

the
Practical Farmer

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Cover: PFI Next Generation Farmer Heather Johnson and her dog Lickie at their farm near Royal. Read more about Heather on page 11.



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Field Day Celebrations

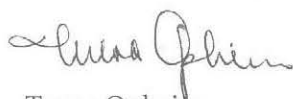
There was so much to celebrate at PFI's Field Days this season! I had a conversation with one fellow who was a newcomer to our network. He was delighted with the enthusiasm, creativity and resolve of PFI farmers. Our Field Days have allowed this non-farmer to see, taste, and smell sustainable agriculture in a state he previously thought had given up on its tradition of raising healthy food, diverse farms, and vibrant communities.

I made my way to more than a dozen Field Days this summer, and a number of details stand out:

- The vibrant Davenport farmer's market and the devoted consumers of the Geest's
- The gems in a suburban sprawl that are Turtle Farm and Angela Tedesco
- The wild country of the DeCook's Southern Iowa place (to think some people think Iowa is all corn and beans!)
- Joanne Bode's enthusiasm for building a local food community in Algona
- The tomato pie at Laura Krouse's (I eat well in this job!)
- Contented pigs and sheep at Seven Wilson Farm
- A crowd discussing the next generation of farmers at Rosmann Family Farms
- The view of wind turbines from Jan Libbey and Tim Landgraf's farm
- A field of triticale, from one of PFI's master on-farm researchers, Paul Mugge
- Big bluestem waving on Ron Dunphy's remnant prairie (and pasture)
- Lonnie Gamble's enthusiasm for the potential in Iowa for artisan foods
- The welcoming blue gate at the farm of Jill Beebout and Sean Skeehan
- Vegetables worth a still life – always – from Rick and Stacy Hartmann

I'm sorry to have missed the other Field Days. I know Field Days are a lot of work for the hosting farmers. They are, however, one of the most celebrated ways to spread the PFI mission.

I'll see you all at the PFI annual conference January 11th and 12th. See pages 4-5 for more details.



Teresa Opheim
Executive Director



Teresa Opheim visiting with PFI board member Dan Wilson at the Mugge Field Day.

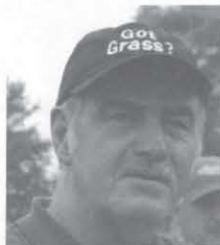
“I had a conversation with one fellow who was a newcomer to our network. He was delighted with the enthusiasm, creativity and resolve of PFI farmers.”

Come to the Table

January 11-12, 2008

Opening Session

Consumers are expressing strong preferences about the kinds of food they want on their plates. Many farmers are paying attention to the shifting consumer demand. Here's how some experienced farmers became leaders in supplying the "grass-fed", "organic", and "local" products that eaters are eager to get.



Doug Gunnink



Richard de Wilde



Jeanne Hansen



Brent Hansen



Susan Jutz

"Grass-Fed:" Doug Gunnink

Douglas Gunnink is a long time "whole farm management" consultant from Minnesota. Along with his wife, Janet, and their two sons Zach and Andy, they raise organic grass finished beef on 170 acres of land near Gaylord, Minnesota. After several years of searching and researching the often asked question, "What does it take to raise choice grass finished beef?" he started the 'Gunnink Forage Institute'. His goal is to teach others how to raise high quality grass for both grass finished beef and dairy. Previously, he also founded the Minnesota Intensive Graziers' Groups.

"Organic:" Richard de Wilde

Richard de Wilde has more than 30 years experience producing high quality, organic vegetables and berries. He owns Harmony Valley Farm, a diversified farm that includes 100 acres of fresh market produce sold to a 1000-member Community Supported Agriculture (CSA), the Dane County Farmer's Market, retail grocers and wholesale distributors. Says Richard: "We are dedicated to organic farming and believe strongly that it produces the highest quality, best-tasting food while protecting the quality of our water and wildlife."

"Local:" Jeanne and Brent Hansen

The Jay and Jeanne Hansen farm has been in the family since 1861. Today, 150 purebred Holsteins are milked on the farm. When all four sons were interested in returning to work on their home farm, they needed a way to add value to their product. After extensive research, they decided to process their own milk so they could keep all the profits. In November 2002, construction began on the creamery. In February 2004, the first gallon of non-homogenized whole milk was produced. Hansen's products are available at Moo Roo, their outlet store in Waterloo, and several grocery stores and restaurants within a 25-mile radius of the farm. Their milk has no added growth hormones and is very competitively priced due to rising feed and transportation costs.

Facilitator: Susan Jutz

As owner and operator of ZJ Farms, Susan Jutz frequently hears from consumers about their interest in grass-fed, organic, and local foods. Susan runs a 200-family Community Supported Agriculture (CSA) and sells lamb and pork from her Johnson County farm. She is past-president of Practical Farmers of Iowa.

Enjoy Iowa Food

Both the buffet dinner Friday evening and the lunch Saturday feature fine food produced by Iowa growers. Experience these meals to find out the difference local makes.



Hospitality Room

The PFI Board of Directors and staff welcome you to stop in Friday evening after the all-Iowa buffet dinner for Iowa wine, beer, or cider. Come join us!

Friday Workshops

New Information for Niche Pork

Part I: Managing for herd Health in Alternative Swine Systems

Part II: Becoming More Efficient and Profitable with Pork Production

Practically Farmers of Iowa

Resources and Advice for New Farmers

On Grazing: An Afternoon with Jim Gerrish

Part I: The State and Future of Grassland Agriculture

Part II: Integrating Winter and Summer Annuals into your Grazing Program

Sustainable Energy for Small and Mid-sized Farms

Information on Current Technology from Speakers with Practical Experience



Saturday Workshops

Round 1

Come to the Table: Roundtable Discussion on the Opening Panel

Iowa Food Cooperative Update: Linking Farmers to Consumers with Web-based Ordering

The New Farm Bill: How Will it Affect PFI Farmers?

Soil Quality and Organic Farming

Finding Good Help: Making Fair and Just Connections with New Iowans

Round 2

Efficiencies: Keys for Success in Ramping Up Your Vegetable Operation

Roundtable Discussions: Field Crops

Roundtable Discussions: Livestock

Iowa Artisan Foods: Learn and Taste

Don't Just Take Cover—Take Charge: What to Do if You're Hit by Crop Dusters

Round 3

“U-Pick:” Send in your idea for a discussion topic with your registration

King Corn Film Screening

Come meet co-stars Curt Ellis and Ian Cheney Friday evening at the screening! In *King Corn*, Curt and Ian, best friends at an East Coast college, move to Greene, Iowa, to learn where their food comes from. They plant and grow a bumper crop of America's most productive, most subsidized crop and then follow their pile of corn into the food system.



Photo of Ian Cheney and Curt Ellis by Sam Cullman

Special Programming for Graziers!

Attend the Friday afternoon workshop with Jim Gerrish. Also visit with him one-on-one at the “Saturday Coffee Shop with Jim Gerrish,” open 10:30 am-noon and 1:45-3:30 p.m.



Call for Posters

Share your farm, your research, your lessons learned; bring a poster! Member posters have a long history at the winter conference, and they add a lot to this meeting.

Business Meeting

Don't miss the PFI Business Meeting on Friday, January 11th at 5 p.m. Find out the latest on PFI's programming, finances, staffing and more. Offer your feedback on how we're doing.

2007 Field Days Celebrate the Diversity of Iowa Farmers

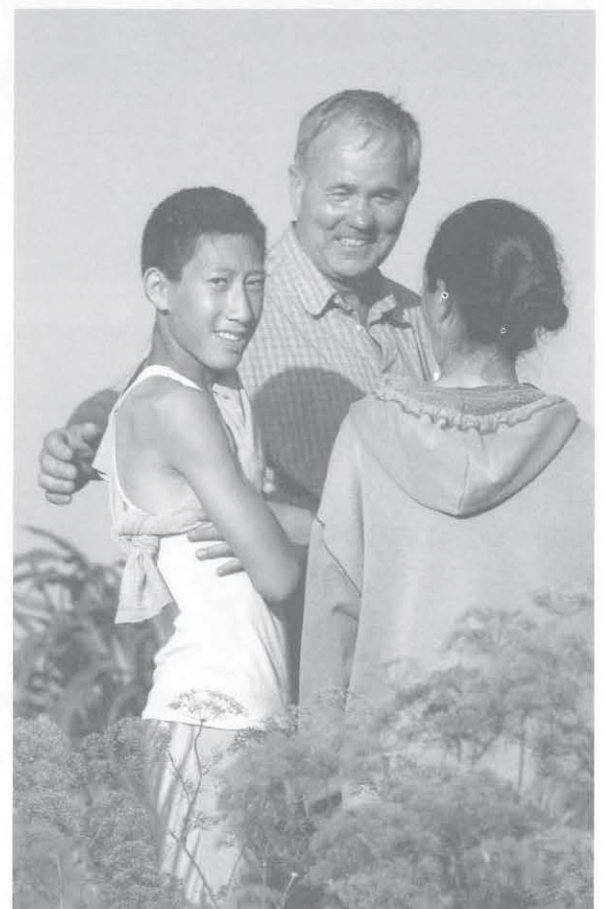
Here are some highlights



Clockwise from top: Local products at the Floyd Boulevard Market; the barn at the Libbey/Landgraf farm; Art Behrens speaks about flax; Ron Dunphy (center) talks about grazing and his remnant prairie; Charlotte Shivers and Steve Rassler take a ride at the DeCook's.



Clockwise from top: Ryan Marquardt and Norm McCoy discuss goats as a weed management strategy; John Tedesco with Rick and Stacy Hartmann at Turtle Farm; Craig Griffeon with fellow farmers Yer Yang and Va Yee Leng Lang; the crowd reviews the handouts at the Mugge Field Day; and Suzanne Costello at Frantzen Farm.



Field Days



Clockwise from top left: Earl and Jeff Hafner discussing corn hybrids; Barney Bahrenfuse plucks a chicken at Salamander Farm; Cleve Pulley makes a point; Kate Geest sells to customers at the Buy Fresh Buy Local field day in Davenport; Torray Wilson moves fences at the Seven Wilson Farm Field Day.



Clockwise from top left: Barb Grabner-Kerns and Ron Rosmann discuss tree plantings; Laura Krouse drives the crowd around; a high tunnel greenhouse at the Amos Field Day; David Gossman's tree operation; a nature walk at the DeCook's.



Farming in their Blood

by Cedar Johnson

As long as there have been farms, there have been tensions and joys in transitioning them to the next generation. Farming isn't simply a career; it is a lifestyle that many farm kids would like to perpetuate. The age-old challenges of communication and respect will always be there, but there have also been new challenges facing Iowa farmers in the past few decades that have led many to discourage their children from farming.

The good news: PFI families seem to be encouraging the next generation to return. Many have already taken them up on the offer. Here we visit PFI families who are making the transition, to see what we might be able to learn from each other and how PFI may be able to help.



The Peckumns

can attest that Tom still loves to work long hours on the farm. After finishing college as fast as possible, Tom moved back to live out his dream at the

Tom Peckumnn, Jefferson, has wanted to farm since he was a toddler. He took naps on the tractor as his father worked. "I had to work," Tom says with a smile. His father

farmhouse in the spring of 2006. His parents, Jerry and Gail, live in town. Tom farms about 130 acres, while Jerry owns, leases, or custom farms a little over 2,000 acres.

Neighbors retiring from farming and renting them land really made it possible for two Peckumnn generations to farm. Also crucial: Tom is able to borrow his father's equipment.

The Peckumnn's have a very clear business and financial agreement. Jerry said this is one of the most important things in making it work. Jerry's experience in banking has definitely helped with this clarity. Jerry left banking in 1997 to farm full-time, which had also been a life-long dream of his. He too grew up on a farm.

The Peckumnn's aren't the only example we found where the love of farming runs in the family. When their boys were younger, **Jim and Julie Petersen**, Knoxville, told them that if they wanted to come back to farm they had to go to college first. Jim farmed with his parents straight out of high school, and works off-farm at a factory as well. Their oldest son, **Justin**, graduated from ISU in May of 2006 and is now a Petersen farm employee, "not getting paid much, but getting to do what he likes to do," says Jim. Justin owns some livestock, rents some land and has invested in some haying equipment to do custom bailing.

Jim's advice for families bringing children back to the farm: "You have to be sure to listen and be willing to look at things the younger generation suggests, because times are changing and they bring a lot of good ideas back. Be open to looking at things differently."



Jim and Justin Peterson

"You have to be sure to listen and be willing to look at things the younger generation suggests, because times are changing and they bring a lot of good ideas back. Be open to looking at things differently."



The Johnsons

Heather Johnson, Royal, found herself volunteering at Living History Farms as much as possible after graduating from college and finally said, “Why don’t I just go back home and farm?” She now does half of the field work on their conventional corn/soybean operation and works part-time at Clay County Extension.

“I have ideas and I need to convince Dad about them,” says Heather. PFI could help by providing “information on a holistic approach, on the whole system, not just compartments. I know what can be done agronomically from extension, but I need to know: Is it profitable? I’m particularly interested in increasing our rotation with small grains, to lower inputs through green manure.”

Heather’s parents are excited she’s back, but also have concerns. Her father says, “The challenge is, is there an opportunity for the next generation? My dad and grandpa farmed half a section and made a good living. Can Heather make a living on 640 acres? Everything’s getting so big to survive.”



Three of the Seven Wilsons

Dan and Lorna Wilson’s children have given them quite a compliment: Most of them would like to return to Seven Wilson Farm, Paullina. **Torray**, who has added sheep to the operation, is one of them; so is **Faye**, who now helps with farmer’s markets and works at a floral shop. When we asked if there is potential to purchase adjacent land, they said they believe that “adding value to their products and finding niche markets are the best ways to expand, rather than adding more land.”

It is clear that there is a strong family relationship and a real belief that they can make this work. They admitted that it has

been a challenging year because there are a lot of start-up costs to adding an enterprise and lag time before they’ll see profits. Dan commented, “It’s worked well from the standpoint that although it’s a different enterprise it didn’t require any additional facilities.” Torray added, “Basically the only cost was livestock, which will appreciate eventually.”

“The challenge is, is there an opportunity for the next generation? My dad and grandpa farmed half a section and made a good living. Can Heather make a living on 640 acres? Everything’s getting so big to survive.”

Dan mentioned that business planning is crucial, and that this was one area where they could have benefited from some more help. Torray said the Holistic Management training they’ve received is also helpful. “This would be really hard if we weren’t going organic,” Dan said, “because of the money it takes to run a conventional operation.” The mentors in organics that they’ve found in PFI have been a great encouragement.

Torray pointed out a number of times that his main advice is to “live on nothing,” or “live simply,” as he put it. He is very aware that he’s chosen a lifestyle over material things. From what we gathered he couldn’t be happier.

Dieter Geest also has different livestock interests than his parents Ed and Kate Geest, whom he farms with near Davenport. Ed and Kate direct market pork, while Dieter is more interested in beef. Dieter farms most of the field crops now, with help from Ed in the spring and fall. Dieter said PFI might be able to help transitioning families, “Figure out how to work together and not get angry with each other, and how to work out a business plan so nobody feels like they’re getting a bad deal.” He is happy with how that’s gone for him, but knows other families where it hasn’t gone as well.



Ed and Dieter Geest

The Next Generation

Greg and Kathy Koether's son Scott has also tried adding a



Some (not all) of the Koethers

now holds an off-farm job, Scott is still part of the operation. Greg admits to a lot of challenges in the transition due to the increase in

a new enterprise as a way of returning to the family farm. The Koethers, McGregor, purchased a neighboring farm two year ago. Scott set about to add meat and dairy goats to the organic cattle and sheep operation. Though he

...“Make sure they’re on the same page when they return from an agricultural college”...

his costs and workload. His word of advice to farmers transitioning children onto the farm is to “make sure they’re on the same page when they return from an agricultural college,” speaking to the fact that vision and values must be in sync for a smooth transition.

Autumn and Laramie Ogden moved back to Ankeny this summer to farm with Autumn’s parents, **Craig and LaVon Griffieon**. They moved from Colorado, where the “water wars” drove them back to a place where they can at least grow their own food. Right now, Autumn and Laramie are doing “whatever needs done,” but all agreed that it would be helpful to have PFI programming to provide intentional assessment of relational issues, time management, and planning. “That’s probably where farmers get into trouble,” says



Craig and LaVon Griffieon with Autumn and Laramie Ogden

LaVon. “We don’t take time to evaluate. If we were an organization we’d call a staff meeting.”

If not planning, there has been much more energy at the Griffieon Farm this summer, and “things are getting done that would have gone by the wayside.” The family moved and converted an old, unused building into a road-side outlet for their meat products. The general attitude at this initial stage seems to be one of thankfulness for the extra hard-working hands and minds.

Daniel Rosmann said he eased right back into Rosmann Family Farm, Harlan, a couple years ago without adding another enterprise to the farm. For him, the transition was very smooth, but he could see where a lot of families transitioning the next generation could

benefit from workshops, mostly dealing with the economics and transfer of land. “It’s not as hard as it may seem,” says Daniel of his experience, “It isn’t even as hard as I thought it would be.”

Daniel is from a family that understands the importance of farm policy, and he’s no exception. “I believe the most important issue concerning agriculture will be the transfer of land after the older generation of farmers retires,” Daniel says. “The 2007 Farm Bill needs to reflect the importance of this issue through bold funding of programs that establish and sustain new farmers on the landscape.”

Not all new farmers transitioning back to the family farm are fresh out of school. Sometimes it takes a few years,



Daniel and Ron Rosmann

“It’s not as hard as it may seem, from the outside looking in,” says Daniel, “It isn’t even as hard as I thought it would be, but easier.”

even decades, to grow the desire to return home to farm.

Ed Kraklio, Walcott, had no desire to return to the farm as a teen. After pursuing many different jobs in Milwaukee and other

cities, it was farmer's market visits that made him begin to miss home. Disappointed in the variety he was finding at the farmer's markets, he and his partner, Joe Dennis, began dreaming of growing and crafting their own things. The natural place to do it was on the family farm. Ed's type of farming, which he calls "micro-farming" was "nothing like the traditional farming my family was



The Kraklios

used to." They started out renting five acres from Ed's parents by paying them whatever they would have gotten in crops for rent. Now they've expanded the operation to include the family and are hopefully building it to where Ed's young nieces and nephews can take over one day if they want to.

Ed's type of farming, which he calls "micro-farming" was "nothing like the traditional farming my family was used to."

Jill Beebout and her husband **Sean Skeehan** also lived the big city life in Houston before moving back to the family farm a couple years ago. They love being surrounded by family, and appreciate all the years of experience present in the family farm corporation. Jill and Sean have avoided many challenges, since their few acres of fruits and vegetables are on a piece of ground her parents, Leo and

Gloria Beebout, had purchased from the family corporation before they expressed interest. Jill said it's been a lot easier since they are "not trying to change or take over an existing operation," or "an area that was being actively farmed." Jill also noted that the ability to borrow or rent equipment and storage from family has been very nice.

Though the family situation has been ideal for their transition, another key to their success is the detailed business plan that they came up with before diving in. Jill and Sean took Penny Brown Huber's class "Grow Your Own Small Market Farm." All the investment they have made in learning from others has probably won some respect from their farming family as well.

Norm McCoy moved back to the family farm last year where his mother, **Miriam McCoy**, lives. Norm worked at Rockwell for years before pursuing an interest and graduate degree in sustainable agriculture. The McCoy's didn't farm the land much as Norm was



Norm and Miriam McCoy

growing up, due to the threat for decades of Highway 65 possessing their farm. The highway has been built and the McCoy's fortunately did not lose their land. Now Norm is farming oriental vegetables, fruits, and goats. They recommend that anyone getting into farming should either have a very good plan or take things very slowly; they have opted for the second.

There are themes to the PFI transitioning farm families, which we will leave you with briefly. Work toward your dreams. Plan. Talk to each other. Diversify. Live simply. Respect. Evaluate. Share—ideas and equipment. Go slow. Don't expect things to change overnight, but know that things are changing, and we are the ones directing it.

Next issue: PFI also has many members who have started farming on their own, without a family farm to come home to. If you are one of these, or if you are a family transitioning the next generation to the farm, please contact Cedar at cedar@practicalfarmers.org or 515/232-5661.



Three generations of Beebouts

Sustainable Practices are Being Passed to the Next Generation

Excerpt from *Sustainable at a Young Age*
by Hannah Fletcher, Iowa Farmer Today

NEW HAMPTON – From a young age, James Frantzen had a calling to promote sustainable agriculture and a yearning to return to his family's organic farm and practice the same principles he preaches.

The 18-year-old's advocacy for agriculture began in eighth grade, when he began writing an online journal, called "James' Journal," for Organic Valley.

The farmer-owned co-op buys and distributes organic produce. The Frantzen family sells and markets their pork through the organization.

As the site's original online blogger, James took to spreading the word about life on an organic farm. Over five years, he never missed a week and covered many aspects of farming from production to plate.

"There's a lot of people out there who think food comes from a magic box in the grocery store."

"I would talk about what we did the past week, what we do, why we do it and what's going on the farm," he says. "The main purpose was to get city people more involved in farm life. There's a lot of people out there who think food comes from a magic box in the grocery store." . . .

The Frantzen farm includes 600 acres of crops on a five-year rotation — corn-soybeans-barely-hay-pasture. They rotationally graze their cow-calf herd, and their farrow-to-finish hogs are pasture-raised except during the winter.

James' parents, Tom and Irene Frantzen, took a course in holistic farming in the early '90s that encouraged their perspective. Tom believes farming must work with nature, not against it, and find a balance between living organisms.

Through his blogs, James became a sort of celebrity for the organic community and his opinions reflect his parents' dedication. . . . Robert Kennedy Jr. requested to meet "the author of 'James' Journal'" while visiting in Iowa. . . .

The term sustainable agriculture was born in the 1980s when some farmers were determined to cut expenses and implement more environmentally sound practices, says Gary Huber, Practical Farmers of Iowa food systems coordinator.

"...James became a sort of celebrity for the organic community and his opinions reflect his parents' dedication..."

Sustainable agriculture has evolved, and the following generation wants to continue many of their parents' practices but they will need to be innovative, he says.

"They will be asking, 'What can we do different?'" Huber says.

The concept of sustainable agriculture stemmed from farmers trying to separate themselves from what they view as unfavorable trends in agriculture.

While that concept remains, the viability for the second generation will depend on innovative ways to enter farming, Huber says. . . .

Huber says sustainable farmers lean towards smaller operations that specialize in "higher-value commodities and is less land intensive" to be economical.

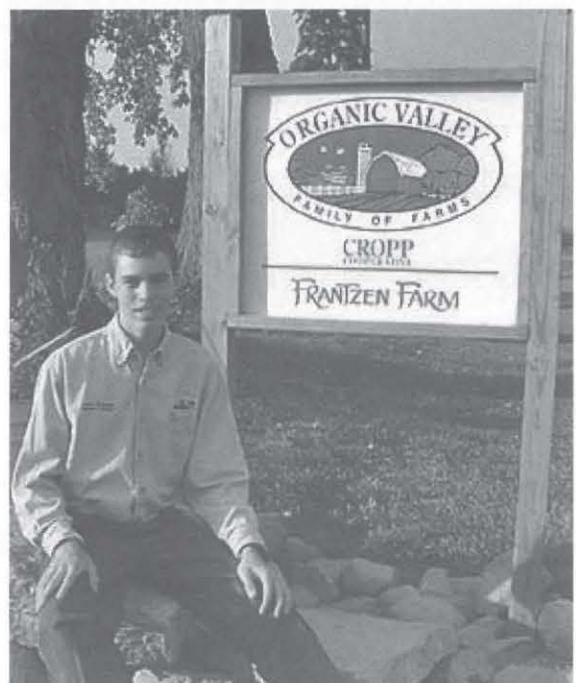


Photo Courtesy of Hannah Fletcher

"They are analyzing alternative enterprises that can be successful in terms of making money," he says.

The next generation of sustainable farmers can not bypass challenges in agriculture as a whole — viably entering farming is difficult for everyone.

"You can't unhook yourself from the trends in agriculture as a whole," Huber notes.

The Frantzens have added 40 acres to their operation, and Tom may become more involved in developing a feed business.

While these changes were part of the operation's evolution, James says it could make a spot for him on the farm. [For now, he is the pork pool coordinator at Organic Valley.]

Huber says there will be opportunities for young people, such as James, to build on the successes in sustainable agriculture built by the generation before them.

James believes alternative agriculture should make a better effort to reach youths. He has encouraged Organic Valley to work more with the FFA, and James is part of

the co-op's new group called "Generation Organic."

The group's goals are in line with James' aspirations, created to "keep youth involved and get the new generation out there," he says.

Iowa Farmland: Who Will Farm It?

The story the statistics tell

A major change has occurred in Iowa farmland ownership. . .

In 1982, 41 percent of Iowa farmland was under sole ownership. By 2002 only 28 percent of Iowa farmland was under sole ownership.

Two ownership categories showed significant increases. The amount of land held in trusts increased from 1 to 8 percent from 1982 to 2002. The amount of land held as tenants in common also increased from 7 to 12 percent over the same time period.

There are many probable reasons why we are seeing this shift. A major one is the increasing age of farmland owners and the passing of land from the older generation to their children. In many cases, the children choose not to sell the land but hold it for a variety of reasons.

The change in the age of farmland owners very closely matches the change in the age of farmers. In 1982, 29 percent of the farmland was owned by people 65 years of age or older. This percentage increased to 48 percent in 2002. The percent of farmland owned by a person over the age of 74 doubled during the 1982 to 2002 time period, going from 12 to 24 percent.

Further evidence of the changes in farmland ownership is shown by who is operating the land. In 1982, 55 percent of the land was operated by the owner. In 2002, this percentage had dropped to 38 percent. Some of this change is influenced by the amount of land that is owned but not in production due to government programs. However, the amount of land that is leased increased from 42 percent to 53 percent from 1982 to 2002.

Another significant change in Iowa farmland is the method of financing. In 1982, 62 percent of the farmland was held with no debt. By 2002 the percent of land held without debt increased to 76 percent. Land under a contract sale decreased from 18 percent in 1982 to 1 percent in 2002. Mortgaged land remained relatively constant, going from 20 percent in 1982 to 23 percent in 2002.

There has been a marked change in the amount of land holdings by the current land owners. In 1982, 40 percent of the farmland was owned by people with less than 80 acres. By 2002 this had dropped to 13 percent. For the large land holdings (greater than 600 acres), the percentage of farmland had increased from 5 percent in

1982 to 16 percent in 2002.

A final piece of information that highlights the rise in investor purchases of land and the land transfer to the next generation is the shift from Iowa resident to non-resident owners. In 1982, 94 percent of the land was owned by Iowans; this figure dropped to 82 percent in 2002.

Statistics from "Iowa Farmland in 2004: Who Will Farm It?" By Michael Duffy. See the ISU Beginning Farmer Center for the full article: www.extension.iastate.edu/bfc



Tools for Beginning Farmers

As the Iowa farming population is getting older (the average age is 54), concern for the succession has gone all the way to legislative action. Here is some information on incentives and resources for young and beginning farmers. Let's keep the family farm alive.

Beginning Farmer Loan Program

The Iowa Agricultural Development Authority provides low interest loans to assist beginning farmers looking for agricultural land.

For more information on qualifications and how to apply for the loan; www.extension.iastate.edu/bfc/resourcecenter.html

National Sustainable Agriculture Information Service (ATTRA)

ATTRA is a wealth of knowledge for both beginning and veteran farmers. They provide up to date information about funding opportunities, publish current farming news, present information on organic crop production and marketing, and offer certification information. Beginning farmers can check out this website for internship, apprentice, and farm employment opportunities across the country.

To access information and the latest news provided by ATTRA, visit: www.attra.org/

Farm Beginnings

The Land Stewardship Project hosts Farm Beginnings that provides beginning and transitioning farmers information and the opportunity to learn from mentors.

More information about Farm Beginnings and The Land Stewardship project is available at www.landstewardshipproject.org/

Small Farms Program

The Small Farms Program, Cornell University, initiated a beginning farmers program in 2006 to provide support for hopeful farmers through trainings and resources.

Find out about the Small Farms programs at: www.smallfarms.cornell.edu/index.cfm

Limited Resource Farmer and Rancher

A NRCS program that enables small or limited resource farmers to maintain and develop economic viability in farm operations; to ensure NRCS technical assistance programs and activities reach small and limited resource farmers.

To determine if you are eligible for this program go to the NRCS website: www.lrftool.sc.egov.usda.gov/

Small and Beginner Farmers of New Hampshire

SBFNH is a "farmer to farmer network with the goals of connecting farmers and the community, sharing ideas and information, and accessing technical assistance and agricultural education." Resources for local farmers include equipment they can rent.

See more about this local New Hampshire initiative at: www.beginnerfarmers.org

Agricultural Marketing for Beginning Farmers

Penn State has an excellent site for beginning farmers. Resources include: case studies, guides for decision making, getting started and managing risk. Resources are compiled in the areas of: Alternate Production Practices, Cooperative Arrangements for Equipment Sharing, Farm Succession Strategies, Innovative Marketing Strategies, New Generation Cooperatives, On Farm Diversification Strategies, and Using the Internet to Market Products, which PFI helped to compile. Penn State offers an on-line class for beginning farmers.

Visit their website for details: <http://agmarketing.extension.psu.edu/begfmrs.html>

Mentors for Iowa Beginning Farmers

Value Added Agriculture Program staff at Iowa State University Extension have created a database of farmers who have value-added farm businesses and care about young farmers. They would like to mentor beginning or aspiring farmers by telephone or email along with possible farm visits.

Visit the website to explore the database that is grouped by enterprise, farm type or marketing method. Names of volunteer mentors, their contact information, general location, some detail about the farm, and marketing methods employed are also provided in the database.

www.extension.iastate.edu/valueaddedag/info/beginningfarmermentors.htm

Center for Rural Affairs

Center for Rural Affairs promotes rural community development, strong small farms and sustainable businesses. Their website contains links for beginning farmers, information to point prospective farmers in the right direction, and a wealth of information for all farmers.

Visit the website their website for more information. www.cfra.org/

ISU Beginning Farmer Center

This program connects potential beginning farmers who have no access to land to retiring farmers. The program also offers trainings for families transitioning a new generation, and a wealth of resources.

For more information on getting involved with the program and to learn about available opportunities check out the Beginning Farmer Center's website at: www.extension.iastate.edu/bfc/programs.html#Farm%20On

Stop Disease with "All-In-All-Out"

by Rick Exner

All-in-all-out (AIAO) may sound like a children's game, but it is an important strategy to stop disease from continually cycling through a swine production system. Managing for Herd Health, PFI's just-published guide on keeping pigs healthy on sustainable farms, puts it this way: "Everybody, including the runts, is out the door before the disease organisms have time to build up or transfer from another group of pigs. Then clean up and allow a cool-down period."

This "pigs in batches" approach has long been used in confinement operations, where it is easier to manage animals in groups. In fact an ISU/PFI survey of alternative swine farmers funded by the National Research Initiative found that in at least half the alternative systems, pigs flow in and out continuously, and in about one-quarter, the "runts" (often the sickest pigs) are still hanging around when new (uninfected) pigs arrive.

AIAO gives your animals isolation on the calendar. You farrow a large enough group of sows/gilts together that you can fill your nursery and finishing facilities with just those offspring, or maybe you purchase a similarly-sized group of feeder pigs. (Buy them all from one source, and don't mix them with farm-born pigs.) When that group is ready for market, they all go out the door, and you clean the place up.



"Everybody, including runts, is out the door before the disease organisms have time to build up..."

All-In-All-Out Pointers:

- If you have surfaces that you can steam clean, so much the better.
- Hoophouses should be scraped down to the dirt and a layer of ag lime spread before new bedding is added. Some producers only completely clean out the hoops once a year, simply removing wet spots and re-bedding for the other batch. Of course if you clean out a hoop in winter, re-bed immediately to prevent the ground from freezing.
- Leave the cleaned facility empty for at least two weeks to further reduce the pathogen load.
- Holding back the runts and putting them with the next group of pigs is exposing those pigs to the sickest animals of the previous batch. If you keep tail-enders, do so in a spot well away from other production facilities. Visit them last in your round of chores.
- You are going to have many other questions as you move to AIAO. How big a group of sows should I breed to fill my facilities? How many boars do I need? What is the ideal farrowing window? How do I set up a production schedule and work back from there to breeding dates and weaning dates? Any swine vet or Extension swine specialist will have extensive production knowledge of pig flow, record keeping and analysis, and business planning. See also the forthcoming Niche Pork Production Handbook from Iowa State University Extension (www.pnmwg.org).

If you did not receive a copy of *Managing for Herd Health in Alternative Swine Systems: A Guide*, you have three options to obtain one. Download the 50-page guide from www.pfi.iastate.edu/pigs.htm; request a copy (515-294-5486, dnexner@iastate.edu); or attend the Friday afternoon swine session Jan. 11 at the PFI annual conference.

Managing for Herd Health was funded by the USDA SARE program.

Managing for Herd Health

in *Alternative Swine
Systems: A Guide*



Practical Farmer, PFI, and Iowa State University Extension
are proud sponsors of the SARE program. For more information,
visit www.pfi.iastate.edu or contact your local SARE
agent. Photo by Rick Exner, and logo by Rick Exner.

All-in-All-Out—Making it Work

by Phil Kramer

John and Bernie Kenyon started farming in 1979 north of Mallard, IA. Their family now includes five children. The operation consists of ridge-till row crop production and a farrow-to-finish hog operation. The initial hog operation was a conventional one and very common for the time, with Cargill feeding floors for finishing pigs, open lot gestation, and raised deck farrowing crates in a heated Morton building.

Several years later hog prices hit an all-time low during the winter of 1998 and throughout most of 1999. At this time John and Bernie had to make a decision. "Do we get out or do we get bigger?" The Kenyons decided to maintain their operation at a size that was comfortable for them and began raising hogs for Niman Ranch in 2000. However, they knew that they would have to make some changes, not only to

their facilities but also in the way that their hogs were raised.

So John and Bernie decided to cut their herd back to one group and farrow only two times per year; late April and early November. They also determined that to make this system work more efficiently, they would start pasture farrowing and convert their raised deck farrowing house into a deep-bedded, free-stall farrowing house. Recently they built a hoop building they will use as a farrow-to-finish structure. Through a full year no pasture lot or building is farrowed in more than once. And all facilities are managed as all-in-all-out (AIAO).

The Kenyons finish the majority of their hogs on a Cargill feeding floor and in their new hoop building. The pigs are placed in the Cargill pens by age and size,

while the hoop building is used as a farrow-to-finish facility during half of the year and as a finishing building during the other half. Again, all facilities are managed as AIAO.

John and Bernie also decided to make changes to their breeding program, which is now all artificial insemination (AI). With the help of Dr. Kurt Van Hulzen they have improved their vaccination program and currently vaccinate the market hogs for *Mycoplasma pneumonia*, *Salmonella*, ileitis and *Erysipelas*, the last three done orally.

By switching to an AIAO system, closing the herd by using AI, and improving their vaccination program, the Kenyons feel that they have been able to maintain both good herd health and herd production while still meeting Niman Ranch's antibiotic-free standards.



Upcoming Niche Pork Workshops

PFI, ISU Extension, and University of Nebraska-Lincoln Extension are teaming up on a series of workshops this winter. Most will be teleconference calls with an option to participate via the internet. CDs and hard-copies of presentations will be mailed ahead of time. To register or for more information, contact Gary Huber at 515-232-5661 (x103) or gary@practicalfarmers.org. Here are topics and dates:

In-depth Discussion of 2006 Niche Pork Records Results Discussion Group

(Via conference call and Internet; different content each time)

Thursday, Dec. 13 (noon-1:30)

Thursday, Dec. 20 (noon-1:30)

Presenters: Jim Kliebenstein, ISU Ag Economist; Dave Stender, ISU Extension

Content: key results, benchmarking, key changes to enhance profits, goal setting

Keeping Pigs Alive to Weaning in Niche Pork Systems Discussion Group

(Via conference call and Internet; different content each time)

Tuesday, Dec. 4 (noon-1:30)

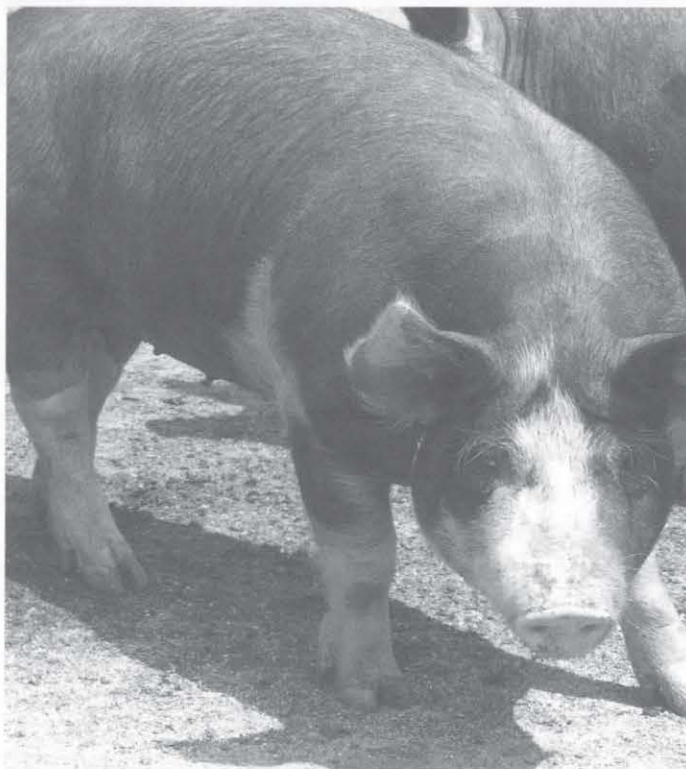
Tuesday, Dec. 18 (noon-1:30)

Tuesday, Jan. 15 (noon-1:30)

Tuesday, Jan. 29 (noon-1:30)

Presenters: Dr. Christa Irwin, ISU College of Veterinary Medicine; Dr. Duane Reese, University of Nebraska Extension; Dave Stender, ISU Extension

Content: herd health in the farrowing barn, feeding programs, facilities, managing the environment of the farrowing barn



Reproduction Management

(Via conference call and Internet; different content each time)

Tuesday, Feb. 12 (noon-1:30)

Tuesday, Feb. 26 (noon-1:30)

Tuesday, March 11 (noon-1:30)

Presenters: Dr. Duane Reese and Dr. Don Levis, University of Nebraska Extension; Dave Stender, ISU Extension

Content: gilt pool management, breeding scheduling, facility designs, feeding programs for the breeding herd



Swine Nutrition Workshops

(On-site, 9 a.m.-4 p.m., same content each time)

Wednesday, Dec. 5 (Central IA)

Thursday, Dec. 6 (NW IA)

Presenters: Dr. Duane Reese, University of Nebraska Extension, Dave Stender and Mark Storlie, ISU Extension

Content: diet formulations, diet costs, particle size analysis, feeder management

Germans to Help Launch Grazing Clusters in November



Tom and Kristi German

Interest is strong in the PFI Grazing Clusters project! Because of the interest of more than 40 PFI members and new funding provided by the Ceres Foundation, we have added a fifth grazing cluster and increased the amount of seed money available to each cluster.

Tom and Kristi German, holistic graziers from Ida County and long-time PFI members, have been hired to facilitate the Grazing Clusters. The Germans are well suited to facilitate the grazing clusters. They run a certified organic and grass-finished beef and lamb business and operate various poultry enterprises. They and PFI members Steve Reinart, the Dan and Lorna Wilson family, and the Leo and Diane Benjamin family are members of the Western Iowa Holistic Management Group, which started in 2006. Tom and Kristi have also started a consulting business, Integrated Sustainable Ag Services, LLC., to advise on whole farm planning,

grazing systems, and more.

“We are sure happy to be involved with expanding the discussion of grass-based agriculture among PFI members. From the members’ responses, it is good that this project is available to help farmers organize those discussions. “I think this is a great project because grazing has relevance to supporting many aspects of concern in Iowa agriculture, including farm profitability, farm transitions, and environmental quality.”

Through the PFI Grazing Clusters, PFI will bring together leading Iowa graziers with those who are less experienced in grass-based production systems. The Clusters will meet quarterly around the state and will be facilitated by our staff, so that everyone participates. The group will decide its greatest production and/or marketing challenges, and then use seed money PFI provides to address their challenges. The seed money may be used to bring in a specialist on grass-finishing beef, or to buy portable scales so that the farmers have the information they need about animal weight gain. The key is that the farmers decide what they need, and we provide them some resources to address that need. The findings from the Grazing Clusters will be spread far beyond the original participants through our field days, pasture walks, and winter workshops.

If you are interested in participating in a grazing cluster and we have not been in touch with you, please contact Tom German at 712/830-3281 or tagerman@netllc.net.



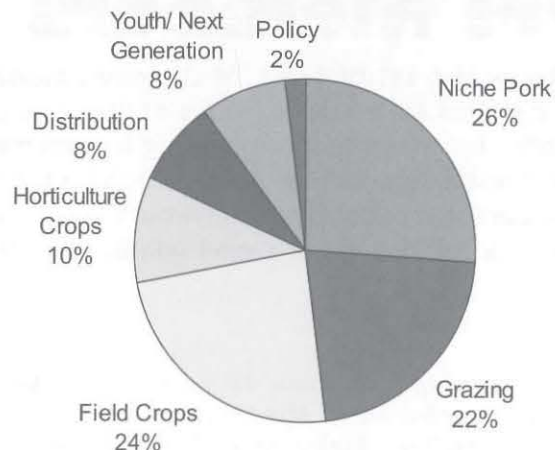
Mike De Cook and Steve Reinart discuss forages

“...grazing has relevance to supporting many aspects of concern in Iowa agriculture, including farm profitability, farm transitions, and environmental quality.”

Did you Know?

Some basic info on PFI

PFI farmers are very diverse—and so is the programming we offer our members. Here is a pie chart indicating our different program areas. The pie sizes correspond to the amount of funding we have been able to garner for each area. We use workshops and field days, on-farm research and demonstration, newsletters, and a variety of other tools to accomplish our goals in these program areas.



Calling All Fruit and Vegetable Producers



Interested in improving some aspect of your fruit and vegetable production or marketing?

PFI has received a grant from the Ceres Foundation to better serve our fruit and vegetable growers. Through this project, we will survey our fruit and vegetable growers to find out their specific needs, and then organize clusters of farmers to work together to make progress addressing those needs. The grant comes with \$1,000 seed money for each cluster to spend. There will be four clusters.

Initial feedback suggests the following as possible foci for clusters: how to ramp up vegetable production, high tunnel greenhouse production, selling to institutions, and energy efficiencies. But please, let us know your interests!

If you have returned to PFI a member information form and indicated an interest in fruit and vegetables, you will receive more information in the mail shortly. If you don't receive a mailing and want to participate, contact Jim Clark at jim@practicalfarmers.org or 515/232-5661 by November 7th.

If you cannot participate, don't despair—we will spread the findings from this project far beyond the cluster participants through our field days and winter workshops.

Double Your Donation

The McKnight Foundation has issued PFI a challenge: Raise \$10,000 and the foundation will match that amount dollar-for-dollar.

Call Cedar Johnson at 515/232-5661 for information on how to donate. Letters for our fall appeal will be mailed in November—please give generously so that PFI may benefit from the McKnight Foundation's generosity.



Dick Thompson, Eric Franzenburg, and Joyce and Fred Lock all contribute financial support beyond their membership fee. You should too!

PFI Members in the Media

Below is a list of some of the news stories from this past quarter. These stories are a small example of the great things PFI members are accomplishing. PFI members are doing an important job of making the voice of sustainable agriculture heard. Keep up the good work! If you have a story published about you, we would love to know about it. Please call Sally at (515)232-5661 or e-mail sally@practicalfarmers.org.

The Hansen's local family dairy was featured September 6th in *Midwest News*, and highlights the addition of on-farm processing to their farm in order to support more members of their family.

The Hansen family is making headlines! They appear again in *The Waterloo-Cedar Falls Courier* August 5th. The story outlines their success and talks about the rising cost of milk prices that helped the Hansen's reach record sales this year. The Hansen's product was so popular it was hard to keep it stocked in the local grocery stores.

Omaha World-Herald published a story on August 30th that profiled young farmer Daniel Rosmann and considers the lack of young farmers in Iowa. The article discusses ways to bring young Iowans back to the farm and has some feedback from Iowa Secretary of Agriculture and PFI member Bill Northey.

The Des Moines Register published an article on August 26th that talked about Ron and Rosmann Family Farms near Harlan. The article spoke of the family's diverse operation as well as marketing strategies.

Penny Brown Huber was featured in *The Ames Tribune* September 29th. The article focuses on a grant she and a committee have received to determine how to help local value-added agriculture ventures be competitive with the current market. Brown states "Our challenge is to embrace small business and small farms. They're the backbone of the economy, and with positive support, they'll take off and prosper."

Farm News featured an article about

the Paul and Karen Mugge farm on September 7th. The article discusses crop rotations on their farm, and investigates their incorporation of flax and triticale into their rotations.

Paul Mugge appeared also in *Agri News* on September 20th. The article portrays Mugge's value as an organic grower who is constantly trying new crops and techniques to continually improve his crop rotations.

The September 19th issue of Iowa Farm Bureau's *Spokesman* profiles Dan Wilson and Seven Wilson Farm. The article touches on the alternative methods in use, diverse farm offerings, and the farm's transition to organic.

Farm News on August 24th also talks about Dan Wilson and his transition to organic. It outlines some of the practices and crops from their diversified farm.

Member Rick Hartmann of Minburn has been doing a Central Iowa crop report for the Iowa Farm Bureau's *Spokesman*.

The Des Moines Register published an article on September 26th that showcased the October 7 Farm Crawl for members Jill Beebout, Sean Skeehan, and Matt Russell. Jill Burkhart of Picket Fence Creamery, Prairieland Herbs and Northern Prairie Chevre were also mentioned for their open-house events.

Juice ran a follow up story on Nick Wallace. Last year *Juice* featured Nick in a Life So Far story. This year Nick continues to provide meat and fish to Iowa communities. Things are going well, as sales are up 40 to 50 percent, and he is considering buying a bigger truck.



Harold Wright: 1916-2007



Harold Wright, long-time member of PFI, died September 14th.

Harold was an Iowa native who grew up on a farm. As a young adult he returned to his family farm and implemented contour farming. After reading about Dick Thompson's experience with ridge till planting, he consulted with Dick and then introduced this concept to his farm as well. He believed strongly in soil conservation and thought ridge till helped landscape the farm to make it a more beautiful place. Harold also worked for the Iowa Department of Transportation as a land appraiser. He and his wife, Pat,

were active founders and participants in the Northminister Presbyterian Church in Ames.

Harold was the recipient of PFI's first legacy award in 2005. Harold's roots with PFI go back to 1985. He helped get the initial newsletters into the mailboxes of members. This entailed much collating, stapling, folding, labeling, and stamping. His work ethic and reliability were a great asset to PFI.

Harold had a true interest in sustainable agriculture and was an avid reader on the subject. His passion led to the sustainable agriculture library that he exhibited at many PFI events. The sustainable agriculture library was a great resource for PFI farmers.

Harold attended numerous field days, and continued to attend field days and other events even late in life.

Harold was a loyal advocate for sustainable agriculture. His dedication was inspiring, and his presence will be missed.

Terry Jacobsen's poem to the right was part of Harold's memorial service.

One's Place

by Terry Jacobson

I am a walker of the fields,
a steward
of the interests of the land.
I am a manager
of crops, rotations, tillage,
the brains and nerves
of this living organism
of a farm....

I am the planter and the reaper
on this farm,
yet I am more dependent on it
than it is on me.

Its soil or a fraction of it
pulses in my arteries,
builds in my muscles,
almost as if I had roots
in this ground
like the plants I tend.

I am the representative
of this farm to the community,
a voice for this organism
speaking out for justice
and sustainability,
gaining credibility from the land I
represent.

I am the shoveler in the bin
the mower in the stacker
of the hay,
the steward for a time
on this living farm.

Sally Worley Joins PFI

A Note from our New Communications Director

I am very excited to be a part of PFI's staff! I have been a member of PFI the last few years through The Homestead. The Homestead is a living and learning center for Iowans with autism and is located in central Iowa. While at The Homestead, I directed their agriculturally-based vocational program, which included six acres of chemical-free gardens, an apple orchard, and a 5,000 square foot greenhouse. I am a native of northeast Iowa and feel strongly about strengthening Iowa's farming community and preserving our environment. I bring to the table on-farm experience, passion for Iowa's agricultural landscape, and definitely not least, an obsession with good food. Since my membership with PFI commenced, I have been very impressed by the dedication, ability and diversity of the PFI community. PFI members are some of the most hard-working and talented people I have had the opportunity to meet. I look forward to meeting many more of you in the near future!

—Sally Worley



Calendar

See pages 4-5 for detailed information about PFI's 2008 Annual Conference on January 11-12 at the Airport Holiday Inn, Des Moines.

November

Growing the Bioeconomy: 2007 Biobased Outlook Conference, November 5-6, Hilton Coliseum, Ames. Learn about: Biomass Harvest Equipment, Mitigating Global Climate Change, Biomass Crops and Cropping Systems, Economic Sustainability of the Biobased Products Industry, Considerations for Effective Production of Biofuels from Corn Biomass, plus much more. For more information and to register, visit www.bioeconomyconference.org

Farmer Cooperatives Conference: Valuing the Cooperative Business in the 21st Century, November 5-6, Crowne Plaza Hotel, St. Paul, MN. Conference focuses on understanding the true values of cooperatives and strategic dilemmas in the changing business landscape. For more details and registration information: www.uwcc.wisc.edu/farmercoops07/

Iowa Premiere of King Corn Documentary, November 7, 6:30 p.m., 1210 LeBaron Auditorium One, Iowa State University. A panel discussion will follow at 8 p.m. with filmmakers Curt Ellis and Aaron Woolf. *King Corn* will also be screened at the PFI Annual Conference in January.

The Changing Face of Agricultural Health and Safety: Alternative Agriculture, Biofuels and Food Safety, November 15-16, 2007- Embassy Suites-Downtown/Old Market Omaha, NE - Sessions include: Everything But...: Alternative Agriculture in the Midwest; Biofuels: An EPA Perspective; Alternative Agriculture: Producer Health and Safety Concerns; Responsible Use of Antibiotics in Animal Agriculture; many more. More information and registration at: www.public-health.uiowa.edu/icash/

Biodiesel Workshop, November 16, Tiffin, IA. Hands-on, full process workshop presented by Green World Biofuels and sponsored by Iowa Farmers Union. You will learn how to titrate, wash and dry biodiesel, manage waste and much more. 9 a.m. to 4 p.m., \$25 registration fee includes lunch. Call 800-775-5227 to register and get directions.

Iowa Organic Conference, November 19, Scheman Building, Iowa State University. Topics include: Transitioning to Organic Farming, Improving Organic Livestock Health, and Marketing Organic Products. New campaign for "Local Organic"; class on cooking with organic products; trade show of organic products and services; all-organic, four-course lunch including food grown locally and in the Midwest. To register online: www.ucs.iastate.edu/mnet/organic07/home.html

Growing Conservation Opportunities: Iowa Soil and Water Conservation District Commissioners Annual Conference, November 28-29, Hotel at Gateway Center, Ames Iowa. Explore: the benefits and consequences of the growing biofuel industry, the upcoming farm bill, climate change in regard to soil and water protection, changing demographics, conservation education in the school system, tillage practices and the benefits of conservation, Agroforestry, and much more. For more information: www.cd-iowa.org/pdf%20documents/annual%20conf%20registration.pdf

**Check Out Niche
Pork Workshop
Dates on
Page 18**

December

Great Lakes Fruit, Vegetable and Farm Market EXPO, December 4-6, Grand Rapids, MI. Three days of educational programs covering: Fruit and vegetable commodities; Farm marketing ideas and issues; General topics of special interest to growers. For more information: www.glexpo.com/index.php

2007 Acres U.S.A. Conference and Trade Show, December 6-8, Louisville Marriott Downtown, Louisville, KY. Advanced learning through pre-conference seminars, lectures from eco-agriculture experts, eco-consultants' hall, and eco-products trade show. Numerous issues addressed, ranging from raw milk, plant nutrient interactions, the soil foodweb, converting cropland to a grass-based finishing farm, to the remarkable potential awaiting farmers. To see all the conference topics and more details visit: www.acresusa.com

January

Mini-School Series for Community Supported Agriculture, January 19, Tustin, MI. A day-long intensive mini-school covering topics specific to Community Supported Agriculture (CSA). Intended for the prospective or new CSA grower. For more information: 877-526-1441, www.csafarms.org/csafarms0731293.asp

Midwest Value Added Agriculture & WI Local Food Summit, January 24-25, Eau Claire, WI. Two conferences held over two days in one location. Bringing together value-added producers and advocates of local foods for the benefit of all. For more information: www.rivercountryrcd.org/valad.htm

Sustain the PFI Legacy

Remember Practical Farmers of Iowa in your will.



Practical Farmers of Iowa has flourished since its initial leaders came together in 1985. With your help, PFI will be around for generations to come.

A planned gift (such as a bequest or gift of stocks, bonds, cash, life insurance, or IRA) will:

- Direct your dollars to sustainable farmers, not taxes
- Simplify your estate plans
- Perhaps even increase your income.

Call Teresa Opheim at 515/232-5661 for more information.

New PFI Members- Welcome!

District 2

Austin and Angela Charlson, *Clarion*
 Dave and Joyce Charlson, *Clarion*
 Jim and Lisa Clark, *Ames*
 Emma Fleming, *Ames*
 Erica Romkema, *Ames*

District 3

Nathan and Abby Cline, *Decorah*
 Karl Dallefeld, *Worthington*
 Bill Ellison and Lois Pavelka, *Mount Vernon*
 Betty Jean Mohn, *Lisbon*

District 4

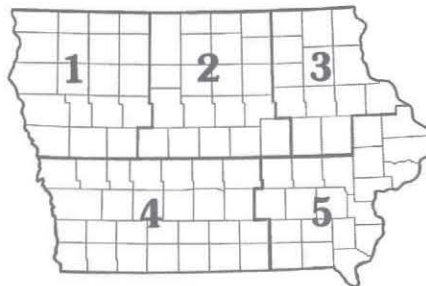
Russell Brandes, *Hancock*
 James and Deborah Freeland, *Atlantic*
 Gail Hickenbottom, *West Des Moines*
 Patti McKee, *Des Moines*
 Jon Overlin, *Altoona*
 Sarah Grant, *Des Moines*
 Victoria Herring and Mark McCormick, *Des Moines*
 Riley Family Fund, *Des Moines*

District 5

Maharishi University, *Fairfield*
 Joe and Pam Slater, *Long Grove*

District 6 (Outside of Iowa)

Animal Welfare Institute, *Northfield, MN*
 Phillip Jensen, *St. Louis, MO*
 Kip Kelley, *Adamstown, MD*
 Scouler Grain, *Omaha, NE*
 James and Katherine Smith, *Shelbyville, IN*
 Andy Witkowski, *Lincoln, NE*



PFI Merchandise



Be a proud PFI member!
Wear a PFI shirt, cap yourself with a PFI hat,
shop with a PFI tote bag...

Casual Cap—\$12

Khaki, Velcro closure, “Healthy Food, Diverse Farms, Vibrant Communities” tagline printed on back.



_____ QTY _____ \$

Farmer Cap—\$8

Summer style farmer cap with light denim cotton front and mesh back.



_____ QTY _____ \$

T-shirt—\$10

Heavyweight, 6.1 oz
 100% cotton jersey in S, L–2XL.
 White with full-color Buy Fresh, Buy Local logo on front.



_____ QTY _____ SIZE _____ \$

Grocery Tote—\$10

Natural color 100% cotton canvas tote with full color Buy Fresh, Buy Local logo. Perfect for grocery shopping, or taking to the farmers market.



_____ QTY _____ \$

Notecards—\$6 for set of 8

Colorful, picturesque photos of Iowa’s agricultural landscape by Jerry Dewitt



_____ QTY _____ \$

White PFI T-shirt, Size S–XL—\$15

PFI logo on front with tagline on back



_____ QTY _____ \$

Colored PFI T-shirt, available in gray, orange, and safety green, Size S–XL—\$15

Scenic landscape with Practical Farmers of Iowa caption on front of shirt



_____ QTY _____ \$

Subtotal: _____
S & H:* _____
Total: _____

***Shipping and Handling: \$3 for the first item, \$1 for each additional item**

Practical Farmers of Iowa
 PO Box 349
 Ames, IA 50010
 (515)232-5661
 www.practicalfarmers.org

Payment

- Check Payable to:
 Practical Farmers of Iowa
- Credit Card
 - Mastercard
 - Visa

Card Number: _____
 Expiration Date: _____
 Signature: _____

Support Our Efforts ~ Sustain Our Work

This annual membership is a:

- new membership
- renewal

I am joining at the level of:

- Student—\$15
- Individual—\$25
- Farm or Household—\$35
- Organization (including businesses, agencies, not-for-profit groups)—\$50

Each membership includes one vote and one subscription to *The Practical Farmer*.

My interest in joining PFI is primarily as a:

- farmer/grower
- non-farmer (You will have the opportunity to expand upon this when you receive your membership information form.)

Sustain PFI

For the sake of the long term health and vitality of PFI, we ask you to consider making a donation above and beyond your membership fee.

I would like to make a tax deductible donation to PFI in the amount of:

- \$1,000
- \$500
- \$250
- \$100
- \$50
- \$_____

Individual or Farm or Organization Name: _____

Mailing Address: _____

City, State, ZIP: _____

Primary Phone (with area code): _____

Alternate Phone (with area code): _____

E-mail: _____

*For Farm/Household membership, please list names of persons included.

*For Organization membership, please list one or two contact persons.

Payment:

Total: \$_____ = \$_____ membership + \$_____ donation + \$_____ merchandise (from opposite page)

Check or money order enclosed. (Please make payable to "Practical Farmers of Iowa.")

Credit Card Visa MasterCard

Card Number _____

Expiration Date _____ Signature _____

Our Vision for Iowa



Food that is celebrated
for its freshness
and flavor
and connection
to local farmers
to seasons
to hard work
and good stewardship



Farms that are prized
for their diversity
of crops and livestock
their wildlife and healthy soils
their innovations, beauty and productivity
their connection to a rich past
and a fulfilling present
where individuals and families
are earning a good living



Communities that are alive
with diverse connections
between farmers and non-farmers;
places where commerce, cooperation, creativity
and spirituality are thriving;
places where the working landscape, the fresh air
and the clear water remind us of all that is good about Iowa



Practical Farmers of Iowa

P.O. Box 349
Ames, IA. 50010

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Healthy Food, Diverse Farms, Vibrant Communities