sale	Date	# of Lots	Average \$
Jenkin	11/21/19	190	1,472
Kingsville	11/22/19	110	1,811
Kingsville	11/30/19	231	1,768
Fruitland	12/07/19	64	1,651
Farmington	12/13/19	112	1,694
Potosi (10R1)	12/14/19	229	2,017

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Soils, Crops, and Livestock Producer's Conference

Field Specialists— Anita Ellis, Dr. Jordan Thomas, Charlie Ellis, Mary Sobba, Christal Huber Rusty Lee



There were 12 participants, eight were from Callaway County. Participants learned about converting a year round breeding program into a more fine-tuned and planned event. An example was presented in order to showcase how feasible it is. The breeding barn that is located in Callaway County was demonstrated to show a portable facility for those operations that may not have one. Dr. Jordan Thomas presented Fine Tuning and Converting Your Beef Cattle Breeding Program and Anita Ellis demonstrated the Quiet A.I. Facilities or Portable Breeding Barn.

Local support includes these partners: USDA/ NRCS, Callaway County SWCD; Farm Service Agency; Hatton Vermeer Sales; Lauf Equipment; MFA AgriServices; Missouri Department of Conservation; Henderson Implement; Twillman Feed. Brinker Farms, Callaway Bank, Callaway Electric, MFA Propane, Central Bank, Cranes, Coldwell Bank, FCS, Bar C, Jack Harrison, Kingdom Feed, Merten's Construction, United Security Bank, Dr. Carr, DVM, Central Crop, Callaway Livestock Center, C&R, Moser's, and Tractor Supply.



Show-Me-Quality Assurance

Field Specialists— Anita Ellis, Sarah Rohrbach, Christal Huber



In Callaway County, 28 learners participated in Show-Me-Quality Assurance trainings

What and why of quality assurance—Quality Assurance is a promise to our consumers that we are doing everything we can to provide a safe food product. Everyone is responsible for quality assurance from the producer all the way to the consumer. This includes the youth that care for their animal projects for local county fairs.

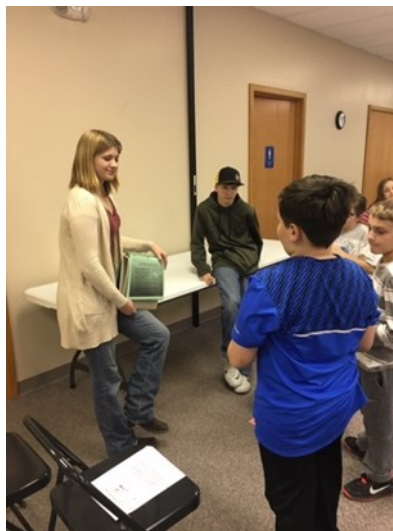
Some activities included:

Administering injections, residues and withdrawal times, medication labels, antibiotics, VCPR (veterinary client patient relationship), six pillars of character, and more.

Youth participants are better equipped with the knowledge needed to produce a safe food product.

They provide a positive representation to the public regarding animal welfare and produce a safe, high quality meat product.

These young livestock exhibitors represent to people who are not well acquainted with agriculture where their food originates. In some cases, providing the only contact the public has with agriculture through the fair setting. This program has allowed the industry to maintain open markets for show animals to be processed. Overall, the number of positive drug residue tests in show animals has decreased



4-H Youth Development

Specialists — Christal Huber, Sarah Rohrbach



A community of 196 youth building life skills, contributing to their community and becoming college and career ready.

Findings from a 2019 evaluation study reveals that Missouri 4-H:

Develops Leadership

70% of the Missouri 4-H'ers surveyed said they are comfortable speaking up in a group.

79% reported feeling comfortable being a leader.

90% said they look for ways to involve all members of a group.

83% said they stop to think about their choices when making a decision.

84% said they help others reach their goals.

Builds Initiative

89% of Missouri 4-H'ers surveyed said they are willing to try something they might get wrong.

90% said they keep trying until they reach their goals.

93% said they try to learn from their mistakes.

95% said they are willing to work hard on something difficult.

96% reported that they like to learn new things.

Builds Connections for a Bright Future

91% said they like to learn about people who are different from them, and get along.

90% said they think about others feelings before they say something.

96% said they treat others the way they want to be treated.

98% said they show respect for others ideas.



4-H Youth Development

Specialists — Christal Huber, Sarah Rohrbach



4-H'ers are twice as likely to go to college compared to their non 4-H peers and they tend to pursue careers in STEM fields (Lerner & Lerner, 2011). In 2019 Missouri 4-H connected more than 4,628 young people to University of Missouri campuses. Being on campus is a predictor of youth going onto higher education (Dalton & St. John, 2016).

Youth who earn a bachelor's degree increase annual earnings by \$2 million over their lifetime (U.S. News and World Report, 2011). If 50% of the Callaway County youth participating in 4-H events on a college campus receive a Bachelor's degree, 4-H would help young people acquire \$196,000 more in lifetime earnings. *An example - 25 youth X 0.50 X @\$2,000,000 = \$25 million) more of lifetime earnings.*

4-H also prepares youth for the work place. Youth must be prepared to live and work in a world we cannot completely envision – competing for jobs that do not yet exist, using technologies that have not yet been invented to solve problems that have yet to be identified. 4-H is the only youth development program with direct access to technological advances in agriculture, life sciences, engineering, learning technologies, and social sciences from the university system. This brings relevant science content and hands-on learning that helps youth thrive (Arnold, Bourdeau, & Nott, 2013). In Callaway County, 196 were engaged in science related projects and experiences.

Callaway 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 computers, science, and arts to animal science, and healthy living. Clubs also involve youth in community service, camping and educational trips.

4-H SPIN and special-interest programs

4-H participants = 21

Callaway County 4-H SPIN and special-interest clubs and programs include community partnerships and events, day camps and other educational activities.

4-H school programs

4-H participants = 290

Callaway County 4-H school programs are educational experiences that supplement learning in the classroom. Teachers, 4-H volunteers or 4-H staff lead these activities. The most popular 4-H school program in Callaway County is chick hatching. 507 kids from Callaway County participated in 2019.

4-H members are supported by 102 youth and adult volunteers

Time valued at \$ < 102 x hours x \$25.43 per hour >

Volunteers are the core of the 4-H Program. They help to create, support and deliver educational programs and experiences. Missouri 4-H volunteers report contributing on average 100 hours per year to the program. Valuing their time at \$25.43 per hour. (More importantly, these individuals serve as role models and mentors for youth.

This year we started a few new programs. We started a Livestock Judging event at our local fair. In preparation for this, we had two teams participate in the Missouri Youth Grading and Judging Contest and Clinic in March. Callaway County won Reserve Champion at this event. We started a Get Healthy SPIN group which ran/walk together for 8 weeks to get ready for a 5K 4-H Fun/Run. The Art on the Move van also came to town to One Canoe Two in Fulton in May which showed our 4-H Arts and Crafts members how 4-H skills can develop into life long careers.

Focus on Kids

Specialists — Dave Hilleman



Focus on Kids provides divorcing and separated parents with information to make divorce successful for the children by helping parents learn co-parenting skills and understand how to help the children cope with the big change in their life. In Callaway County there were 92 parents affecting more than 102 children age 18 and under

Program evaluations indicate that participating in the Focus on Kids can reduce the level of conflict between parents and therefore reduce the level of stress on children. Parents learn how to nurture and support their children during and after separation and divorce, which leads to more children being raised in a healthy, low-conflict environment. This benefits other community members by reducing the need for community health services for children.

One-year follow-up surveys indicate that nearly 75% of former FOK participants report the program as being helpful and worthwhile, still credit the program as increasing their knowledge and usage of positive co-parenting behaviors, and reported significant reductions in co-parenting conflict.

The Circuit Court contracts with MU Extension to provide the program for divorcing or separating parents with minor age children, never married parents involving custody of a minor age child, and divorced parents seeking a motion to modify a parenting plan. More information about the program can be found by visiting <https://extension2.missouri.edu/programs/focus-on-kids>

Evaluation data from parents indicated the class helped parents better understand the affect divorce had on their children, and the benefits that could be gained if the two parents can cooperate in co-parenting after the divorce. Parents indicated that after taking the class they were more likely to:

“search for the positive in my child’s other parent and point this out to my child.”

“be more positive and upbeat when talking to my co-parent in front of my child.”

“treat my child’s other parent like a valued member of a team.”

“help make transitions between households go smoothly.”

“avoid discussing child support or other money matters in front of my child.”

“reassure my child that conflict and the break up was not their fault.”

“consistently encourage my child to have a positive relationship with the other parent.”

“discuss issues with my co-parent, and come to an agreement, before making important decisions regarding my child.”

They were less likely to “criticize my child’s other parent in front of my child.”

Comments from participants who attended a Focus on Kids class included:

Learning about how to help my child cope with the divorce and

how to handle situations with ex-spouse will make this situation much better for our children.

The program helped me understand the way children think and feel during divorce.

Pointing out that the other parent is important and a child deserves a relationship with both.

It was nice having it put into perspective. I didn't feel alone for the first time through this whole process.

I really enjoyed and needed this class. I am grateful for the opportunity to be here and learn so much to help me and my kids through this.

Great class, I recommend to all parents.

Every person who has a child should take a variation of this class.

Communication is something I picked up. The program would have been helpful knowing before divorce came up. Me and my spouse might not be here today!

Learning how to communicate appropriately with the other parent and how to protect children from disagreements. Truly helps to learn how to raise the children in a healthy environment between co-parents.

The most important part of the Focus on Kids program was understanding how conflicts affect your child.

The program puts the focus on the kids, takes focus off of the personal problems of adults.

When coming to the class I did not think it would benefit me. I thought it was more about needs and how to take care of children. Instead it was about how to cope and work through this process which I really needed!

I was not at all happy about coming to this class. But I was happy to have been here when I left.

It was nice having it put into perspective. I didn't feel alone for the first time through this whole process.

The instructor was very informative and touched on topics in a real world way.

Focus on Kids is coordinated by Dave Hilleman, MU Extension Field Specialist in Human Development. Additional instructors include Maria Polacek, Chantae Alfred and Renee Christensen.

FOCUS
on Kids 

Financial Report Year Ending Dec 31, 2019		
Income		
	Governmental Appropriations	61,000.00
	Gift/Grant/Contracts	9,306.00
	Education, Service Fees/ Resales	11,886.00
Total Income		82,192.00
Expense		
	Office Salaries	46,320.25
	Payroll Expenses	6,619.67
	Travel	1,747.63
	Postage	110.00
	Telephone Service - Local	1,919.52
	Advertising & Marketing	861.50
	Rent/Lease Equipment	2,244.04
	Supplies/Services	8,948.25
	Professional Services	250.00
	Other Contract Services	4,200.00
	Insurance & Bond	468.00
	Miscellaneous	331.56
	Extension Council	199.18
	Program Development	110.00
	Repairs/Maintenance	0.00
	Furniture/Equipment	238.00
Total Expense		74,567.60

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Martha Cowherd– Office Support Assistant
Christal Huber– County Engagement Specialist in 4-H Youth Development

Staff serving Callaway County (based in other counties)

Elizabeth Smith– East Central Regional Director
Rusty Lee– Field Specialist in Agronomy
James Quinn– Field Specialist in Horticulture
Mary Sobba–Field Specialist in Agriculture Business
Heather Warren– Nutrition Program Associate
Kent Shannon– Field Specialist in Agricultural Engineer
Charles Ellis– Field Specialist in Agricultural Engineering
Chris Thompson– Field Specialist in Business Development
Lynda Zimmerman– County Engagement Specialist in Nutrition and Health Development
John Gulick- County Engagement Specialist in Economic Development

County Council Members

Council Chairman– Mike Musgrove
Vice Council Chairman– Cheryl Rohrbach
Council Secretary– Aimee Busalacki
Co-Treasurer– Gary Jungermann
Co- Treasurer– Richard Vaughn
John Braun-Cody Cave
Connie Hale -Hadley Linnenbriger

County Commissioners

Presiding Name– Gary Jungermann
Eastern District– Randall Kleindienst
Western District– Roger Fischer