



UNIVERSITY OF MISSOURI EXTENSION

Linn County

2023

Annual Report

21262 Genoa Rd
Linneus, MO 64653
660-895-5123

**SERVE
MISSOURI.**

**DELIVER
MIZZOU.**



Extension
University of Missouri

an equal opportunity/ADA institution



Office of Extension
and Engagement
University of Missouri

OFFICE OF THE VICE CHANCELLOR
FOR EXTENSION AND ENGAGEMENT
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Columbia, MO 65211
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December 2023

Dear county commissioners and friends of MU Extension and Engagement,

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

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

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

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

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

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

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

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

Sincerely,

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

Who we are

Faculty and staff



Jennifer Allen
Office Support

Connie Clawson
Youth Program Associate

Tracie Moore
Extension Engagement Specialist

Valerie Tate
Field Specialist in Agronomy

Amelia Waddle
Nutrition Program Associate

Zac Erwin
Field Specialist in Livestock

Candace Rodman
Field Specialist in Nutrition & Health

Jennifer Schutter
Field Specialist in Horticulture

Jeremiah Terrell
Field Specialist in Human Development

Michael Krauch
NE Regional Director

Council members

Shawna Shiflett, Chairman

Joel Magnuson, Vice-chairman

Ellen Herring, Secretary

Josh Muck, Treasurer

Kim Carnahan

Rich Crowe

Jennifer Allen

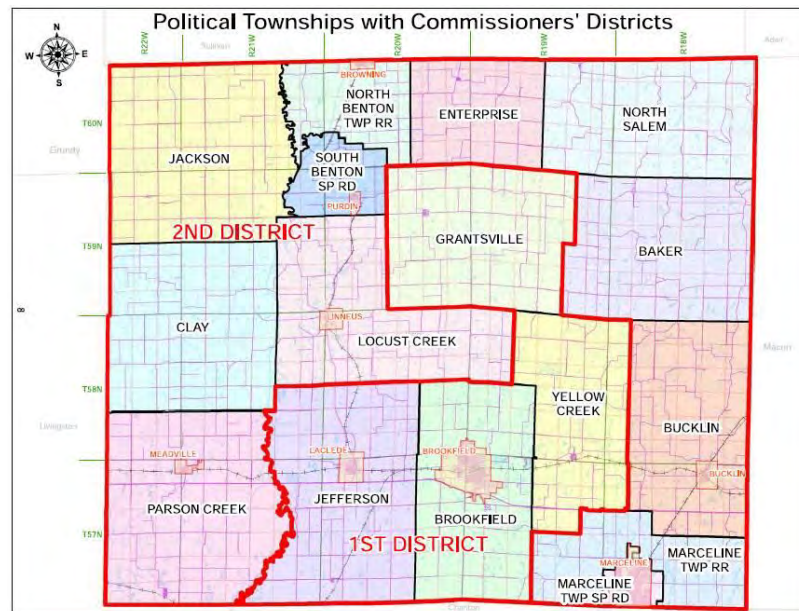
Willie Ewigman

Janean Faux

Mason Kiehl

Burnie Hicks

Eli Allen



County commissioners

Dick King
Presiding Commissioner

Josh Muck
Commissioner

Glen Murrain
Commissioner

Budget and more

Appropriations budget

Income

County Appropriations	40,000
Total Income	40,000

Expenses

Salaries/Benefits	7,104.39
Travel	3,633
Postage	572.24
Telephone	1,218.50
Rent/Lease Equipment	50.00
Program Support	1,750.00
Office Supplies/Service	4,021.51
Insurance	1,450.00
Total Expenses	19,799.64

Linn County Extension Council 4-H Scholarship

The Linn County Extension Council sponsors a scholarship each year to deserving Linn County 4-H seniors. In the past, the award was for those entering any secondary education program; for the second year the council chose to change the criteria to also include those entering a trade, where the purchase of tools, equipment or certain necessary supplies are needed.

2023 - Scholarship Recipients:

Kaycie Jackson - \$1,000.00

Hannah Byers- \$ 500.00

Cassie Rodgers- \$ 250.00

These scholarships are funded by donated items auctioned during the Premium Sale at the annual Linn County Youth Fair.

Linn County State Fair Farm Family

Each year, the Linn County MU Extension, in cooperation with the Missouri Farm Bureau selects a family to represent them at the Missouri State Fair. We select a family actively engaged in agriculture, supporters of MU Extension, active in their community through leadership roles in organizations, support youth in areas such as 4-H and FFA and are respected by their neighbors and community. The Max and Tonja Tiemeyer family was selected to represent Linn County for 2023.



MU Extension is a unique funding partnership.

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

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



Local Support

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

UM System County Impacts

2024 UM Systemwide Impact Data Sheets

Linn County

UM System Statewide Footprint

Economic and Community Development Highlights

- In 2022, Business Development Specialists worked with small businesses and entrepreneurs statewide to create or retain 81,645 jobs.



\$3.1
billion

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

- Between FY17 and FY22, UM System brought Missouri more than \$1.46 billion in federal and private research funds, funded primarily from outside the state, but spent within the state.



In FY23, UM System was issued 33 patents and filed 61 new U.S. patent applications.

- In FY23, the UM System awarded 805 design and construction project contracts throughout Missouri, for a total investment of \$279.2 million in the state.



In FY23, to improve access to medical and health related services, MU Health Care's Missouri Telehealth Network's Show-Me ECHO program provided 18,381 hrs of case-based instruction to 2,938 learners located in 112 of 114 Missouri counties and the city of St. Louis.

Education and Training Provided



41,992 police, fire fighters, and medical professionals attending continuing education (2022)



Agriculture and natural resource programs served 174,692 farmers and related businesses (2022)



311,749 youth and stakeholder educational contacts in 4-H clubs, schools, camps and other programs (2022)



University of Missouri System
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Education Highlights

FY23 Financial Aid Awards

In FY23, 67.3% of the UM System's 80,702 students received financial aid totaling \$973.7 million

MU

27,256

students receiving financial aid

\$536.0M

financial aid awarded

UMKC

11,859

students receiving financial aid

\$217.3M

financial aid awarded

Missouri S&T

6,748

students receiving financial aid

\$117.7M

financial aid awarded

UMSL

8,489

students receiving financial aid

\$102.8M

financial aid awarded



UM System's MOREnet (Missouri Research and Education Network) provides internet connectivity, access, support and training to 58 higher education institutions (230,000 students), 485 K-12 school districts (832,000 students) and 132 public libraries (serving nearly 3 million Missourians) in 2022.

- UM System awarded 50.5% of the 32,098 Bachelor's or higher degrees awarded by Missouri four-year public institutions in 2022-23.
- UM System awarded 36.6% of the 1,935 research doctorates and 26.9% of the 3,593 professional doctorates awarded by Missouri public and not-for-profit private institutions in 2022-23.
- In FY23, UM System's \$37.9 million in National Science Foundation (NSF) grants represented 88.3% of all NSF grants made to Missouri public colleges and universities.
- In 2023, over 10,900 Missourians accessed mobroadband.org, part of the UM System Broadband Initiative which helped the statewide build-out of high-speed internet infrastructure. MU Extension also supported residents in making individual challenges to the FCC that resulted in \$810,000 in additional funding for the state of Missouri.

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

UM System County Impacts

2024 UM Systemwide Impact Data Sheets

Linn County



University of Missouri System
COLUMBIA | KANSAS CITY | ROLLA | ST. LOUIS

UM System Footprint in the county in 2023



FY23 county students

52 students

- 46 Undergraduates
- 6 Graduate and professional students
- 40 Full-time students
- 12 Part-time students
- 10 Pell grant recipients (aid year 2023)



County employees and retirees

31 people employed by UM

- 22 Campuses
- 9 MU Health Care

12 UM retirees and beneficiaries

UM salary and retirement income: \$1.1 million

UM state tax revenue: \$28,853

UM federal tax revenue: \$133,823



County alumni

Selected school alumni

- 23 Nursing
- 25 Health Professions
- 4 Dentistry
- 6 Pharmacy
- 8 Veterinary Medicine
- 102 Agriculture
- 23 Engineering
- 8 Law

Alumni teaching K-12

- 37 teachers
- 18.9% of all district teachers
- 2 principals and administrators
- 16.7% of all district principals and administrators



County breakdown

MU

- 38 students
- 283 alumni
- 21 employees

UMKC

- 4 students
- 34 alumni
- 0 employees

Missouri S&T

- 8 students
- 14 alumni
- 1 employee

UMSL

- 2 students
- 7 alumni
- 0 employees



County properties and offices

Cornett Research Farm
MU Extension in: Linn County



County population: 11,962



County services provided

Health care (FY23)

- 1,588 in-state patients seen at MU Health Care, with \$1.2 million of uncompensated care
- 7 in-state patients seen at UMKC School of Dentistry with a statewide average of \$43.61 per patient in uncompensated care
- MU Health Care's Missouri Telehealth Network recorded 328 visits to 184 patients having ZIP codes associated with the county

Extension (2022)

- 2,274 Total educational contacts from MU Extension to residents of the county, including:
- 553 contacts related to productive farming, better gardening, and managing natural resources
- 1,097 contacts related to healthy eating and aging, strengthening families, personal finance, or youth development
- 624 contacts related to starting businesses, developing community leaders, or renewing the local economy

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

Prepared in December 2023, based on the best available and most recent data. Data Sources include: Missouri Office of Administration • UM IR • MU Institute for Public Policy • Center for Applied Research and Engagement Systems (CARES) • MU • UMKC • Missouri S&T • UMSL • UM System • UM Health Care • MU Extension • US Census Bureau • US Dept. of Health and Human Services • National Science Foundation

Missouri Grand Challenges: Local Solutions



LINN COUNTY

Knowing Missouri's Needs

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

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

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

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



Economic opportunity

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



Educational access and excellence

Increase participation in postsecondary education from 66% to 70%



Health and well-being

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

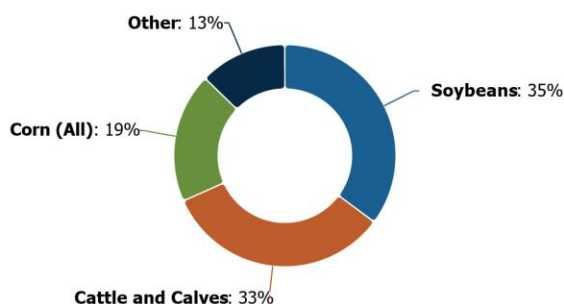
Knowing Local Challenges



CHALLENGE 1: Economic Opportunity: *Agricultural Economics*

Leading Agricultural Products

Total Commodity Sales: \$76,353,000



Data Source: US Department of Agriculture, National Agricultural Statistics Service, [Census of Agriculture](#). 2017.

Net Farm Income

Net farm income (total sales, government payments, and other farm-related income minus total farm expenses) reflects the strength of the local agricultural community and can be an important measure for lenders and policy makers. The report area had a combined net farm income of \$21,802,000 in 2017, an average of \$21,933 per farm. This is below the statewide average farm income of \$29,485.

Report Area	Total Farms	Average Farm Income
Linn	994	\$21,933
Missouri	95,320	\$29,485

Data Source: US Department of Agriculture, National Agricultural Statistics Service, [Census of Agriculture](#). 2017.

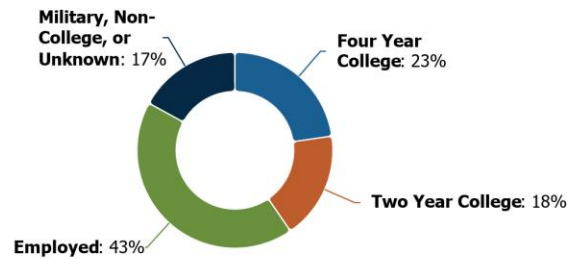
Grand Challenges



CHALLENGE 2: Educational Access and Excellence: *College and Career Readiness*

Post High School Report

The 12-month post-graduation activity of recent high school graduates can inform communities about postsecondary education, career readiness, and characteristics of the future workforce. In 2022, of 141 graduates surveyed in the report area, 32 went to a four-year college, 25 to a two-year college, 60 directly entered the job market. The remaining 24 are reported as in the military, not in college, or unknown.



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



CHALLENGE 3: Healthy Futures: *Healthy Aging*

Fall Injuries

Falls are the leading cause of injury-related fatality and hospitalization among older adults in the United States. Between 2013 and 2015, adults over age 65 in the report area had 633 hospital or emergency room admissions for fall and jump-related injuries. The rate of these injuries was 8,307 per 100,000 population, which is higher than the state rate of 5,396. Falls hospitalizations have improved since the 2001-03 time period when the rate was 8,833.

Rate per 100,000, 2019-2021



Data Source: US Department of Health & Human Services, [Missouri Department of Health & Senior Services](#). 2019-2021.

Primary Care Providers

Older adults make up a historically large percentage of the U.S. population, and meeting the healthcare needs of an aging population can be challenging. In the report area, there are approximately 5 primary care physicians (MDs and DOs) to serve the area's 2,543 residents over the age of 65. The patient-provider ratio in the report area is 509:1, which means there is 1 provider for every 509 older adults. The ratio of adults to providers in the report area is higher than the state average of 242:1, which means there are fewer providers per person in this area.

Ratio (Population to Providers)



Data Source: US Department of Health & Human Services, Health Resources and Services Administration, [HRSA - Area Health Resource File](#). December 2023.

Linn County

Missouri 4-H

Local Impact

4-H Community Clubs

Connie Clawson

Linn County 4-H is a community of 252 youth building life skills, contributing to their community, and becoming college and career ready. One in every five youth under the age of eighteen participated in a MU Extension 4-H Youth Development program in 2023.

4-H programs are grounded in the belief that youth learn best by doing. Through hands-on projects like science, health, agriculture, and civic engagement in a positive environment, youth receive guidance from adult mentors and are encouraged to take on proactive leadership roles. Youth will have the opportunity to concentrate on one focus area, or they can try a variety of programs throughout their 4-H experience. Linn County served youth through 4-H online, six community clubs and After-school 4-H Clubs offering long-term educational experiences in which members learn life skills such as decision making, public speaking, and working with others.

- There were 146 members in the community clubs, SPIN clubs, in-school, and afterschool 4-H clubs in Linn County during the 2022-2023 4-H Year.
- Over 75% of 4-H members were engaged in science related projects and experiences.
- Collectively youth participated in 2,520 hours of community club work in Linn County.
- Over 150 hours of community service projects were completed by 4-H members and volunteers during the 2022-2023 4-H Year.



4-H Volunteers

Connie Clawson

- Linn County 4-H members were supported by 48 enrolled, screened and oriented adult volunteers supporting the development of youth in 2023.
- Volunteers contributed 50 hours to the Linn 4-H program valued at \$76,320. Volunteers participate in development opportunities like project leader training and club leader summits, in addition to ongoing support from MU Extension youth faculty and staff gaining knowledge in how to offer a valuable learning experience for the youth they are working with while maintaining a safe, supportive environment. Volunteers create, support, and are a vital part of the 4-H community. Dedicated volunteers help to organize club meetings, fundraisers and events. They also provide learning opportunities for youth in their projects, teaching life skills and instilling qualities of character like respect and responsibility in members. Adult volunteers serve as mentors for our youth, helping them transition into caring, healthy adults who contribute back to their communities, which is priceless.



Linn County

Missouri 4-H

Local Impact

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

- 65 youth participated in many different events during the 2023 Linn County 4-H Contest Day.
- 8 members participated in the Northeast Region Energizer and 11 members attended the Northeast Region 4-H Round Up.
- 656 exhibits at the 2023 Linn County Fair from 252 4-H members and 35 FFA members.
- Linn County youth exhibited over 224 exhibits in the 4-H Building and livestock shows of the Missouri State Fair.
- 15 state level recognition forms were completed by members. These forms provide members with a vital step in the Experiential Learning Model. Members reflect on the things they have done and learned throughout the 4-H year and how they can apply what they have learned in the upcoming year.
- 11 members participated in the State 4-H Teen Conference, which offered youth a fantastic opportunity to experience being a teen in 4-H. This event provides a safe and enjoyable campus experience where youth can enhance their skills and forge new friendships.
- One delegate represented Linn County at State 4-H Congress. Delegates attended workshops covering diverse areas from science to leadership development that were complemented by experiences at the MU Student Center, social activities, and inspirational speakers. State Congress plays a vital role in helping these teens develop essential life skills, exploring potential career paths, nurturing leadership abilities, and fostering new friendships with peers from across the state.
- 12 youth from Linn County participated in skill development contests on the State level including State Meats Contest, State Livestock Judging, State Horse Judging, State Fashion Revue, State Poultry Day and State Public Speaking. Participation in these events help youth develop confidence, practice decision making and public speaking skills through competitions tied to project areas they are passionate about.
- 8 youth from Linn County participated in the State Shooting events and 3 of those youth represented Missouri on the state teams at the National 4-H Shoot.
- 28 youth participated in MOVE Across Missouri, where youth and adults are encouraged to track physical activity and fitness in their daily life, learning about healthy lifestyles.
- As responsible citizens, we promote generosity and community strengthening through service. 184 meals were donated in Linn County through the 4-H Feeding Missouri Initiative in 2023.

4-H Clubs offer educational experiences where members learn life skills such as decision making, public speaking, and working with others. Members learn by doing under this guidance of adult volunteers, who lead a wide variety of projects that support members in finding their SPARK. Club and project leaders also involve youth and teens in community service, leadership opportunities, and educational trips. 4-H project work and related educational experiences help youth explore interests in citizenship, communication, and leadership.

Linn County members enrolled in a combined total of 926 projects in 2023. The top project areas included:

- Arts and Crafts
- Swine
- Photography
- Beef
- Woodworking



Local Impact

Impacts of 4-H Programming

Connie Clawson

· 4-H prepares youth for the workplace. 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 yet to be identified. 4-H is the only youth development program with direct access to technological advances in agriculture, life sciences, and social sciences from the university system. This brings relevant science content and hands-on learning that helps youth thrive (Arnold, Bourdeau, & Nott, 2013).

· Youth who earn a bachelor's degree increase their annual earnings by \$2 million over their lifetime. (U.S. News and World report, 2011) If 50% of the 256 Linn County youth participating in 4-H events on a college campus receive a Bachelor's degree, 4-H would help young people acquire \$ 256,000,000 more in lifetime earnings.

Linn County 4-H Members: Their Story and Things They Have Learned Through 4-H

Students practice life skills including decision making and responsibility, helping them to develop qualities that will shape their development into adults. Students are provided with the opportunity for a practical

experience that connects with the core subjects of communication arts, math, science, and health. Youth with hands-on experience with science are more likely to pursue science-related careers, which are critical to our county, state, national, and global economy. Students are conscious of the need to practice proper hand washing techniques to prevent the spread of illness and disease. Students also learn compassion and develop an understanding of how to accept individuals with disabilities, as well as how disabilities can be compensated for.

Resources

Arnold, M., Bourdeau, V., & Nott, B. (2013). Measuring science inquiry skills in youth development programs: The Science Process Skills Inventory, *Journal of Youth Development*, 8(1).
Independent Sector (2023). Independent sector releases new value of volunteer time \$31.80 per hour. Retrieved from:

<https://independentsector.org/blog/independent-sector-releases-new-value-of-volunteer-time-of-31-80-per-hour/>
Lerner, R.M., Lerner, J.V. (2011). The positive development of youth: Report of the findings from the first seven years of the *4-H Study of Positive Youth Development*. Retrieved from <http://www.4-h.org/about/youth-development-research/>.

U.S. News and World Report (2011). How Higher Education Affects Lifetime Salary. Retrieved from <https://www.usnews.com/education/best-colleges/articles/2011/08/05/how-higher-education-affects-lifetime-salary>

Findings from a 2021-2022 evaluation study shows that Missouri 4-H:

Missouri 4-H Inspires Kids to Do	Missouri 4-H Grows True Leaders	4-H Builds Leadership and Communication Skills	4-H Builds Social and Emotional Skills
<ul style="list-style-type: none"> • 98% said they are willing to work hard on something difficult. • 91% set personal goals. • 97% said they try to learn from their mistakes. • 98% said they treat others the way they want to be treated. 	<ul style="list-style-type: none"> • 97% said they like to learn about people who are different than them. • 93% said they think about others' feelings before they say something. • 75% reported feeling comfortable being a leader. 	<ul style="list-style-type: none"> • 95% help others reach their goals. • 86% are comfortable speaking in a group. • 99% said they show respect for other's ideas. • 85% can work with someone who made them upset. • 95% Look for ways to involve all members of a group. 	<ul style="list-style-type: none"> • 94% said they keep trying until they reach their goals. • 89% stop to think about their choices when making a decision. • 97% reported that they like to learn new things. • 91% of Missouri 4-H'ers surveyed said they are willing to try something they might get wrong.

Linn County

Agriculture and Environment

Local Impact



Horticulture Consultations

Jennifer Schutter

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

Horticulture Program

Jennifer Schutter

A garden program was presented to the Countryside Federated Garden Club on October 10 in Brookfield. Horticulture specialist, Jennifer Schutter, gave a program on raised bed gardening and agronomy specialist, Valerie Tate, gave a program on weed identification and control. Participants learned how to construct a raised beds, types of raised beds, soil preparation and crops that grow best in them, weed identification, control methods and how to properly use pesticides.

Women in Agriculture

On October 19, two Linn county residents attended the Women in Agriculture program held in Kirksville where they learned about a variety of horticulture topics, trees diseases and environmental issues, estate and succession planning, mental health issues, conservation and farm service agency programs, and more.

Grazing School

Valerie Tate

Management intensive Grazing (MiG) emphasizes controlling harvest of pastures with grazing livestock. Under continuous grazing, livestock are given access to pasture as one unit for the entire grazing season with little or no management intervention. MiG involves dividing large pastures into smaller grazing cells or paddocks. Livestock graze one paddock for a short duration and then move to another paddock. This provides a recovery or rest period for the forage, resulting in increased forage production and an opportunity for legumes to be competitive in a pasture.

Surveys of past participants indicate that implementing MiG increased beef cattle production by 22 percent on the same acres which had been continuously grazed. They reported benefits of increased carrying capacity, more grazing days, less feed and hay used, improved forage quality, less time and labor, increased soil fertility, improved health and conception rates of cattle, and improved ease of handling cattle.

Regional Grazing Schools are taught by MU Extension regional faculty and Missouri's Natural Resources Conservation Service personnel. The schools are three days long and include classroom sessions, field exercises and a visit to a farm using MiG. A Regional Grazing School was held in Linneus September 12-14, 2023. Twenty-four producers attended.



Linn County

Agriculture and Environment

Local Impact



Pesticide Applicator Training

Valerie Tate

The private pesticide applicator license issued by the Missouri Dept of Agriculture is required for producers wanting to purchase and apply restricted use pesticides. Restricted-use pesticides are classified as such because without additional training they pose a risk to people, animals, or the environment.

Agricultural producers needing to obtain or renew certification of this license must take this pesticide safety training every five years. They must be 18 years of age and directly involved in the production of agricultural commodities to obtain this license.

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

During 2023, 32 agricultural producers in Linn County were trained and licensed to purchase and apply restricted use pesticides.

Show-Me-Select Replacement Heifer Program

Zac Erwin

The Show-Me-Select program focuses on increased adoption rate by farmers in Missouri of management practices that offer potential to improve long-term reproductive efficiency of their herds and resulting profitability. Also focusing on increasing marketing opportunities for and adding value to Missouri raised heifers with the creation of reliable sources of quality replacement heifers in terms of genetics and management.

In 2023, 41 heifers were enrolled from Linn County in the Missouri Show-Me-Select Replacement heifer program. Show-Me-Select producers sell heifers in sanctioned Show-Me-Select Heifer Sales held annually at Kirksville Livestock, LLC and F & T Livestock in Palmyra, MO. SMS producers also sell in other public auctions and private treaty. In 2023, 841 Show-Me-Select heifers, totaling \$2,245,873, sold through SMS sales for an average price per head of \$2,670. Analyzing data from these sales show that Show-Me-Select tagged heifers when compared to those that do not carry the Trademarked tag, realize a 274-dollar increase in value. That equates to an added value of \$230,434 returned to participating producers in Northeast Missouri. Several area producers purchased heifers at these sales.



Auctioneer, Dan Sullivan, looks for bidders at the 23rd Annual Harold & Marvis Trump Bred heifer auction, Carthage, IL.

Linn County

Agriculture and Environment

Local Impact

Missouri Farm Lease education provide producers and landlords valuable assistance

Darla Campbell

Forty-three people attended the two farm lease classes held in 2023 offered both online and in-person. Four participants were from Linn County. Topics included current rents and trends, items to include in a lease, terminating a farm lease, crop and livestock share arrangements and flex leases. Additionally, I answered one-on-one questions throughout the year.

The goals of farm lease education include establishing a fair lease for all parties and minimizing disputes on lease issues. Good communication and fair lease arrangements lead to less litigation, better neighbors, and higher productivity

Farmers' Markets Provide Price Data to Support Producers

Darla Campbell

The Missouri Department of Agriculture partnered with University of Missouri Extension to collect farmers' market price data on crops present at Missouri farmers' markets. MU Extension Specialists collected data while providing production, marketing, and financial resources to producers around the state. There was a total of 63 different markets visited in 2023 and 2246 prices collected. The Brookfield farmers' market was included.



Extension Tax Schools

Mary Sobba

University of Missouri Extension ag economics department and ag business specialists worked together to coordinate this year's tax schools. The schools were designed for those who prepare taxes including enrolled agents, tax preparers, CPAs, individuals, and attorneys.

The training included updates on legislation, rulings and cases, individual taxpayer issues, agricultural and natural resources topics, ethics, trusts and estates, agriculture and natural resource tax issues, business tax issues, business entity tax issues, IRS issues, penalties and defenses, form 4797 sales of property, retirement tax issues, like-kind exchange issues. The schools were approved for eight and 16 hours of continuing education credit by the IRS, Missouri Bar and for CFP continuing education. Total continuing education hours reported to IRS for the schools was 3,336 hours.

The trainings received positive evaluations and planning is underway to offer trainings in 2024. Local county residents benefit when local tax preparers have the opportunity to gain knowledge, which benefits their clients and communities. The tax schools are a program of the ag business and policy program of MU Extension, coordinated by Mary Sobba with help from a team of ag business specialists throughout the state.

The 2023 school attendance totaled three hundred twenty-seven people. The participants were from throughout Missouri and two were from Linn County.



Linn County

Agriculture and Environment

Local Impact

Farm Succession Planning Workshops

This past summer MU Extension partnered with Missouri Department of Agriculture (MDA) to offer succession planning for Missouri farm families. The workshops were designed to share tools and resources and to educate participants on the importance of the following four core concepts:

- Navigating family roles and business roles to prevent conflict
- Improving communication within the family farm business
- Sharing farm management decision-making with family during short-term crises
- Organizing a plan to transition farm ownership and management responsibilities to the next generation

A series of five workshops across Missouri reached a total of 177 attendees of this number four were from Linn County. There were four in-person workshops and the fifth class was held online via Zoom.

Participant Feedback

A total of 92 evaluations were returned. Participants were satisfied with the program. All respondents said they would recommend the training workshop to others. On a scale of one to four, with four being very satisfied, the workshops were ranked 3.6 or higher across five satisfaction categories. No participant said they were “not satisfied” with any part of the training.



Agriculture Lender Seminars

Darla Campbell and Mary Sobba

Eighty-three lenders from 25 Missouri counties and Illinois attended this year's seminars in Mexico and Brookfield. Lenders learned about crop and livestock outlook, agriculture policy, rental rates & land values, MU budgets, input costs, USDA Farm Service Agency, and Missouri Agricultural and Small Business Development Authority (MASBDA) programs. Lenders in attendance manage 6,007 farm loans totaling \$115,500,000.

By attending Agricultural Lenders' seminars, lenders gain knowledge to help their clients make better decisions based on objective education and resources. More information and better decisions benefit their portfolio of producers, landowners, and ag-businesses through enhanced understanding of enterprise budgets, market expectations, and other decision influencing factors affecting families' and businesses' financial health.

Garden Talk Newsletter

Jennifer Schutter

Sixty-five people from Linn County receive a hard copy of the Garden Talk newsletter each month. The newsletter provides them with timely gardening tips and information on a variety of horticulture topics. It also includes upcoming horticulture programs and activities. Some residents receive it electronically.

Local Impact

SNAP-Education

Amelia Waddle

The Supplemental Nutrition Assistance Program Education (SNAP-Education or SNAP-Ed) brought \$10,874,798 in federal funds to Missouri. During FY2023, Missouri's SNAP-Ed program reached over 78,000 Missourians through direct classroom education. Each person participated in an average of 6 hours of education totaling over 15,000 hours. In addition, an additional 760,135 persons participated in indirect education. Direct and indirect education resulted in over 1.8 million total contacts with Missourians. A total of 28 participants were from Linn County.

Participants in SNAP-Ed learn the importance of making healthier meals and snack choices, eating breakfast more often, are more willing to try new foods, increase their physical activity, and make healthier food choices. Those who practice healthy eating and are physically active are more likely to contribute to a healthy labor force and enjoy a high quality of life throughout the lifespan.

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

Amelia Waddle, Nutrition Program Associate serving Linn County stated she "recently started my first session of Show Me Nutrition classes. The programming was in the prekindergarten and Kindergarten classes at Bucklin Elementary in Linn County. The students are so excited for each class. It is wonderful helping them learn about healthy eating through our Family Nutrition Education Program classes. I am looking forward to my next programming session".



Bucklin Elementary School, Adventures in Nutrition with Show-Me Chef Kindergarten Class with Amelia Waddle.



Nutrition & Health Field Specialist

Candace Rodman

Strength in Numbers- A 12-month educational program that encouraged participants to set new health goals each month based on topics such as nutritional eating, sleep, and health myths. **180 contacts.**

100 Miles 100 Days- This year's 100 Miles, 100 Days Extension initiative made a significant impact statewide, attracting over 1,300 participants in Missouri, including Linn County. Throughout the 100 days of summer, participants were urged to discover their own enjoyable ways to cover the equivalent of 100 miles. The diverse activities reported ranged from hikes and bike rides to navigating wheelchairs through MO State Parks. Individuals embraced the initiative by strolling through their neighborhoods, fostering active connections with friends and family, and making the most of local parks and pools. **42 contacts.**

Living Well with Diabetes- In this program participants learned how to properly manage their diabetes through tools such as nutrition, sleep, physical activity, and action planning. **18 contacts.**

A Matter of Balance- This class addresses the fear of falling along with learning specific exercises that contribute the fall prevention. **152 contacts.**