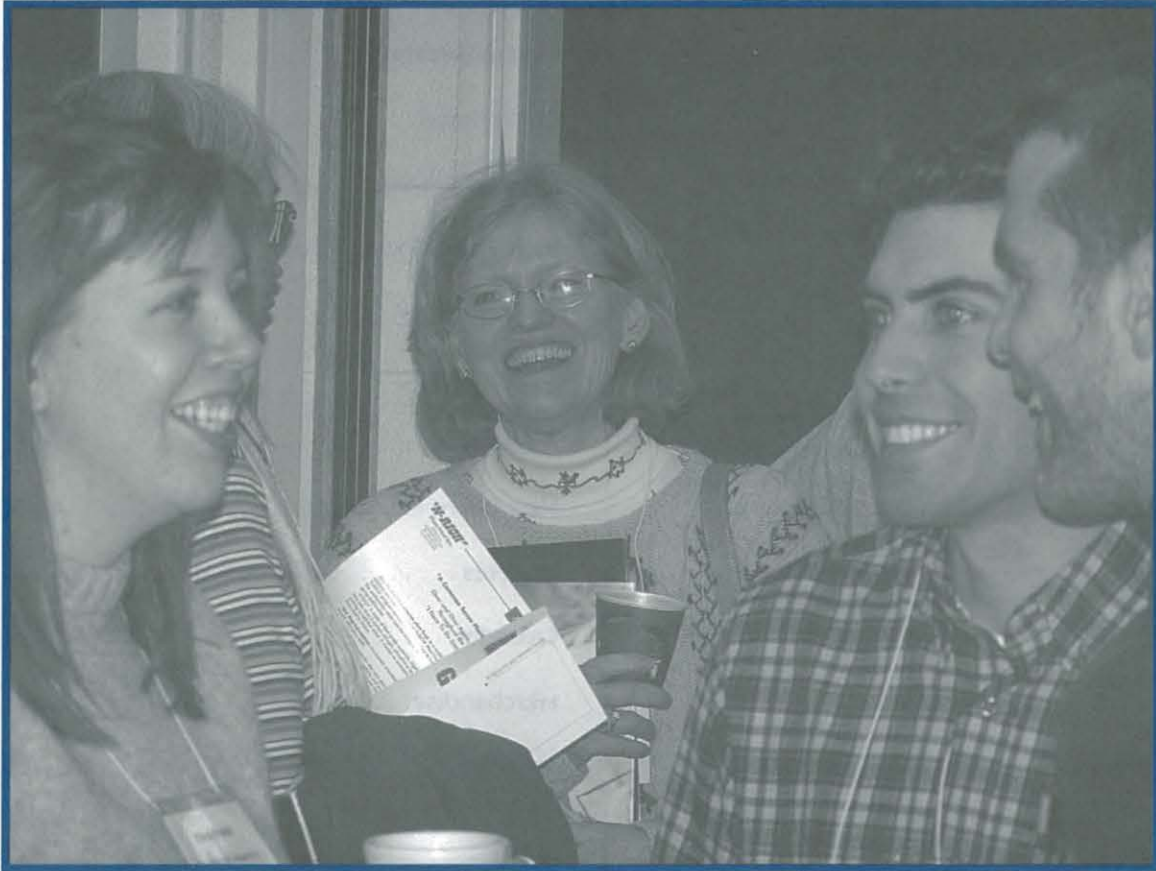


the
Practical Farmer

A Newsletter of Practical Farmers of Iowa • Vol. 24, #1 • Winter 2009



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Cover: From left—Ellen Walsh, Lorna Wilson, Daniel Rosmann, and Jonathan Sherwood ham it up at the Annual Conference. See more conference pictures on page 4.



LEOPOLD CENTER

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Teresa in northeast Iowa

It was wonderful to see so many of you at the annual conference, or as some call it, the “PFI family reunion.”

With the bailouts, and the dip (and coming rise?) in fuel prices, the strong demand for locally grown food (can we meet it?), the peak (or not?) in farmland prices, we’re all a bit dazed. What will the near future bring for PFI and its members?

The roller coaster ride this nation is on makes it even more important that PFI stay on the tracks. Those tracks are what strategic planning is meant to create for an organization.

I am happy to announce that the PFI board has just approved a Strategic Plan for 2009-2011.

“Don’t do something new just because it’s new” is advice I get from our long-standing members. In the new Strategic Plan, we’ve applied that advice most strongly to our goal on networking—the biggest reason you belong to PFI. We will continue to offer and strengthen our mainstays – our annual conference, field days, cooperators’ meeting, and (more recently) farmer clusters—as ways for you to learn from and support each other.

Front and center in the new plan: Helping new generations become successful farmers and supporters of farmers. PFI is blessed with many families transitioning their children to the farm and even more people who want to start farming on their own. We will continue with our Leopold Center-funded Next Generation program and seek more funds to expand our beginning farmer work.

Our strategies for the Cooperators’ Program—our on-farm research and demonstration work—are two-fold: 1) Expand the program with new participants, new projects, and new partners from universities and other civic organizations. We started on that path last year, when we added horticulture producers and graziers to the Cooperators’ Meeting. 2) Complete the large task of getting the word out about the past on-farm research and demonstration you have conducted. In 2009, look for that information to be more prominent and easily accessible at www.practicalfarmers.org.

We are not sure how the volatile economy will affect Practical Farmers of Iowa’s fundraising efforts, but we are being prudent. Our goal is to have reserves of 25 percent of our annual budget, in case PFI faces some financial “rainy days” soon. *You are key to helping us stay solid financially.* When you recruit new members to PFI or make a personal donation, you are showing your commitment to a future of diverse farms, vibrant communities and strong ties between farmers and consumers.

Thank you for your support and your commitment to PFI in 2009!

Teresa Opheim, Executive Director

The roller coaster this nation is on makes it even more important that PFI stay on the tracks.

Practical Farmers of Iowa and policy

An excerpt from the new Strategic Plan

Civic engagement is essential for a well-functioning democracy. Members of Practical Farmers of Iowa have a strong stake in farm and food policy, which has a tremendous impact on which crops are grown, how they are grown, who is able to participate in growing them, and more. PFI must encourage civic involvement while also staying focused on its mission to foster profitable, ecologically sound and community-enhancing approaches to agriculture. PFI is forming a policy committee to bring policy recommendations to the board.

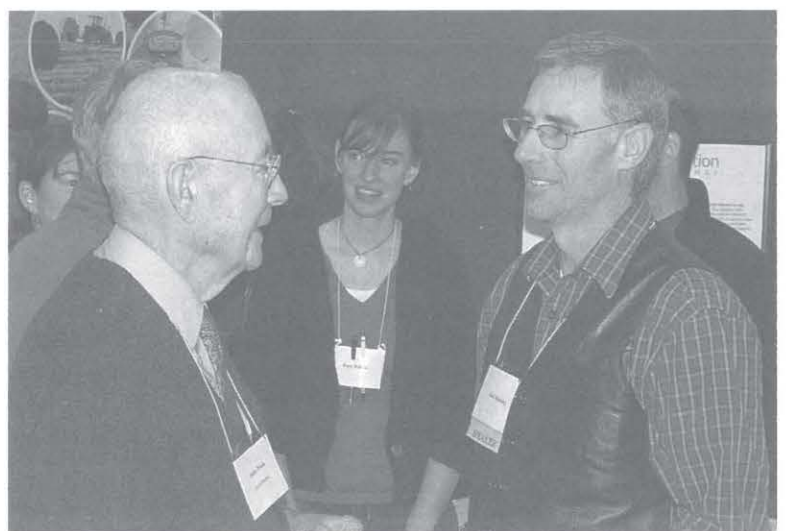
A complete copy of the Strategic Plan is on our website. For a paper copy, contact Suzi at (515)232-5661.



Meet Tobey

I’m a bit crazy for canines, and always look forward to meeting your dogs when I visit your farms. Here’s one that captured my heart recently: Tobey, waiting patiently for us to come out of the barn at Full Circle Farm, run by Don Adams, Nan Bonfils, and Brian Hayward.

Conference Highlights



Conference Highlights



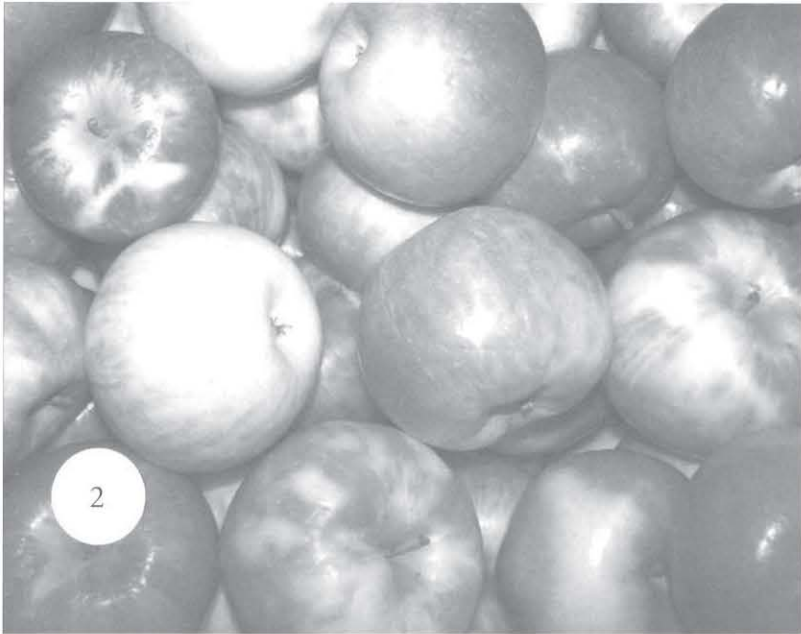
Annual Conference 2009

Over 350 people braved the wintry weather and came to Marshalltown to learn from each other.

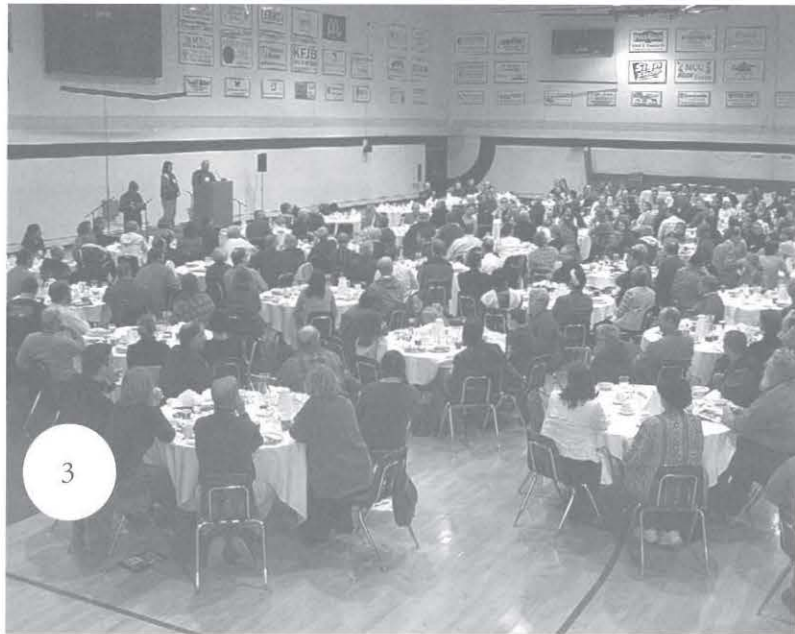
Look at all of this information-sharing! Top, from left: Bill Kimble and Will Winter; Dick and Sharon Thompson mull over the schedule; Teresa rings in a new session; Laura Merrick, Matt Liebman, and Kamyar Enshayan; James Nisly, Gary Huber, and Sally Wilson.

Middle, from left: Cindy Madsen and Earl Hafner; Gary Guthrie, Jill Beebout, and Sean Skeeahan; Faye Jones and Chris Blanchard; Faye Wilson, Jaron Wilson, Erin Beard, and Tom Beard; Craig Griffieon and Eric Franzenburg.

Bottom, from left: Donna Prizgintas and Sarah Carlson; John Pesek and Joel Huesby; coffee shop with Will Winter.



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2009 Annual Conference

1) Rick Hartmann talks with Ralph and Karen Lane; 2) Conference-goers went through four bushels of Berry Patch apples at the conference; 3) Ron Rosmann presents the Sustainable Agriculture Achievement Award to Vic and Cindy Madsen at lunch.

The Next Next Generation? They are getting an early start!

4) the Ness and Cory families converse; 5) Betsy Dahl with niece Johanna; 6) Morgan German smiles sweetly; 7) Ryan Jepsen shows dad-to-be Nick Wallace how to hold a sleeping baby (or perhaps they are talking about cows); 8) Lucy Cameron and Kristine Jepsen with their babes; 9) Barney Bahrenfuse and baby Gabriel listen to keynote Joel Huesby; 10) Carolyn Dahl hugs her nephew.



King Corn Fundraiser

The evening before the Annual Conference, Curt Ellis and Aaron Woolf joined Practical Farmers of Iowa in Des Moines for a fundraiser screening of King Corn. After the movie, the crowd convened in the lobby for great conversation. Thanks to all who joined us and contributed to this fundraiser! From left: Lori from Sweet Binney's; Curt Ellis (right) talks with moviegoers; Curt and Aaron answer questions from the audience.



the Practical Farmer





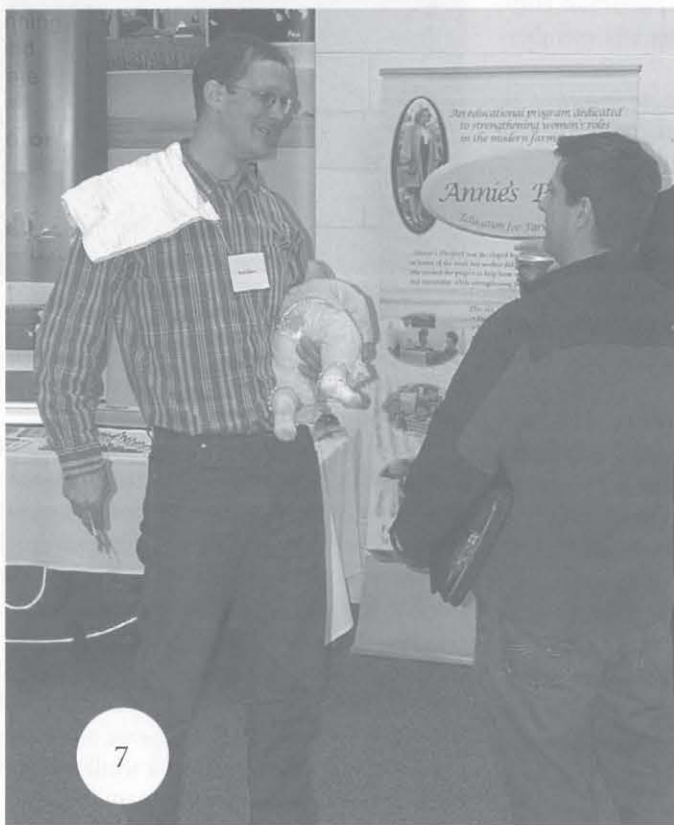
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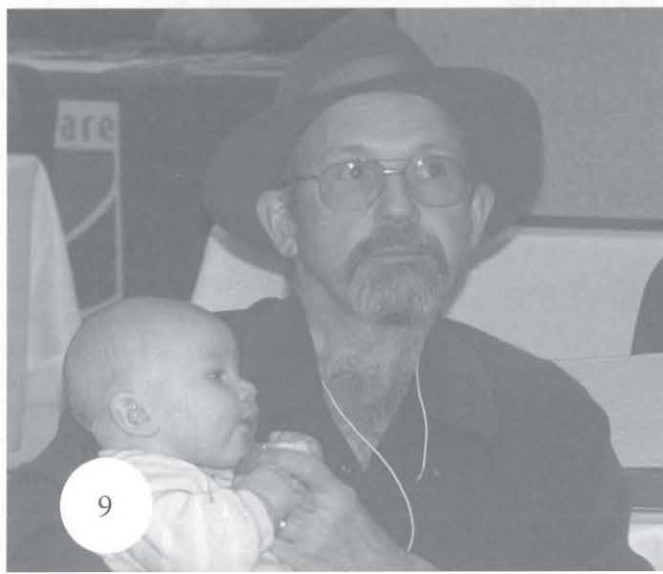


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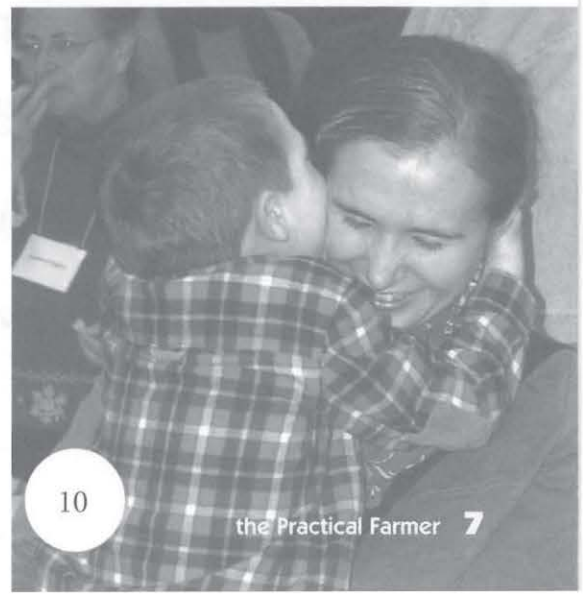


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ing Corn at the Fleur Cinema.
Burras samples the desserts



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Grass-Finishing Beef

Here are the details on how one PFI family does it

Compiled by Teresa Opheim using notes from an interview conducted by Sarah Carlson and Margaret Smith

“You should get to know Gene and Ryan Herman,” Todd Churchill of Thousand Hills Cattle Company told PFI a couple of summers ago. Since then, we have—and we sure are glad.

Six years ago, Ryan, 31, came back to the family farm, which hugs the very tip of Northeast Iowa. He and his dad, Gene, began moving the 800-acre farm away from row-crop production and toward a grass-based beef operation. Today, they sell their beef, most “grass-finished” and some certified organic grassfed, to Thousand Hills, direct to consumer, and are also working with other PFI members in a regional marketing cooperative.

Ryan and Gene are constantly looking to learn, to improve. In the spirit of PFI, they also are willing to share the following details below on how they run their operation.

On Forages

“Six years ago, we were still doing row crops, finishing in the feedlot and then sending animals to the auction barn. 2004 was our last year for corn. In 2005 we seeded some acres to permanent pasture and hay ground, and some acres to annuals, Japanese millet and annual rye primarily.

“Here’s the pasture composition of our recent seeding: Orchardgrass does well and sticks around. Perennial rye hasn’t persisted as well due to its need for 15-20 day rotations; our rotations are 30-90 days. We also planted tall fescue-endophyte free, and meadow fescue, medium red and white clover, some alfalfa and chicory. The chicory bolts, or it goes to seed on our longer rotations but it does bring nutrients up from lower down, because its roots grow down four to five feet.

“In our older pastures, bluegrass and white clover dominate. We have done high stock density grazing the most here, as well as giving it extra rest after feeding bales on it in the winter. This has



Ryan and Eugene Herman survey their herd and pasture

shifted the grass composition to the naturally occurring orchard grass. We have frost-seeded red clover in the past, and it has also been coming back on its own.

“I’ve talked with [grass-finisher] Doug Gunnink about the forage chain issue: the continued expense of buying seed, tilling and using fuel every year. We don’t currently do much of a forage chain. If you can be flexible with your stocking rate or use timely haying, you can stockpile feed well into the winter. Also, because the grasses don’t lignify as much here in the summer, we don’t have much of a summer forage gap to fill. If you can prove that the rate of gains are that much higher with those chains of forages, that you can handle all those moving parts and it will increase profitability, then I would adopt it. For now we are waiting. If you like sitting in a tractor and tilling once in a while then, that’s fine, but we want to do something else with our time. I don’t trust that if we get all tooled up to do a forage chain that the cost of seed, fuel and tractor parts aren’t going to go up.”

On Production Systems

“Have the animals that your land can handle throughout the year. When you have more grass/hay in the summer, bale it up yourself or bring in a custom bailer and then stockpile from August on. The winter hay-feeding period is the main determinate of profitability. So, we try to have grass to graze until the cows can’t get through the snow to find the grass.

“From June to September we are grazing the cows on 200 acres of state-owned land and move them once a day at a minimum. We make hay on an adjacent 200 acres that we own. The majority usually gets cut twice, in June and early August, and only one field gets three cuts. The cows return mid-September and will graze this area into December, using once daily moves. It is similar on the home farm

“The winter hay-feeding period is the main determinate of profitability. So, we try to have grass to graze until the cows can’t get through the snow to find the grass.”

with the grass-finishers. We graze around 200 acres of the rougher ground in the summer and cut hay on 200 of the better ground until early August. This is left to stockpile and then is normally grazed until December or January.

"We now have 115 cows. The cow-calf pairs winter on the bottom farm. We wean them in March, at 10 months, and we wean them all together—it's simpler that way. Then, in June, we calve. We market 100 grass-finished cattle a year. We retain about 10 percent of the heifers. We debate whether we need to own every animal on the place. There is more flexibility with stocking rate if we don't. Plus, the regular monthly cashflow from custom grazing would be nice.

"Last year was the first time we tried summer calving. May and June worked out well. A few calves lingered into July, and there were too many flies. We still need to tweak the system to make the 10-month weaning and over-wintering on the cow work better.

We have only two years of data so far, but this has created a tighter calving window. We keep the weaned calves separate for a while and then throw them in with the finishers—400-500 pound calves with up to 1200-pound finishers.

"In the winter we unroll bales to give all of the animals access; there is possibly more waste because they sometimes walk or lay on it, but it is hard to tell. I hate to say "waste" because hay left laying there is actually fertility for the soil next year. We try to move the bales around daily, where they feed so that they are on fresh snow and we distribute the manure. We supplemented the high protein hay ration with energy tubs last winter. They contained organic flax and molasses.

"April 15th is usually when we start grazing. The cows are out on perennial pastures that are too steep to hay. At this time we will supplement with dry hay in a portable feeder to slow the passage of the high protein grass through the animal.

"We wait until 10 am to rotate the cattle to new pastures because the sugars are greater in the crop. Also we want to make sure to offer enough pasture in the evening so that the rumen is full until the next morning. We usually achieve 150,000 pounds of animal per acre each day for the daily rotations. We're trying to figure out how to balance performance and high-stock density."

On Breeds and Health

"We want to put money toward cows that produce a calf every year as opposed to machinery that depreciates. I have yet to see a tractor reproduce a baby tractor! It's one of the great miracles

"We want to put money toward cows that produce a calf every year as opposed to machinery that depreciates. I have yet to see a tractor reproduce a baby tractor! It's one of the great miracles of a natural system to produce something from scratch with free sunlight and our management."

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"We try to let the cows do as much of the work as possible, including harvesting the forage. Where conventional livestock management takes the feed to the cattle, we take the cattle to the feed.

"Our breeds are now completely British breeds, a black angus base with some red angus and red devon. I don't get too excited about one breed. At our peak six years ago, we had 250 cows. Four years ago, we sold two-thirds of the herd based on Gearld Fry's linear measuring system. If

the cows were too tall, too lean, too far off the ground, over 1,400 pounds, they were culled. We've slacked off some on linear measuring but we do take measurements following any animal purchases. We're trying to raise our own bulls, but finding this a slow process and are still buying bulls from off of the farm.

"Now that we are organic, we approach animal health differently. Since moving to a grass-based system our only intervention has been pink eye, maybe one case of foot rot per year. If these animals are bad enough that they need conventional treatment, they are given a new ear tag so we know they have to be sold to the conventional market. To treat organically, we spray the eye with diluted hydrogen peroxide and cover it with a patch cut from old blue jeans. If we need to sort out a trouble animal, we do it in the pasture to get the animal to walk to the head gate back at the home farm.

"We dropped our vaccination program and had more open cows, so we're thinking about getting back on a program for the reproductive cows. In the future I would like cows with immune systems that can withstand these viruses, but we may have taken away too many of the cows crutches at once. We don't have an issue with black leg, and in the past we used to have that.



Ryan Herman out in his pasture

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Growing their Own

Sally Worley

Snapshots of three PFI members who are passionate about one of America's favorite pastimes: gardening.

The Veteran

Matt Liebman grew up in a household with a garden and has been gardening on his own since 1979. He moved to Ames in 1998 and transformed his once snow truck storage/ cinder block haven, complete with a children's swing set and a fence down the middle of the back yard, to a 2500 square foot garden.

Matt and his wife, Laura Merrick, buy very little produce throughout the year. "We could be self-sufficient in fruits and vegetables, but my kids don't always eat what I'm growing. In addition to accommodating my children, we buy apples and citrus," Matt says.

Matt, who is a professor of agronomy and Wallace Chair for Sustainable Agriculture at Iowa State, is a purposeful gardener. His garden is laid out geometrically with families of crops planted together, all the better for crop rotation. Matt uses his space efficiently to grow over 30 different crops a year. He saves many of his seeds, and estimates total annual expenditures on his garden to be around \$50. Matt does not use machinery; he hand digs everything. "Hand digging goes really quick, because the soil's in really good tilth."

Matt's garden season is long for a home gardener. He is in the soil from April to December, and will start seeds in his glass house in February. Matt plants a diverse array of cover crops, including soybeans, fava beans, cowpeas, oats, rye, hairy vetch, berseem clover,

crimson clover, and white clover—the agronomist in him shines through.

If you peruse the catalog for Johnny's Selected Seeds, you will likely have seen the description for Matt's Wild Cherry. Matt, former Maine inhabitant, gave this tomato to Johnny's Rob Johnston—hence the name. Matt received and saved seeds from a friend who acquired the tomato from her home state of Hidalgo in eastern Mexico. "They are like candy," claims Matt.

The work pays well. Items in his food cache this cold February include: dried beans, garlic, onions, garden salsa, bell peppers, snap beans, carrots, beets, celeriac, basil pesto, and squash. Not only is Matt fed, but he is fit: "For me, gardening is an alternative to going to the gymnasium for exercise. It keeps me alert and my family, friends, and neighbors are better-fed. Plus, I enjoy it."

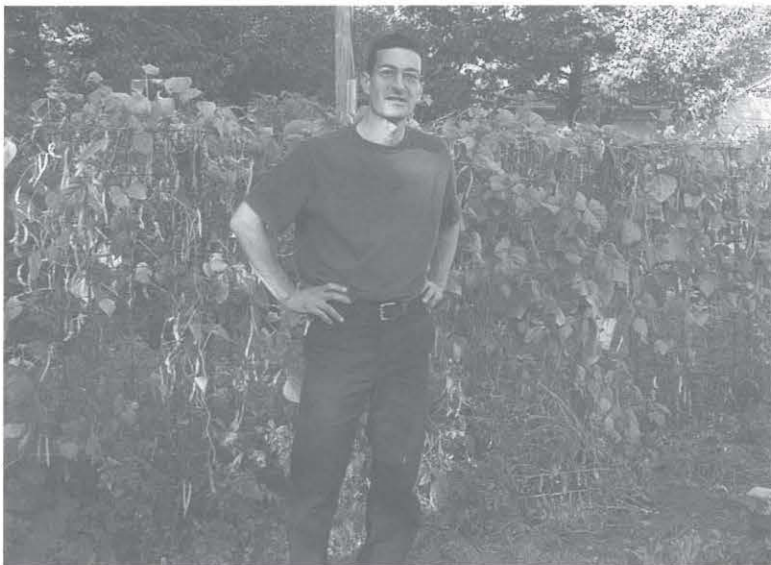
"Hand digging goes really quick, because the soil's in really good tilth."

Matt Liebman

The Novice

Ann Fitzgibbons just completed her second season in the garden. Her gardening venture stemmed from a desire to better know her food sources. "I figured if I was growing it, I would certainly know where my food came from." Ann was dazzled by the freshness and flavor of her homegrown food. "It is hard to eat grocery store produce once you have enjoyed it straight from your garden."

Ann renovated a once-perennial flower garden in her back yard to a growing area. She currently has two main garden sections,



Matt Liebman, in front of drying pole beans.



Helen Gunderson's garden is diverse in texture and height

20 by 30 feet each, with a grassy section in between. This last year Ann planted apple trees, a raised strawberry bed, raspberries, and a

“It is hard to eat grocery store produce once you have enjoyed it straight from your garden.”

Ann Fitzgibbons

few blueberry bushes in addition to her main garden plots. She plans to add rhubarb, blackberries, and grapevines to her fruit fare. “I want to enjoy fruit along with all of my vegetables.”

Having a garden has changed the Fitzgibbons’ eating habits. “I planted all these cool-looking eggplants. But once they are ready to pick, what do you do with them? Fortunately, my neighbor shared a great ratatouille recipe with me.”

Ann remains loyal to her farmer’s markets. “I don’t have enough room for sweet corn, and there are great local sweet corn producers. I also

had a rabbit that was very hungry for beets. So I purchased those at the market.” Ann loves to talk shop with the farmers at the markets. Gardening has convinced Ann, however, that farmers at these markets price their items too low: “I now know how much work it takes to grow great food, and they sell their products so inexpensively. They should be charging more.”

Ann has become a big proponent for local food. “I really think that if people just grew their own food, they would realize what real food is. They would become more aware of how our food system operates and how our current food trends are affecting our health. Cholesterol-lowering drugs are now indicated for kids that are 12! That is an indication that our nation is eating too much unhealthy food and not exercising.”

The Spiritualist

Helen Gunderson cites two reasons for gardening. First, “with this movement for sustainability and locally-grown food, we need to utilize unused urban spaces, such as our backyards, to help meet demand and to keep farmers from growing on marginal land to meet the demand.”

More central for Helen, gardening fulfills her intrinsic needs. She cherishes memories of

-continued on page 25-



Ann Fitzgibbons in front of her picturesque garden.



For Helen, a fresh raspberry is a few steps away during harvest season



Healthy fall peppers=happy Matt



Ann's bounty

Seeds Save Me

Gordon Reeder



All snow when it falls is beautiful, even if you are driving west from Thanksgiving and your nine-week-old daughter is crying in short hysterical bursts that make you wonder if she is receiving any breath at all. It was alright, because my wife was driving. I could

look out the window and imagine the smell of rain, soft and warm, and imagine my garden thick with tomato leaves—their soft thin hairs, like the hair on my daughter's ears, catching pieces of rain as they fall.

I am captivated by how fragile a garden is, by how one bug can signal the ruination of months of squash vine growth. Yet how resilient. It seems to take only a day for the garden to move from the first seedling peeking through the dirt to a verdant jungle leaping out of control. And yet, how long does the fruit sit ripening, like a naked bird waiting for its feathers to fly? I am fascinated, but I am not a good gardener. Every year I have the itch to plant and grow. And each year by July those dreams have faded into a wild yet ragged clump of weeds and spotted bugs.

I grew up in the suburbs of Chicago. My mother, when she gardened, focused on rose bushes and rock gardens; a solitary landscape for her pretty home. We learn so much from our parents, but far too often what they are teaching is not related to our dreaming. I never cared for weeding the grey-brown dirt of my mother's gardens, or for keeping my baseballs and big feet clear of them.

Married and a father, I dream of rows of corn tassels tickling the sky and a peach tree shading an asparagus bed. I dream of raspberry bushes, beets as big as a soft-ball, and onions as big as my head. I have a very small head. I dream of mustard greens and kohlrabi. Chives, rosemary and basil. For most of you reading this these dreams might not seem too difficult to attain, and I have harvested a handful of beets or a couple colanders full of tomatoes. But my wife, like my mom, is more attracted to flowers so spends her attentions on the front of the house while the vegetable garden spirals out of control behind her. I can not seem to handle the chaos of growth that happens somewhere around the end of May or the beginning of June.

All that is going to change: for the past three summers our house has been an erstwhile member of the real estate market. Never a member in good enough standing to actually sell, each summer I've had a built-in excuse to garden at half speed. What if it sells? It would be a shame to give up a garden in July that I worked so hard on in April May and June. It was easy to convince myself to plant little more than a couple of tomato plants and let the rest of our plot fall to ruins.

But not this year. This year we have decided to stay put, put down roots if you will, and I want to garden like...well, like my grandmother. It was my grandmother who fostered in me my interest

Married and a father, I dream of rows of corn tassels tickling the sky and a peach tree shading an asparagus bed. I dream of raspberry bushes, beets as big as a soft-ball, and onions as big as my head.

in gardening. We planted sunflowers in her front yard. Here was a flower I could understand. Large and bright they grew so rapidly they needed to be tied up or they would tip over. Birds loved them and people ate them. Each sunflower was a measurable achievement of height and toughness. They seemed explicitly boyish.

On the list of things I would have loved to do at my house over the last six years, (if I'd known I was going to stick around for six years) number one is put in a kick ass garden. Number two is letting the lawn go feral. While I have managed to kill most of the grass and allow Creeping Charlie to reproduce wildly in its place, my yard is as constrained and suburban as any of its neighbors. What I have in mind for this summer is to cut a large swath out of the middle of my lawn, roto-till it, and mark each corner with a single impressive sunflower. Thinking about it I feel like Robinson Crusoe.

I come from a long line of crabby women. While my grandmother gave me the first impulse of what gardening could be, she also helped instill in me a rampant sense of guilt. She chided me all summer for not coming over to water those sunflowers. She is in her early 90's by now and is living independently in one of those retirement hotels outside of Chicago. When I visited her at Thanksgiving I took it as a rebuke that she had grown a more vibrant and successful harvest out of her thistle rich plot of clay than I did in my large Iowa backyard. Her dirt used to be part of a military base; my dirt was a member of the prairie.

My defeat is partially understandable. 90 or not, this is the same women who spent the first hour of our visit flipping through her digital camera showing us pictures of her latest cruise through the Middle East. She showed us pictures of the pyramids and the sphinx, and of the lady who charged her for the use of a dirty toilet. She doesn't let age or circumstance get in the way like I do.

I am going to out-garden that little grandma of mine with her weak arm and hearing aides. Do I have the guts to plant long-term produce like asparagus or strawberries? Probably not—I am, after all, a man who couldn't even get the leaves off his lawn before it snowed. Now I have three nice white pillows in my back yard, moldering and decaying over my grass which sits waiting for spring me to come re-seed it.

But I can at least plan for next year: I have already begun to flip through seed magazines and devised ways that I can con my two-year-old into weeding the lettuce patch. A patch I will hover over with constant vigilance to keep from bolting, as well as reseed in mid-summer so that I will have fresh and fabulous greens long into the fall.

The Economics of On-Farm Biodiesel

Rick Exner

The new PFI Bioenergy and Diversity project hosted three field days in late summer 2008. The focus of this article is a biodiesel field day that was hosted on August 30 by Plainfield farmers Gary Laydon and Pat Mennenga and their neighbor Berl Biekert.

Kim Odden, an instructor at Wisconsin Indianhead Technical College, demonstrated his mobile oilseed press and presented budgets for producing oil from different seeds and turning it into biodiesel. These budgets help illustrate whether biodiesel is a viable option for farmers and which crops demonstrate the most potential. Pressing oil is the next stage for on-farm biodiesel, since used fry oil is now in short supply in many communities.

Oilseed crops differ greatly in the amount of oil produced per acre (see Table 1). An oilseed sunflower crop, for example, contains twice as much oil per acre as soybeans. On the other hand, the sunflower meal byproduct is too high in fiber to make good swine feed. But soybean and cottonseed oils make biodiesels with high gel points. Gel point is the temperature fuel stops behaving



Gary Laydon watches as Kim Odden feeds the dual-expeller press, capable of 50 gallons in 24 hours.

Table 1. Oil Production per Acre by Crop.†

Crop	lbs oil/acre	US gal/acre
corn (maize)	129	18
oats	163	23
cotton	244	35
soybean	335	48
linseed (flax)	359	51
hazelnuts	362	51
pumpkin seed	401	57
safflower	585	83
sunflowers	714	102
peanuts	795	113
canola	893	127
olives	910	129
jojoba	1,365	194
coconut	2,018	287
oil palm	4,465	635

† Extracted from a table published by Azure Biodiesel Co., Sully, Iowa 50251.

as a liquid and turns into a gel in your tank.

Odden's approach values a crop's oil and its meal at Chicago Board of Trade prices (Table 2). He includes the market price of the oil as an opportunity cost in the budget for on-farm oil production (Table 3). This is a conservative approach; a farmer might prefer to substitute his/her own cost of production, but some value should be placed on oilseeds that instead of being sold are pressed on the farm. Odden's approach does put all crops on a standard basis. The other assumption Odden's calculations make is that a farmer pressing oilseeds

will find a buyer or an on-farm use for the meal at market rates.

When producing biodiesel from the extracted seed oil, methanol and lye (sodium hydroxide) or potassium hydroxide is added to separate the fuel from the glycerin. The biodiesel is sometimes "washed" to clean out first the methanol, and then the remaining water. Table 4 is Kim Odden's budget for fuel production.

The tables show a difference between the economics for canola oil and that for soybean and sunflower. When the workshop took place, canola oil was trading at a much lower price than the other two oils. In 2008,

-continued on page 25-

Table 2. Aug. '08 market prices and yields of crops and their oil and meal components.

	Seed	Meal	Oil
Sunflower	\$.26/lb, \$520/T	1,280 lb @ \$.15/lb \$192	720 lb @ \$.455/lb \$328
Soybean	\$.215/lb, \$430/T	1,740 lb @ \$.18/lb \$313	260 lb @ \$.45/lb \$117
Canola	\$.225/lb, \$450/T	1,340 lb @ \$.18/lb \$241	660 lb @ \$.316/lb \$209

Communication Key for Transitioning Farmers

Talk is cheap, the saying goes. But if you're transitioning another generation onto the farm, there is nothing more valuable.

Simply communicating with each other was the greatest challenge identified by the 20 farmers who gathered at the Next Generation retreat Dec. 11 and 12 at the 4-H Camp near Boone. The retreat was designed to give farmer/apprentice pairs some time to talk through – older to younger and younger to older – topics such as how to set salaries and vacation policies, whether a new enterprise should be added, and who decides whether farm equipment needs an update. With help from the Beginning Farmer Center, the participants also talked through business planning and legal issues. And they learned the importance of communication and relationships with neighbors and bankers as well.

“Having our children desire to come back and farm with us or just be interested in farming, period, is a validation of our lives.”

One of the activities the group did was an examination of needs and wants. Try the questions on the next page out with your family, and let us know what you decide. We will post your thoughts on our website this spring. To find out some of the Next Generation retreat participants' answers, see page 16.

Thank you to all those participants for their fellowship at the retreat and their courage to share with each other. What exciting times these are, as the generations work together to ensure a future of healthy food, diverse farms, and vibrant communities.

“They say imitation is the greatest compliment,” one retreat participant commented. “Having our children desire to come back and farm with us or just be interested in farming, period, is a validation of our lives.”



Holistic management training has been very helpful to Bonnie and Dan Beard and son Tom (pictured here) as well as their other children because it helped them identify their priorities and goals. A yearly holistic management “refresher” class is probably in order, say the Beards.



Suzi Bernhard (PFI's membership services director) grew up raising vegetables with her father Greg. The Bernhards no longer hit the farmer's market circuit, but Suzi has plans to change that in the future.



Many of the “next generation” apprentices are not related by blood to existing farmers. Two examples are Brian Hayward (left), who works with Don Adams and Non Bonfils at Full Circle Farm, and Ben Saunders, working with Angela Tedesco at Turtle Farm.

Needs...or Wants?

From Practical Farmers of Iowa's Next Generation training (Dec. 11-12, 2008)

Need = something that you **have** to have

Want = something you **would like** to have

Situation One: Polly and the Pickup

Polly comes home after college to farm. She and her dad, Greg, get along well and enjoy farming together. There is one sore spot, however: The farm pickup is fourteen years old. Polly wants a new vehicle, and personally is willing to add monthly payments of \$500 to get one. Greg says that the current pickup works fine. He's not interested in co-signing a loan for the new vehicle, yet at the same time worries about Polly taking on that much debt.

Is the pickup really a personal or business decision? If it is a business decision, should Greg exercise veto power over the decision?

Is there anything else you need to know about this situation to make your decision?

Situation Two: Riley, Renee, and the Races

Riley and Renee, a young couple, have come back to the diversified farm with Riley's parents. Bill and Mary are thrilled the young people are back, but are somewhat taken aback when Riley and Renee, who are big horse racing fans, begin planning several week-long trips to the races. Because of the livestock, Bill and Mary have never taken formal vacations. Bill and Mary decide the four of them need to sit down and agree on a reasonable vacation amount.

How much vacation is reasonable for Riley and Renee (as well as Bill and Mary) to take? A weekend now and then? One week? Two weeks? More?

Will this amount change the longer they are with the farming operation?

Is there anything else you need to know about this situation to make your decision?

Situation Three: Peter and His Pay

Peter has graduated from college and decided to come back to the corn and soybean operation to farm with Dan. The two agree that Dan should hire Peter as his "hired man". To start their negotiations on the amount Dan will pay Peter, they decide on an appropriate salary for someone just getting out of college with an agronomy degree.

What do you think that salary is?

10,000 20,000 30,000 40,000

A different amount?

Peter will raise part of his income through a haying business. What percentage of the total salary amount should Dan pay Peter?

What if Peter could be earning \$42,000 a year working full-time for a fertilizer company? Is this "opportunity cost" important in their negotiations?

Is there anything else you need to know about this situation to make your decision?

Situation Four: Balance for Brian

Brian joins Jim in his farming operation, and over the next five years, they turn Jim's corn and soybean operation into a grass-based livestock system. Brian's highest priority is to have a good balance between work, home, and civic life, so he wants to set a goal for number of hours a week worked.

What is a reasonable amount?

Less than 40? 40? 50? 60? 70?

Is this question relevant for farming? (After all, aren't we farming because we don't want to punch a time clock?)

Is there anything else you need to know about this situation to make your decision?

Situation Five: Sam and the Sabbatical

Susan comes back to the Community Supported Agriculture operation run by her father, Sam. Sam is deeply religious and has decided that he wants to take a three-month mission trip to Guatemala over the winter. He'll be back in time for the peak growing season, but during his absence, Susan will need to order all the seeds, start seedlings, get equipment ready, and – most time consuming -- line up the subscribers for the next season. Susan is nervous about getting this all done, but also wants her father to follow his dreams.

Is it reasonable for Sam to ask this of Susan? Should Sam offer Susan a greater share of the profits because of the arrangement?

Is there anything else you need to know about this situation to make your decision?

Needs and Wants—Some Answers

There are no right or wrong answers—but here are some comments from the discussion that took place at PFI's Dec. 11 and 12 Next Generation retreat.

Situation One: Polly and the Pickup

Most agreed that Polly would be making a personal decision to buy a new pickup. Some wanted to know, however:

“Who owns the pickup now?”

“What is the reasoning behind the new truck? Is it for car-seats for kids? Extra cargo? Or does she just want something more pretty? The answers to these questions determine whether this is a personal or business decision.”

Situation Two: Riley, Renee, and the Races

“People often don't want to be in their offices and need to get away, but farmers don't need to get away as much.”

“Shouldn't farmers have the expectation of a nice vacation?”

“It depends... Are they making enough money for a vacation?”

“You need a week at a time to really get away.”

“We take no more than two weeks a year on an informal basis. But I don't want to start filling out a timesheet on this.”

“A week is a long time to be gone with livestock.”

“Two weeks a year for both families, but of course they can't be taken during planting and harvest.”

“Two weeks vacation is good but this probably won't increase over the years, may even decrease the more you get invested in the farming operation.”

Situation Three: Peter and His Pay

“Need more information! What size is the haying business? Is he using Dad's equipment? Are housing and health insurance provided to him?”

“What are the parents' salary? He can't make more than his parents! Are parents and he willing to kick down their standard of living?”

“Opportunity costs are important. I want to know what I'm giving up. You have to constantly ask yourself: Is this what I want to do?”

“Opportunity costs make no difference to me—figuring out opportunity costs is an economists' game, a game I don't want to play.”

Situation Four: Balance for Brian

“I'd like more information. Does he make enough money to only work 40 hours a week?”

“It doesn't matter the number of hours you work, but how smart you work.”

“You're going to burn out at 70 hours a week. They should set a goal.”

“Farming is seasonal. Expect the boom and bust.”

“40 hours a week is a little low. Just keep track of when you're stressed; then it's time to step back.”

Situation Five: Sam and the Sabbatical

“Need more information: How long has she been back? Does she have previous experience? Does she have the knowledge base to do this alone?”

“Sam shouldn't leave for so long, especially because she hasn't been back long enough to really know the business. There would be lots of risk to the business otherwise.”

“Has Sam laid out records for the last five years or so? Has Susan been around over the last five years? He may think she knows the business, but does she? Sam should stay home and teach her more.”

“She could gain a lot more confidence in doing it on her own. This could be a significant growing experience for her.”

“If Dad leaves, he has to be willing to accept her mistakes.”



Wade Dooley (pictured here with his parents Alan and Mary) will be adding enterprises to the corn, soybean, hay and cattle operation he has come back to. His dad, Alan, says that's fine as long as the enterprises don't put Alan's income at risk.

Red Clover Interseeded into Small Grains Makes Cents

Jeremy Singer

Diversifying cropping systems by using small grains interseeded with red clover spreads out risk and creates opportunities for adding a high quality forage and nitrogen source for subsequent crops. Red clover reliably establishes using the low-cost method of frost-seeding, dropping or spinning the seed on the soil when the ground is frozen in late winter or early spring just before or after winter small grains start to green-up. Our results indicate that 10 to 20 lbs of red clover pure live seed per acre produces forage yields ranging from 3000 to 6000 lbs (15% moisture content) per acre with a range of crude protein content between 18 and 26%. This potential yield is from the sum of two harvests after small grain harvest averaged across several central Iowa growing seasons. Our research has also identified elite red clover varieties that perform better in frost-seeding systems. These varieties include commercially available Cherokee, Chesapeake, Cinnamon, Marathon, Pennscoot, Scarlett, and the experimental variety C328 that is not yet commercially available. All of these varieties have exhibited excellent biomass yield potential under varying Iowa environmental conditions. Our current research is focusing on how the selection of the winter small grain varieties affects frost-seeded red clover and alfalfa establishment.

Management decisions will vary widely depending on a farm's need for forage and other factors. However, a few pointers will aid in deciding how red clover can be managed to achieve the maximum benefit regardless of the type of farm. Red clover survives shading by the small grain and will grow rapidly after the small grain crop is harvested and protect the soil from wind

and water erosion. The presence of red clover will decrease but not eliminate the potential for weed establishment. The type and number of weeds will be more influenced by previous weed management and the soil weed seedbank. Mowing the clover is recommended regardless of whether the clover will be used as animal feed or not. The frequency of mowing will depend on the type of weeds and their regrowth. In our research, we typically mow about twice to lower the ability of summer annual weeds to produce viable seeds. Red clover, like other cover crops, can also act to improve soil structure, attract beneficial insects, and provide other direct soil benefits and indirect agroecosystem functions. For more information on using red clover interseeded with winter small grains refer to Iowa State University fact sheet PM-2025.

Red clover shoot material from our research ranges between 3 and 4% nitrogen content. Some of the red clover shoot biomass that is mowed and left on the surface will be available for the next crop, but the source and availability of the red clover nitrogen that the following crop uses will vary from year to year because red clover nitrogen is from a biological system, with many factors affecting the timing and quantity of its release. Research from Michigan reported red clover root nitrogen averaging 37 lb/acre and shoot nitrogen averaging 89 lb/acre. The shoot data from Michigan was from research that did not harvest the shoot material for forage. Research from Ontario Canada reported total nitrogen from shoots and roots averaged 123 lb/acre. Results from these studies were very similar in the amount of red clover plowdown nitrogen. However,

their conclusions about how much red clover nitrogen was available to the following corn crop varied between 80 and 115 lbs/acre of fertilizer nitrogen replacement value. This is a substantial amount of nitrogen at today's prices. We have found that using the late-spring soil nitrate test does not accurately predict the availability of red clover nitrogen using no-till production practices. Therefore, the best way to determine how much nitrogen is available from your red clover cover crop is to use test strips with varying nitrogen rates. For further information on the late-spring soil nitrate test refer to the Iowa State University fact sheet PM-1714.

To maximize your forage contribution from this system use 15 lbs pure live seed per acre and harvest the red clover two times during the period after small grain harvest using about a 35-40 day harvest schedule. Also consider taking a cutting in the spring before planting your summer annual cash crop, but remember that this will delay planting the cash crop, typically corn, and depending on rainfall, may deplete stored soil water that may not be replenished if spring rainfall is below average.

To maximize your nitrogen contribution from this system, use 10 lbs pure live seed per acre and mow the red clover as necessary to minimize weed seed production. Let the red clover regrow for about two weeks in the spring to produce some shoot nitrogen before applying a herbicide to terminate growth. Wait about 10 days before planting corn.

Jeremy Singer is a Research Agronomist with the Agricultural Research Service at the National Soil Tilth Laboratory in Ames.



Time series of frost-seeded red clover in March, June, and September. (Photos by Brock Blaser)

Fair Trade Has Value in the Domestic Marketplace

Susan Futrell



Fair Trade practices have been making a difference for coffee farmers in Central America, Africa and other parts of the world since first introduced into trading relationships over 20 years ago. * (Equal Exchange, the first company to bring fair trade coffee to the US, is still a leading supplier for fair trade coffee, cocoa, tea and most recently, domestic pecans, almonds and cranberries.) Fair prices that cover production costs and provide a decent livelihood, access to markets and credit, and input into marketing and pricing decisions have helped farmers stay on their land, support their families, and build schools, roads and water systems in their communities. Consumers who want to support these producers can now find Fair Trade certified products in supermarkets, and even Dunkin Donuts and McDonald's in some places offer fair trade coffee.

In the US, we have the benefit of public roads, water and schools, but many of the other challenges farmers face here are the same as their peers in other rural parts of the world: consolidation in food and agriculture, global price competition, unfair markets. What would happen if the same principles

were applied to products grown on farms here in the US, not just for farmers, but for farm workers and others in the food supply chain as well?

Four years ago, a working group began looking at what it would take to apply trade standards in marketing domestic farm products. Members of PFI know what the beginnings of change look like—whether in the marketplace, policy or communities—it often starts with a bunch of people sitting around a table, trying out ideas, getting to know each other, and looking to other examples for inspiration. The beginnings of Domestic Fair Trade included more diversity than most such meetings, and strong representation from organic and sustainable farmers, coop and socially-responsible businesses like Organic valley and Nature's Path, and non-profit and consumer organizations. By the second year, thanks to a concerted effort and support from Oxfam and others, there has also been a strong representation from farm worker organizations. Last year, the working group took a significant step and launched the Domestic Fair Trade Association, with 31 charter organizations as members. The DFTA held its second meeting in December, 2008, hosted by Organic Valley in LaFarge, WI.

The founding document for DFTA is a set of Principles of Domestic Fair Trade—a complete description of all twelve principles can be found at the dfta website: www.dftassociation.com. Over the past year, committees have been at work to develop bylaws, communication plans (including a

website), and criteria to help evaluate Fair Trade claims and certification standards that are beginning to emerge. A part-time coordinator has been hired.

Why domestic fair trade? It is an essential element of a diverse, stable, sustainable food system, one that allows family farms to continue to compete and thrive, and that supports safe working conditions, fair wages and a place at the table for farm owners and farm workers alike. Consumers, many of whom are increasingly sophisticated about the impact of their food choices, are looking for ways to identify and distinguish foods and farm products that match their values from those that don't. The mission of the DFTA is to: Promote and protect the integrity of Domestic Fair Trade Principles through education, marketing, advocacy and endorsements.

DFTA is open to applications for membership from any organization that endorses and attempts to practice the basic principles. There is also an associate member category for organizations and individuals who support the goals of DFTA. Consider joining and help nurture and build this next, important piece of the "Good Food" system, that will help give all of us safe, fair, nutritious and affordable food, from farmers here in the US as well as globally.

The DFTA Criteria committee has just completed a draft of criteria for evaluating domestic fair trade standards and claims, and would welcome review from farmers and others. If you are interested, contact: Sue Futrell, a member of the Criteria Committee, at sfutrell@mchsi.com, or Kate Zaiden, coordinator for DFTA: dfta.coordinator@gmail.com

For more information, visit www.dftassociation.com. For more information on Fair Trade in general, visit www.equalexchange.coop.

Susan Futrell has been working with food and ag issues for over 30 years and is currently Communications Manager for Red Tomato, a nonprofit which markets fresh fruit and vegetables for a network of farmers in New England. She lives in Iowa City.

Members of PFI know what the beginnings of change look like—whether in the marketplace, policy or communities—it often starts with a bunch of people sitting around a table, trying out ideas, getting to know each other, and looking to other examples for inspiration.

The Iowa Food Cooperative opened its doors on November 20. They celebrated the occasion with a ribbon cutting ceremony. So far feedback has been positive from both producers and consumers. There have been three distributions since the grand opening. Here are the numbers:

- ❖ November 08: 45 consumers purchased \$3,271 in product from 16 producers
- ❖ December 08: 59 consumers purchased \$4,533 in product from 25 producers
- ❖ January 09: 71 consumers purchased \$4,789 in product from 26 producers

Currently there are 152 paid members. 43 of these members are producers.

If you are interested in joining the Iowa Food Cooperative, visit www.iowafood.org or call Gary Huber at (800)775-9815.



Above: Judy Henry delivers apples while Linda Appelgate and Jason Jones check them in. Right: Carolyn Ross, Jason Jones, Adam Gross, and Gary Huber cut the ribbon on opening day. Photos by Brandon Burnett, BurnettDigital.com.



CHESTER J. CULVER
GOVERNOR

OFFICE OF THE GOVERNOR

PATTY JUDGE
LT. GOVERNOR

November 18, 2008

Dear Friends,

We would like to take this opportunity to thank you for the invitation to the grand opening of the Iowa Food Cooperative held here at the Merle Hay Mall in Des Moines, Iowa. We would like to congratulate all the volunteers whose countless hours of hard work have made today's opening possible. We are certain that today will be an eventful and exciting day for all in attendance.

The opening of this cooperative marks a new age in Iowa Farming. The people of the Leopold Center have found a way to use the internet as a tool for farmers who want to make their produce available to a wider group of people. In the future, Iowans will be able to order farm fresh products online and then come here to Merle Hay Mall on a specific day and pick up their purchased items. This idea is truly revolutionary and we commend the hard work of the Leopold Center, Practical Farmers of Iowa, the Iowa Department of Agriculture and Land Stewardship, and the Blooming Prairie Foundation.

The Culver/Judge Administration is dedicated to helping Iowa's Agricultural industry. Our state was built by pioneers and farmers who to this day make up the backbone of our Iowa economy. With the help of groups like the Leopold Center and Cooperatives like this, we will continue to help Iowa's Farmers make the transition into the internet age. We are proud of our rich agricultural tradition and we will continue to make great strides in this field.

Congratulations, we are certain that the Iowa Food Cooperative will be an innovative and successful place for farmers and their customers in the years ahead.

Sincerely,

Chester J. Culver
Governor

Patty Judge
Lt. Governor

STATE CAPITOL DES MOINES, IOWA 50319 515.281.5211 FAX 515.281.6611 WWW.GOVERNOR.STATE.IA.US

Products that have sold through the Iowa Food Cooperative include: pie, bread, fudge cheese, beef, chicken, lamb, duck, emu, pork, eggs, sprouts, tomatoes, mushrooms, wheatgrass, squash, potatoes, herbs, soap, soy oil, candles, honey, apples, preserves, and popcorn.

Simple Food Storage Yields Winter Banquet

Sally Worley



Gary accesses carrots stored in his well pit via ladder.



Gary uses his dark insulated crawl space to store potatoes.

Gary Guthrie hasn't purchased an potato, onion, carrot, or pepper since he began farming outside of Nevada in 1997. He goes without carrots, onions, and potatoes for almost two months, between the time his storage runs out and his first harvest of the next season. "It's true in Latin America—May and June are the leanest times." Gary uses his basement as well as his well pit for food storage. "I am not an engineer/builder kind of guy. Instead of building or creating a new space, I make the space I have work," commented Gary.

Gary stores carrots in his well pit. He puts approximately ten pounds of carrots in each bucket, then fills the bucket with sand. The well pit has made a nice area for storing carrots. It is naturally insulated, has yet to freeze (although there is a heat lamp in place in case), and was already

equipped with a ladder. Gary makes sure to harvest carrots last during the season, because his well spigot will drain into the well pit.

Gary stores his remaining fall harvest in his basement. He has cut off heat to the basement, and the temperature stays between 50-60 degrees. Garlic hangs from the rafters in mesh bags, although Gary admits that "it should be colder for optimum garlic conditions." Gary stores onions—individually wrapped in newspaper—in a large mesh bag. The paper keeps humidity low, prevents spreading of rot, and keeps out light. Gary stores potatoes in his crawl space that is accessible from his basement. He had about 100 pounds stored for winter when I visited. He had sweet potatoes in a cardboard box on the basement floor. Gary also stores winter squash in his basement, but was baking much of it to freeze for soup when I arrived, to extend the shelf life. He stores peppers through the winter in his freezer.

Table One shows varieties and storage life for Gary's crops. "One of the main things for success is choosing good storage varieties," said Gary.

Gary's storage system is simple and free. "If I could build my own walk-in vegetable storage, that's what I'd do. My current setup is not perfect, it's not ideal, but it works for me."



Onions individually wrapped in newspaper have a longer shelf life.

Vegetable	Variety	Stores Until
Onions	Copra	Mid-April to May
Carrots	Bolero	Mid-May
Potatoes	Kennebec	May
Sweet potatoes	Beauregard	June
Garlic	German Extra Hardy	June
Squash	Acorn	December, then Gary freezes

Not So Creepy Crawlies

Bugs, Bees, Insects, Worms, and things that buzz in your ear. Some may say that these are annoying, but do you know what they really do for you? Come learn about Not So Creepy Crawlies and why they are so important to the soil, to your food, to you!

WARNING: You will get your hands dirty!



Summer Camp

When: June 10-13, 2009

Where: Boone Y-Camp

Who: Ages 7-13, children 6 and under can attend with an adult

Youth Leadership Program

When: June 8-10, 2009

Where: Boone Y-Camp

Who: Youth ages 14-18, come camp with friends and learn leadership skills for Summer Camp and beyond!

Plus:

- ❖ Play in the creek
- ❖ Archery
- ❖ Hiking, fishing, and so much more!

PFI camp is a family camp for people of all ages. Children 6 and under attend camp free, and must be accompanied by an adult. Teen counselors participating in the Youth Leadership Program, June 8-10, also attend summer camp free.



For more information contact Suzi Bernhard: suzi@practicalfarmers.org, (515)232-5661

Vic and Cindy Madsen Receive the Sustainable Agriculture Achievement Award

Sally Worley

Vic and Cindy are farmers from birth. They each grew up on farms in Audubon County, and have been farming together since 1970 in Audubon County. The Madsens farm 280 acres, raising corn, soybeans, oats, and hay. They have a small farrow to finish hog herd that they direct market as well as sell to Niman Ranch. They also direct market broilers, and have recently added a small cow herd.

The Madsens have changed their practices over the years. Vic Madsen: "In a nutshell, we went from 100% conventional, will be 100% organic next year, and now direct market a lot of our products." The Madsens are in the process of transitioning their remaining 40 acres to organic.

Why the shift? "In the mid-80's we realized there had to be a better way for us than conventional," said Vic. That is when they got acquainted with Dick Thompson and Practical Farmers of Iowa. The Madsens participated in five years of PFI nitrogen research trials on their farm. They also worked with Iowa State professor Fred Blackmer using the late spring soil nitrate test. "After our research and learning from others in the group, we realized that proper soil management and rotations worked," said Vic. Affirmation came for the Madsens in 1991 when Vic won the District Seven Soil Conservation Division Yield Contest—with over 200 bushels of corn per acre—and only 60 pounds per acre applied nitrogen. "Our split application of reduced nitrogen rates created higher yields than the conventional rates," mused Vic.

Over the years, Vic and Cindy have participated in various Practical Farmers of Iowa research trials, honing

their skills while sharing lessons learned with others. Projects include: composting hoophouse manure, recordkeeping in a hoophouse swine operation, weed trials in ridge till corn, and feeding high methionine corn to their broilers.

Vic was a board member for Practical Farmers of Iowa in the early 90s, and served as board president from 1992-1995. During his reign as president, there was substantial evolution for Practical Farmers of Iowa: they opened their doors to nonfarmers. "It's common sense that you need to know what the people consuming your product are interested in and want," stated Vic.

"Vic was instrumental in our shift away from simply production, and on adding the focus of communities and local food systems. He was a stable force in the organization and kept us on an even keel during our expansion," remembers Gary Huber, PFI Senior Programmer.

Vic and Cindy learned from the shift as well. "After we opened the PFI doors to everybody, we could see that direct marketing could help a lot of small farms," said Cindy. Cindy started direct marketing at that time, and it has "been a big surprise, including the loyalty of our customers, and the friendships we've made."

Over the years, the Madsens' practices have evolved along with PFI. "We attribute 95% of our changed practices to what we have learned through PFI," said Vic. While the Madsens have learned from members of Practical Farmers of Iowa, they have given a great deal to the organization and to their community. "Networking is really important. It is imperative to have a sounding board of like-minded people," said Vic.

The Madsens generously share their experience with others. Gary Huber: "Cindy is very willing to share what she knows, and to help other people so they don't have to repeat the same kind of mistakes she did as she pioneered direct marketing for her farm. Vic believes people are an organization, and is all about fostering relationships."

The Madsens have impacted many over the years. "Vic and Cindy Madsen epitomize what PFI has always stood for: diversity, hard work, practicality, friendliness, the determination to make their farm more sustainable each and every day by continually experimenting and trying new things," said Ron Rosmann, who has worked with Vic and Cindy since PFI's inception.

Congratulations, Vic and Cindy, and thank you for your contributions over the years!



Ron Rosmann, right, presented the award to Vic and Cindy at PFI's Annual Conference

Steve Reinart Receives the Spencer Award

The following is Russ Brandes' presentation speech

It is truly an honor to stand here at a conference devoted to sustainable agriculture and present the Spencer Award to Steve Reinart. This is an award that first of all, speaks for itself based on what the award represents and second, by its history based on who has been recognized in the past.

Steve's bio is listed in the proceedings so rather than read to you what is written I would rather tell you about this man. Steve owns a grass-fed organic beef and seedstock operation near Glidden, Iowa, close to the center of Carroll County. For those of you from Eastern Iowa it is our equivalent to Grundy County. This grass farm sits in the middle of some of Iowa's most productive farm ground and Steve's farm is surrounded by miles and miles of corn and soybean fields. This provides you with your first glimpse of this grassland manager.

I have known Steve for many years, probably beginning when we were both newly elected soil commissioners in our respective districts, then serving together on various committees and boards over the years. Steve is the epitome of the phrase "BEFORE HIS TIME".

Steve practiced rotational grazing and evolved his operation into what is now referred to as "HOLISTIC RESOURCE

MANAGEMENT". As I was putting my notes together I had my 1969 Webster's Dictionary close by and I paused to look it up. The word HOLISTIC was not even in my version.

In June the Iowa Forage and Grassland Council was meeting in Des Moines and Steve was telling us about moving cattle that morning. When he opened a gate to a fresh paddock, a catfish swam through. Too many farmers are allowing their water and soil to escape their farm and end up in the Gulf. Apparently Steve believes in bringing the Raccoon River onto his land to be cleansed before going south. If everyone kept the rain drops that fall on their own farm, Des Moines, Cedar Rapids, Iowa City, and all of the smaller towns up and down our State's waterways would not have seen near the problems they encountered last summer. And the Gulf would be cleaner, streams would be cleaner, wells would be cleaner, road ditches would be cleaner, and I could go on and on.

Steve has very solid beliefs about our soil and water, he practices what he preaches and he preaches to everyone that he can. His beliefs and convictions extend beyond his fence line, to everyone he meets as well as opening up his farm for visitors and tours.



Russ Brandes (left) presented the Spencer Award to Steve Reinart at the PFI Annual Conference

Steve is passionate about soil and water conservation, sustainability of the land and our farmers on that land, and Steve's sole income is produced from his operation. I always thought it would be in my best interest to grab a 12-pack and spend a day with Steve walking his pastures, enjoying the abundance of wildlife that calls his farm "home" and just talk cows and grass. But I haven't done it yet and it is my loss.

Steve Reinart is the perfect recipient of the Spencer Award, dedicated to sustainable agriculture and sustainable family farmers. Please join me in congratulating Steve Reinart, the 2008 Spencer Award recipient.

New PFI Members- Welcome!

District 1

David Haden, *Primghar*

District 2

David and Kate Asjes, *Ames*
 Sarah Becker, *Marshalltown*
 Ray Bratsch-Prince, *Ames*
 David Brenner, *Ames*
 Devan and Deb Green, *Conrad*
 Nick Ohde, *Ames*
 Jack Payne, *Ames*
 Thomas and Carman Rosburg, *Colo*
 Scott Shadden, *Tama*
 Mary and Gordon Dreier, *Hubbard*
 Tim Swinton, *Marshalltown*

District 3

Unbridled Ambitions Inc, *Carol V. Berg, Cedar Rapids*
 Jason Klinge, *Farmersburg*

Jeff and Vee Sage, *Waverly*
 Bob and Marianne Norton, *Decorah*
 Lynn Perry, *Cedar Rapids*

District 4

Jody Boyer, *Council Bluffs*
 Dwight and Colleen Cromwell, *Harlan*
 Raccoon Forks Farm, *William Dodds, Des Moines*
 Dawn and Barry Lull, *Waukee*
 Daniel Rosmann, *Harlan*

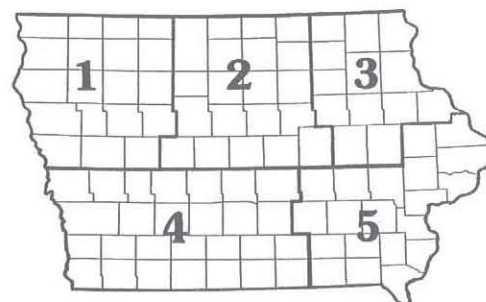
District 5

Neal and Lucie Sawyer, *Princeton*
 Green State Solutions, *Mike Carberry, Iowa City*
 Jean Dohohue, *Iowa City*
 Donald D. Frank, *Bloomfield*
 Derek Roller, *Iowa City*
 Paula Spaight and Gary Buker, *Martelle*

Yoder's Natural Farm, *Robert and Luella Yoder, Bloomfield*

District 6 (Outside of Iowa)

Marc and Abigail Strobbe, *Bremen, ME*
 Ag Resource Inc. *David Birky, Detroit Lakes, MN*
 Natasha Hegmann, *Northfield, MN*
 William Powers, *Lincoln, NE*



Graziers' Profile

-Grass-Finishing Beef- continued from page 9

On Marketing

"It's easy for us to produce but to market is tough. Todd Churchill from Thousand Hills Cattle Company has gotten us to where we are. Following Todd's grass-finished protocol, we were basically organic and so good enough to get the certification. We're trying to be low-cost producers looking for as much flexibility as possible. This will allow us to sell organic, grassfed or into the conventional market if need be. Todd Churchill goes out to look at herds and if he likes them, he'll guarantee a purchase price of \$1.75 to \$1.85 per pound of carcass weight.

"In 2008, we purchased our first organic calves from Greg Koether. Those we sent to Ryan Jepsen, for a small start-up regional marketing group. For Ryan, we wanted a \$2 floor for organic; non-organic goes for \$1.90.

"I'm also starting to do some direct marketing. I want that to grow slowly, by word of mouth, and see if the time involved pays versus just doing the production end. I want to find out the expenses for marketing locally.

"We process at a small plant three miles from the farm that is not federally inspected. There is less trucking but processing fees are much higher than larger plants where you can get volume discounts. We charge \$2.55 per pound of carcass weight and the customer has to also pay the processing. I like it to be under \$5.00 per pound when you get down to the final packaged product. That's for all cuts: steaks, roasts and hamburger. The last animal we sent had a good yield and that got it to around \$4.50 a pound. We can definitely make it enticing to buy a fourth, half or whole animal and store it in your freezer versus buying in the store, at that price. But, I don't know that this will be a large part of the business."

On Labor

"In the summer, I work 8 am to 6 pm five days a week. Dad and I alternate on the weekends, working from three to six hours a day each day. From October to March, our weekdays are 8 am to 5 pm. We estimated that we spend an additional eight hours a week on continuing education and paperwork. In 2008, we paid a college kid \$10 an hour for 220 hours of labor to pick up fences, cut and bale hay, bush hog, do the things we don't like to do, like riding in the tractor."

On Learning

"When you are doing a niche, you need to search far and wide for information. I get *Acres Magazine*, have read Allan Nation's books and monthly magazine. From this I can see some parallels to our area with what graziers are doing in Ireland, Argentina and New Zealand. I first took a holistic management training put on by Margaret Smith [farmer and Value-added Extension Specialist with Iowa State]. We spend six days with [Holistic management trainer] Terry Gompert in 2008. Also went to a class with Bud Williams, to the MOSES Organic conference and the Wisconsin grazing conference.

"Joining PFI and the grazing clusters has been great. I really use the social network of the holistic management group. I've really only known Ryan Jepsen for a year and we talk a lot."

"When you are doing a niche, you need to search far and wide for information. I get *Acres Magazine*, have read Allan Nation's books and monthly magazine. From this I can see some parallels to our area with what graziers are doing in Ireland, Argentina and New Zealand."



-The Economics of On-Farm Biodiesel- continued from page 13

the corn ethanol market pushed up prices for corn and soybean oils, but canola was less affected. By December 2008, the overall economy had softened corn and soy prices, reversing the relative advantage of canola as a biodiesel feedstock (Table 4). Petroleum prices plunged as well, temporarily erasing the cost advantage of biodiesel derived from oilseeds.

In 2008, first market effects of corn ethanol and then the overall economy made biodiesel less advantageous. However, Kim Odden

notes that in 2007 the Red River Valley of Minnesota was without diesel fuel for five days during harvest season. If you are concerned about buffering your farm from supply shocks and price spikes, biodiesel may be something to move on now rather than later.

This article is also available on the PFI website along with: 1) a budget for purchasing and setting up a press and fuel processor; and 2) feed analysis for soybean, canola, and sunflower meal. Kim Odden is happy to respond to questions about biodiesel. He can be reached at (715) 764-5557, kodden@chibardun.net.

Table 3. Aug. '08 cost per lb and gallon of oil extraction from seed

Oil @ Table 2 price/lb, e.g., soybean @ \$.45	\$0.45
Extraction Labor/lb oil	\$0.02
Electricity/lb oil	\$0.01
Depreciation/lb oil	\$0.02
Repairs/lb oil	\$0.02
Total Cost, soybean	\$.52/lb, \$4.06/gal
Total Cost, canola	\$.39/lb, \$3.04/gal
Total Cost, sunflower	\$.525/lb, \$4.10/gal

Table 4. Cost per gallon of biodiesel fuel production from extracted oil, August and December 2008.

	August '08	December '08
Oil, e.g., soybean	\$4.06	\$3.12
Labor	\$0.10	\$0.10
Electricity	\$0.05	\$0.05
Lye †	\$0.02	\$0.02
Methanol †	\$0.56	\$0.56
Total Cost, soybean	\$4.79	\$3.85
Total Cost, canola	\$3.77	\$4.75
Total Cost, sunflower	\$4.83	\$3.89
Farm-delivered Diesel	\$4.10	\$1.80
† Northeast Iowa prices		

-Growing their Own- continued from page 11

tagging along as her grandmother and neighborhood women tended their gardens, and is passionate about honoring her farm heritage. "Gardening taps into the spirit I connected with in my Grandma's garden. It also fulfills a deep need to call myself a farmer."

Helen has gardened at her current residence in Ames since she moved there in 2006. The large, flat, open backyard was a key selling point when buying her house. Before then she dabbled in container gardening on the deck of her Gilbert apartment.

How Helen gardens now is a patchwork of colors and cultivars. She began her current venture by reading *Gaia's Garden*, a book about home-scale permaculture. "What's

really neat is to find spaces other people hadn't thought to use for gardening." Helen intertwined tomatoes, bell peppers, kale, pumpkins, herbs, garlic, and marigolds in a small spot adjacent to her driveway. "That was picturesque and productive."

This past growing season Helen's backyard was host to a myriad of small beds. Included were six different little plots of potatoes, three towers planted with speckled cranberry beans and a sunflower, three towers planted with sweet potatoes, and butternut squash interplanted throughout. Helen has planted fruit, including six grafted apple trees. Four of the trees are grafted scion wood from her grandparents' now-abandoned farm, from a lone 83-year-old

Wealthy apple tree. "It would mean so much to me spiritually, emotionally, and in respect to my heritage to have at least one of these trees thrive."

Helen has provided a lot of her own food this past growing season and has a stockpile for the winter, but that is not her main goal. For Helen, it is most fulfilling to share her bounty with others. "My neighbor's two-year-old waddled up to a pumpkin vine, knelt down and patted the pumpkin, and said 'nice.'" For her, appreciation by others is her best payoff. "There was a fellowship potluck at my church one evening. Within an hour of leaving for the potluck, I picked raspberries from the garden. There was an exquisite response from people about the elegance of such a simple course. For one woman, the raspberries stirred up an old memory about her heritage."

Helen appreciates networking with members of Practical Farmers of Iowa. "I am extremely grateful for all of the people who have patiently and thoroughly mentored me. These folks have not viewed me as an interloper, and I think they take joy in helping me learn and in my success."

"Gardening taps into the spirit I connected with in my Grandma's garden. It also fulfills a deep need to call myself a farmer."

Helen Gunderson

New Board Members

District 4: Earl Hafner

New Southwest District 4 PFI board member Earl Hafner began farming outside of Panora Iowa in 1980. He started with 300 acres and 30 cows. He began converting crop ground to organic in 1999 with 100% organic crop ground in 2008. In the almost 30 years Earl has farmed, he has grown his operation to include 2000 acres of organic row crops and 250 organic beef cows. In addition Earl feeds out 7000 non-organic pigs a year.

Earl received his Bachelors of Science degree in Agricultural Education from Iowa State University, where he researched animal nutrition and soybeans. He is currently on the Iowa Farm to School Council and a board member of the Iowa Organic Association. Earl spent 28 years in the military teaching chemical and biological warfare. This experience helped to inform his switch from conventional farming to organic. "The conventional end of it was not conducive to my values. It took 20 years to figure it out, but I am a lot happier now." Earl has what he described as a mental block against spraying. "My mental block is not to fumigate. Just not to spray. I know what the chemicals can do." Moving towards organic farming was not a quick decision for him, but he is pleased with the results.

Earl joined PFI in 2005 because he "got tired of reinventing the wheel." One of the major values he sees in PFI is the networking between people, and the ideas that they have tried that were successful as well as those that failed. "In every area," he said, "there were things that people were doing that I had never thought of. The more you know about everything, the better decisions you can make, even if it is not your field. It gives you a wholesome idea of what is going on." He identifies his Iowa roots and his growing up in the shadow of the depression as an important source for his current

outlook. "I was also taught in gradeschool to be observant." He said, "A good observer is someone that sees something continually happen."

Earl's penchant for observation has led him to be active in PFI research programs. "I have used cover crops for five years and believe it is an excellent fall and spring feed for cows. I've frost seeded and tried to plant cover every year depending on the weather and time available. I am eager to know more practical information about cover crops and promote this important practice." His interest in research intertwines with his long term goals to have a healthy and vibrant soil to pass onto his 13 and 15 years old granddaughters.

Earl brings to the PFI Board a focus on sustainability. "Most people in PFI," he notes, "are smart and trying to be sustainable. I grew up right after depression and I received a lot of that mentality from my parents and grandparents. If you look at the troubles in today's economy, I think people in PFI will withstand them a lot better." Research, the exchanging of ideas and the importance of observation have enhanced Earl's belief in sustainability so that he will do "anything I can do to promote that and help that. If we could pass on everything we know the next generation would benefit greatly."



At-Large: Gail Hickenbottom

Gail Hickenbottom of Des Moines is an avid home gardener who grew up on a farm in rural Table Grove, Illinois. As a child he was active in both 4-H and FFA, showing both hogs and cattle. He received his Agricultural Education from Western Illinois, and a Masters from the University of Illinois. Gail is a senior market analyst at Pioneer, where he has worked for 19 years. He has lived in Iowa since 1997.

It was Gail's gardening which introduced him to PFI. He has been a member for the last year and a half. Gail's is a small home vegetable garden and is a response to his desire to eat seasonally. His garden tends to cover the growing season, from spring asparagus to winter squashes.

Gail feels that the topics Practical Farmers of Iowa cover are important, and that PFI's focus on its members is what makes it vital. "Practical Farmers is an organization that is directly supportive

to the farmer, and helps individual farmers grow."

Some of the benefits that Gail has received as a non-farmer are the newsletter and seminar knowledge. Networking is a large bonus: "PFI is a conduit to knowledge that farmers and non-farmers would maybe not otherwise have. There is always an infusion of fresh ideas and the ability to network among diverse approaches to agriculture."

As a board member Gail brings to PFI the willingness to embrace new ideas, to learn more about PFI and how the board interacts with individual farmers. "Practical Farmers as an organization is about the willingness to try new things." Through the newsletter, the list serve, on farm research, "ideas are formulated and expressed and someone will want to try them." With the active



Gail (left), pictured with Dennis Portz at Angela Tedesco's 2008 field day.

networking among farmers as well as other organizations it is exciting to, "see what will happen in the future."

Board profiles by Gordon Reeder

Cancelled: Harvest Party

An Update

Last newsletter we wrote about Susan Jutz and her plight with Johnson County Planning and Zoning Commission. The Commission had informed Susan that she needed to apply for a permit for her annual harvest party, as well as all other farm events. They mentioned possibly requiring security at the harvest party, and treating her gravel road to minimize dust for her events.

Susan and Laura Krouse, friend and neighboring farmer, were invited by the Johnson County board of supervisors to a follow up meeting. After they discussed the matter, the board told Susan she needed to file an appeal if she did not agree to the zoning requirements.

Susan believes there is need for educating the public about a different kind of agriculture. "Some meeting attendees snickered about an operation with only five acres being considered a real farm. You certainly can farm on five acres—and make a profitable living. I have ten acres and farming is my sole income. Laura brought up that I fill out Schedule F for my taxes, and somebody responded that that wasn't enough evidence that I was a 'real' farmer."

For now, Susan is devoting her time and money to the appeals process. "One way or another, it will set a precedent for farm visits in Johnson County, and possibly the state of Iowa." It is unfortunate that she has been singled out and that she bears the weight of this task. However, the future of on-farm events is important to our rural

integrity as a whole, from a farmer who wants to invite visitors to his two acres to an academic who wants to host a farm tour on a 2000 acre farm. Hopefully there will be an optimistic outlook by the time the next issue of the Practical Farmer hits your mail box.



Susan (right) talks with Ann Franzenburg at the PFI Annual Conference.

Board Update

submitted by Tim Landgraf, Board President

December Board Meeting, December 10, 2008:

At the December meeting, the Board reviewed the financial results for PFI for fiscal year 2008. Thanks to the outstanding work of Teresa and the PFI Staff, we ended the fiscal year with a net balance of \$90,417. This balance stemmed from 4 main sources:

- ❖ A significant increase in unrestricted giving
- ❖ An increase in Annual Conference and Field Day Sponsorships
- ❖ An increase in PFI membership
- ❖ A decrease in Staff related expenses

A huge "Thank You" goes out to the Staff and friends of PFI that made this possible. The majority of the surplus was set aside by the Board in the PFI "Rainy Day" fund. Teresa was asked to carry \$10,000 into the fiscal year 2009 budget, and use the rest to boost the benefit package offered to the PFI Staff, and for year end bonuses for the Staff.

Angela Tedesco and John Pesek were extended a Big "Thank You" for their service to PFI. The December meeting was the final Board meeting that they would attend. The Board addressed several issues related to the upcoming 2009 Annual Conference, held Jan. 9-10, 2009. The final action was to review the latest draft of the new Strategic Plan, to which several suggestions were made. The new Strategic Plan was presented to the PFI membership at the Annual Conference.

January Board Meeting, January 19, 2009:

Board Elections:

The Board met at the end of the 2009 Annual Conference, to gather first impressions of the Conference, and to elect the officers of the Board for 2009. The Board felt that the Conference was another in a long line of successful Conferences. The sessions were packed with attendees, and the board was struck with the number of youth and young adults in attendance. What a hopeful sign for PFI in the coming years!! The officers for the Board in 2009 will be:

- ❖ President - Tim Landgraf
- ❖ Vice President - Dan Wilson
- ❖ Secretary - Ann Cromwell
- ❖ Treasurer - Verlan Van Wyk

Congratulations to the new Board Officers !!!

The Board sends a huge "Thank You" to Eric Franzenburg - PFI President for the last 2 years, and Nina Biensen - who had served in recent years as Secretary/Treasurer, and last year as Vice President.

Calendar

February

Fifth Annual Symposium on Wildness, Wilderness & the Creative Imagination, February 8-9, Brunnier Art Museum & Memorial Union, Ames, IA. For more information visit http://engl.iastate.edu/programs/creative_writing/events

Northern Plains Sustainable Ag Society's 30th Anniversary, February 13, Crossroads Hotel, Huron, SD. Keynote speaker Karl Kupers, farmer and co-founder of Shepherd's Grain, will speak on "Marketing Sustainability." Plus 15 workshop sessions, a variety of exhibitors and organic meals. For more information <http://www.npsas.org/events.html>

Sustainable Farming Association of Minnesota's 18th Annual Conference, February 21, 2009, St. Olaf College, Northfield, MN. A grassroots, non-profit organization

that supports sustainable farming, is proud to announce that grass-farmer, author and lecturer Joel Salatin will close the event with his keynote address, Everything I Want to Do Is Illegal, followed by a question and answer session and reception. For more information visit www.sfa-mn.org or contact Anne Borgendale at (320) 926-6318 or communications@sfa-mn.org.

Moses Organic Farming Conference, February 26-28, LaCrosse, WI. An extraordinary, farmer-centered event, the Organic Farming Conference is the largest organic farming conference in the U.S. **For more information <http://www.mosesorganic.org/conference.html>**

March

Intro to Holistic Management, March 16-17, Quality Inn, 2601 13th St., Ames. You will leave this course with a personal holistic goal,

experience evaluating decisions toward that goal, and better tools to improve the economic, social and natural resources of your farm or business. Cost: \$250 per farm unit or family. Student rate \$125. For more information contact Margaret Smith (515)294-0887 E-mail: mrgsmith@iastate.edu

April

Seed Savers Grafting Seminar, April 4, 10:00 am - 1:00 pm, Seed Savers in Decorah. Participants can choose from scion wood from SSE's Historic Orchard. Each participant will have three grafted trees to take home after the session. Price: \$30 for SSE members, \$35 for non-members. To register, call Seed Saver's office at (563)382-5990

See a comprehensive list of events at www.practicalfarmers.org

Practical Farmers of Iowa Spring Field Day

Root Cellars and Selecting Storage Varieties
March 7, 1:00-3:00 p.m.
Seed Saver's Exchange, Decorah

Take a tour of Seed Saver's root cellars. Seed Saver's uses their root cellars primarily for overwintering over 100 biennial crops in order to produce seeds. Hear from Matt Barthel about ideal storage conditions for seed preservation, storage conditions for produce, as well as how to identify varieties for storage. For more information contact Sally at (515)232-5661, sally@practicalfarmers.org.

Virtual Niche Pork Tours

Tuesdays, noon-1:30 p.m.
January 20 through March 10

Each week a different farmer will present a picture tour of his operation and discuss technologies, ideas and strategies used in the operation. Emphasis will be placed on new and innovative techniques and ideas.

There will be opportunities to discuss operation-specific solutions to challenges, and a mini discussion topic will be addressed each week. Having the opportunity to interact with others who share your interests will be rewarding and educational.

Iowa farms to be visited include:

- ❖ Martin Kramer, Algona
- ❖ ISU Allee Research Farm, Newell
- ❖ Steve Howe, Thurman
- ❖ Dan Wilson, Paullina
- ❖ Tim Roseland, Gilman
- ❖ John Kenyon, Mallard
- ❖ Ron Mardeson, Elliott
- ❖ Tom Frantzen, Alta Vista

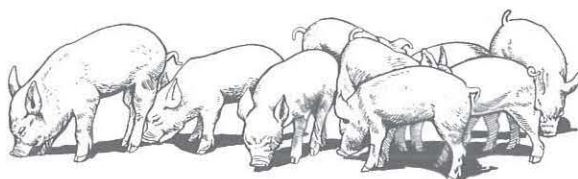
Discussion topics will include:

- ❖ keeping baby pigs alive/pre-weaning sow comfort
- ❖ setting up for artificial insemination
- ❖ finding alternative feeds
- ❖ basics of ventilation
- ❖ remodeling conventional facilities for niche production
- ❖ basic principles of successful reproduction
- ❖ cost effective feeding of sows for max performance
- ❖ using records to make informed decisions

Meeting website: <http://connect.extension.iastate.edu/niche>
To register, or for more information, contact Gary Huber: (515)232-5661, gary@practicalfarmers.org, or Dave Stender: (712)261-0225 (cell) or (712)225-6196 (office) or dstender@iastate.edu.

Sponsored by Iowa State University Extension, Iowa Pork Industry Center, Practical Farmers of Iowa, University of Nebraska Extension, and Iowa Pork Producer Association.

Funded the Innovative Swine Industry Enhancement Grant Program of the Iowa Attorney General's Office.



Jim Gerrish Returns: Advanced Grazing Clinic

Offered by Practical Farmers of Iowa

- ❖ Year-round grazing
- ❖ Designing systems and forages to accomplish extended grazing
- ❖ Limiting or eliminating hay feeding

March 20 (8:30 am start) — March 21 (4 pm finish)
Three Mile Lake Lodge
Afton/Creston, Iowa

Cost: PFI members: \$25 if payment received by March 9; \$35 at the door

Non-members: \$70 if payment received by March 9; \$80 at the door (Includes free membership to Practical Farmers of Iowa!)

Price includes three meals. *Please preregister so that we can plan enough meals.*

(One-day rate: \$15 for PFI members, \$60 for nonmembers)

To register: Send payment, with your name and address, to:
 Practical Farmers of Iowa
 Re: Gerrish Clinic
 137 Lynn Ave., Suite 200
 Ames, IA 50014

Questions? Contact Tom German, PFI Grazing Cluster Organizer:
 (712)830-3281

Driving Directions: From Highway 34 go just west of Afton and turn north on the Creamery Road (also marked County Road P53). Go north about 3 miles and turn west (left) on 150th Street. Go 1/2 mile west and turn south (left) at the Three-Mile Recreation Sign.

Lodging: Rooms have been held for this event for March 20th at the Super 8 Creston. Call (641)782-6541 to reserve a room.

Agenda

Friday, March 20:

- ❖ Morning: "Living without iron and oil" and "Why you should be out of the hay business"
- ❖ Noon-1 pm: Lunch
- ❖ Afternoon: "Getting the most out of your pastures"
- ❖ 5:30-7 pm: Supper
- ❖ 7-8:30 pm: "Grazing across America"

Saturday, March 21:

- ❖ Morning (8:30 am start): "Planning for successful winter grazing" and "Stockpiling cool and warm-season forages"
- ❖ Noon-1 pm: Lunch
- ❖ Afternoon (4 pm finish): "Using winter annuals" and "Effectively utilizing your winter pastures"; Question and Answer period

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.

PFI Merchandise

Be a proud PFI member!

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 _____ \$



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 _____ \$



King Corn DVD—\$10

Learn about the fate of corn—and our food system

_____ QTY _____ \$



Subtotal: _____

S & H: * _____

Total: _____

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

Practical Farmers of Iowa
137 Lynn Ave., Suite 200
Ames, IA 50014
(515)232-5661

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—\$35
- Farm or Household—\$45
- Organization (including businesses, agencies, not-for-profit groups)—\$75

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.)

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

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
- \$_____

JOIN OUR GIFT OF THE MONTH CLUB

The Gift of the Month Club is an easy way to support Practical Farmers of Iowa! Send in your pledge with your credit card information, and we will automatically deduct your donation the first of each month.

YES! I would like to give _____ per month to PFI, to be automatically charged to my credit card the first of the month. (\$10 per month minimum)

Practical Farmers of Iowa is a 501©3 organization Your gift is tax-deductible to the extent allowed by law. Thank you!

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

137 Lynn Ave., Suite 200

Ames, IA. 50014

Healthy Food, Diverse Farms, Vibrant Communities