

## Minnesota 2004 NCR-SARE Report

### Summary:

Minnesota has dealt with a series of challenge in sustainable agriculture education in the past year. Those same challenges have also presented a tremendous opportunity to get sustainable agriculture information available to more educators and more farmers.

Beth Nelson is the new state coordinator, replacing Bill Wilcke, who took on the new role of NCR-SARE coordinator. Several states in our region had new coordinators, and meeting together helped us clarify and define our new roles, as well as share best practices and new materials. We also received baseline data from our region and our states about Extension educator attitudes, awareness and practice of sustainable agriculture practices and systems. Although our Minnesota survey data must be used cautiously due to low participation number, it reinforces a major point from the overall regional results. Educators who answered the survey are generally positive about sustainable agriculture, and confident in their knowledge levels, but don't do much programming because they perceive little demand from farmers in their area. Our non-profit partners in sustainable agriculture are adamant that the demand is there—still, training and information directed at educators will do little to increase programming, given the pressure on Extension to “deliver what the client demands”, if they perceive there is no demand. We have to do more to connect both farmers and educators with sustainable farmers in their areas, to demonstrate success, increase interest and demand, and make that demand visible to Extension educators.

Additionally, we now have a different pool of educators. As our Extension system moved from county-based to eighteen regional centers, there has been a major turnover in Extension educators in Minnesota. Most educators have been relocated or have assignments in new knowledge areas. They have also had substantial cuts in travel money, presenting us with an opportunity to help them obtain information in new areas, if they perceive demand. Hence, new efforts to reach all extension educators and promote SAN and ATTRA information have been productive, and we have seen our travel money used by a number of educators from different geographical areas in different topic areas, such as business planning, local foods, alternative livestock, grazing, organic, etc. We have good support from our ANR Director, and he has encouraged participation by Extension educators in our programs. Consequently, we've had 28 different Minnesota educators attend sustainable agriculture events in Minnesota and elsewhere, using Minnesota SARE travel scholarships.

We have made good progress in developing materials to easily promote SARE grants and information at conferences (table top displays, business cards, etc.). We have established and are working with student interns to write up NCR-SARE projects. Contacts with new grant recipients have been very positive and my interest and offer of assistance warmly received. Our Minnesota advisory committee is excited about the new projects we will undertake this year, the mini-grant program and the sustainable agriculture tour series. We have laid the groundwork for a busy and productive year in sustainable agriculture in Minnesota.

**Background:**

It's been a steep learning curve, but I've learned a lot in the eighteen months since the 2003-2004 Minnesota plan of work was written. The 2004 plan of work was written in May of 2003, as I was taking on a new position, and that position description was constantly evolving to meet the new expectations of state coordinators under the 2004-2005 pilot program. Maybe the most important outcome to write in that plan of work should have been "We know what to do". (Aah, but how to evaluate that?!)

Changing circumstances in Minnesota over that period lead to additions in some areas of the plan, and decreased emphasis in others. First, the first state coordinator meeting I attended in November, 2003 was very helpful, giving me an opportunity to discuss with other educators our new roles, and clarify expectations of these new state coordinator positions, particularly in relationship to amount of effort spent working in professional development (targeting Extension and other educators), relative to other SARE grant projects.

Second, although Minnesota is strong in sustainable agriculture due in part to the active number of excellent non-profits and state agencies, and strong PDP work with Extension due to Bill Wilcke's efforts, we experienced a major Extension reorganization. Early in 2003, it was decided that we would move from a county-based system to eighteen regional centers. Counties that wanted to keep their own educators had to fund the positions. Everyone had to apply for the new positions, and jobs were offered in August, 2003. New positions usually involved relocation, and new responsibilities. Campus-based Extension did not have travel funds in their budgets, and travel money for rural educators was also reduced.

This reorganization resulted in a large turnover of Extension personnel, low morale within Extension, and some anger and frustration directed at Extension and the new system by farmers and counties that lost educators. However, things have slowly but steadily improved in most of these areas, and the shake-up has presented some opportunities for NCR-SARE education. Since many educators are working in new geographic and knowledge areas with a broader client base, they have been looking for new information. They are very appreciative of travel funds to attend sustainable agriculture events, and perhaps have attended events they might not have otherwise attended, because they had travel support. Several have commented that they were surprised by what they saw or learned—they hadn't realized a certain practice was possible in our area. Our ANR Director, Mike Schmitt has been extremely supportive of our NCR-SARE efforts, and introduced me at the spring meeting of the Agriculture, Food and Environment Extension Educators, and gave me a chance to meet and interact with many educators.

Related to this, at our November 2003 state coordinator meeting, we received and discussed the results of the region-wide educator evaluation. Most individual states also received their results and were to use this information to shape their work in the coming year. In Minnesota, our results were not available due to a low response rate. We had 26 educators respond out of the 49 survey notifications sent by our ANR Director. The

survey was conducted July-September 2003, just as our Extension people were waiting to find out if they had jobs or not. Not an ideal time for a survey, and we felt pretty lucky to get 26 responses. We were able to have our state data compiled, with the understanding that the sample was small enough that we should view the results cautiously, and we received that information in April, 2004. The major take home points for Minnesota matched with some from the region-wide results: Educators felt confident in their knowledge of sustainable agriculture practices and systems (agroforestry knowledge the one exception) and viewed practices positively, but had conducted few programs because they felt there was little demand from farmers in their area. Our nonprofit partners in Minnesota are amazed at the perception that there is little demand for sustainable agriculture programming from farmers. So there is a disconnect between what we perceive demand to be from farmers and what Extension educators are hearing. Why?

Fourth, I knew from writing SARE grant proposals prior to having this position, that it was not easy to find results from previous SARE projects. Getting some of that information more visible and available to other farmers was incorporated into my 2004 plan of work from the beginning. It became a higher priority, as I realized that it played a critical role in building awareness and support for NCR-SARE. If I wanted to influence legislators to support granting programs, encourage farmers to seek information about practices, and convince educators that the demand was there, we had to share success stories from their areas—get things written up in local papers. In Minnesota, with over 60 farmer grant projects alone, we have a wealth of information from which to glean these stories.

Last, as I began working in my state coordinator role, it became clear to me that I needed some basic communication tools to promote SARE and SARE projects: business cards, table top displays, program brochures, etc. Again, at our state coordinator's meeting in November last year, we all felt those tools would be helpful, and began to coordinate efforts to develop tools.

#### **Expected Outcomes (from 2004 Plan of Work):**

- ❖ More educators involved in teaching and disseminating information about sustainable agriculture
- ❖ More efficient use of resources to support sustainable agriculture; better coordination among all the groups working on sustainable ag in Minnesota
- ❖ Greater awareness of and dissemination of results from projects in Minnesota that are funded by NCR-SARE
- ❖ Better integration of NCR-SARE Producer Grants, Professional Development Program Grants, Graduate Student Grants, and Research and Education Grants funded in Minnesota
- ❖ More educators involved in teaching business planning
- ❖ Greater involvement of Native Americans and new immigrants in sustainable farming

## **Approach, Method, and Activities**

More educators involved in teaching and disseminating information about sustainable agriculture

- Provided travel funds for educators to attend sustainable ag events in MN and other states (see attached table). Many events were ones I became aware of from other state coordinators, such as Michigan's livestock conference, and Iowa's Food and Farming Ventures workshop, due directly to the increased networking among state coordinators
- Purchased sustainable ag educational materials for educators. Although not always a good use of funds to do a broad mailing of information, we decided to do a mailing this year because of the major turnover in Extension. Mailed to all Extension educators: SARE grant proposal information, SARE bulletins, ATTRA publication list, an information sheet about our Minnesota NCR-SARE travel scholarships, and a SAN publications order form with an offer to purchase requested books
- Sponsored speakers for sustainable ag seminars on campus, and organized an organic livestock broadcast on the St. Paul campus
- Organized and traveled with 10 educators to NCR-SARE multi- state workshop on small farms in Missouri in November, 2003. Great networking opportunity
- Sponsored conferences highlighting latest information on sustainable agriculture.

Greater awareness of and dissemination of results from projects in Minnesota that are funded by NCR-SARE

- Participated in planning and sponsoring Minnesota Organic Grazing conference. Four SARE grant recipients gave presentations at this conference.
- Support and write articles for the MN sustainable ag newsletter. Included press releases written about new NCR-SARE grant recipients
- Intern is obtaining report information from Ken about past NCR-SARE producer grants to use as write-ups in MDA's 2005 Greenbook
- Helped publicize all sustainable ag field days, targeted educators to participate, posted on extension listservs and offered travel scholarships. Also posted on sustag listserv and on events calendar on Minnesota sustainable agriculture website ([www.misa.umn.edu](http://www.misa.umn.edu))
- Formed MN NCR-Advisory committee including diverse stakeholders, to better assess the needs of sustainable ag community in Minnesota. They met in November (2004) to help develop 2005 Plan of Work. Prior to this, (April, 2004) used MISA Board and targeted advisors (Helene Murray, Jane Jewett, Dan French, and Bill Wilcke).
- Recommended NCR-SARE R&E grant recipients to present at "What's Up in Sustainable Agriculture" seminar series.
- Put some NCR-SARE R&E research articles on website ([www.misa.umn.edu](http://www.misa.umn.edu))
- Working on NCR-SARE R&E grant to develop producer guidebooks to choosing alternative livestock systems (poultry and dairy).

Better integration of NCR-SARE Producer Grants, Professional Development Program Grants, Graduate Student Grants, and Research and Education Grants funded in Minnesota (Also-great awareness of NCR-SARE in Minnesota)

- Promoted calls for proposals, and target organizations, educators to apply.
- Promoted NCR-SARE and SAN materials at conferences. Developed up-to-date table-top display for state coordinators. Worked with Jennifer and communications committee to edit and update website, and identify communications tools needed.
- Worked with other coordinators to encourage attendance (with scholarships) at multi-state workshops. Assisted with maintenance of MISA website and included all SARE functions on sustainable agriculture calendar, sent notices of multi-state workshops out to sustainable agriculture listserv and Extension mailing groups.
- Contacted all new farmer grant participants and am working with an intern to write up individual press releases on the nine projects. Press releases will be sent to their area papers/radio and copies to local agricultural educators and legislators. Four grant recipients gave presentations at MN Organic Grazing conference in January, 2004, and more are scheduled to present in January, 2005. Will work more closely with them this spring to assist them with outreach.
- Worked with Elaine Cranford to help plan and promote five-state farmer grant gathering to share information with other farmers and agricultural educators. Was postponed from November 2004 and will be held March 4-5 in Sioux City, Iowa. Project also involves recruiting key educators from state to learn from farmers.
- Disseminated appropriate materials developed in other states to educators in Minnesota

#### More educators involved in teaching business planning

- Distributed materials and facilitated education on business planning. Donated “Building a Sustainable Business” planning guide to all participants at Farm Beginnings “New Farmers and Ranchers” conference this summer. Participated in multi-state training for ag professionals in helping farmers develop sustainable business plans. Attended multi-state workshop by one of those trainees to train educators to help their clients do market research and develop a business plan for new food and farming ventures. Need to follow up in this area to facilitate forming learning circles of farmers to develop business plans, and use the trainers that attended workshops as resources.
- Working to get materials from NCR-SARE PDP workshop up on website—powerpoint presentation for educators to use in introducing concepts of business planning, list of educators who went through training, and sustainable farm business plans in Business Planning software package

#### Greater involvement of Native Americans and new immigrants in sustainable farming

- Met with Chris Morton, Minnesota Food Association E.D. to go over new immigrant business planning introduction information developed with SARE and Risk Management Agency grant. They are starting up training program in a new location. Supported new immigrant program’s coordinator’s travel request to attend Iowa workshop on helping farmers do business planning and marketing research for new farming adventures and use materials.
- Made initial contact with Steven Dahlberg, to have on Advisory committee. Initial contact with farmer grant project and Research and Education projects on White Earth reservation. Plan to visit and use farmer grant as one of Green book write ups.

**Table 1. Progress Toward Expected Outcomes**

Expected Outcome	Activities	Output	Outcome Measure
<p><b>Educator Attitudes</b></p> <p>Educators understand what sustainable ag is, what kind of practices used, and aware of sustainable ag projects in their areas.</p> <ul style="list-style-type: none"> <li>❖ More educators involved in teaching and disseminating information about sustainable agriculture (requesting information)</li> <li>❖ Greater awareness of and dissemination of results from projects in Minnesota that are funded by NCR-SARE</li> <li>❖ Greater involvement of Native Americans and new immigrants in learning/teaching about sustainable farming</li> </ul>	<p>Information about NCR-SARE materials, travel scholarships and grant programs distributed via email listservs and at conferences. Articles in Sust Ag Newsletter</p> <p>Developed MN NCR-SARE promotional materials to attract interest</p> <p>Attended conferences with materials and display to increase awareness and interest in sustainable agriculture</p> <p>Press releases written about new NCR-SARE farmer grants in educators' areas, In Sust Ag Newsletter</p> <p>Developing readily available reports about completed sustainable agriculture projects in educators' areas. Will be printed in Sust Ag Newsletter as well as in MDA's 2005 Greenbook</p>	<p>Bi-monthly Sust Ag Newsletter</p> <p>Announcements and brochures about MN SARE programs</p> <p>NCR-SARE table top display</p> <p>State coordinator presence at Extension events and sustainable agriculture conferences</p> <p>Press releases about new NCR-SARE projects</p> <p>Greenbook articles about completed projects (in March, 2005)</p>	<p>Database of information from educators and new educator requests:</p> <p>Requests from three educators to mail multiple copies of SAN bulletins for workshops they were giving;</p> <p>Requests from 3 educators for me to speak at workshops about SARE grants;</p> <p>Requests from 2 educators to help area farmers develop business plans</p>

Expected Outcome	Activities	Output	Outcome Measure
<p><b>Educator Knowledge</b> (list content areas) Organic livestock Management Intensive Rotational Grazing Market research and business planning</p> <ul style="list-style-type: none"> <li>❖ More efficient use of resources to support sustainable agriculture; better coordination among all the groups working on sustainable ag in Minnesota</li> <li>❖ Better integration of NCR-SARE Producer Grants, Professional Development Program Grants, Graduate Student Grants, and Research and Education Grants funded in Minnesota</li> </ul>	<p>Tracked upcoming conferences—promoted to educators with offer of travel scholarships. Announcements in Sust Ag Newsletter</p> <p>Coordinator time in helping bring together and facilitate team writing alternative poultry and dairy publications</p> <p>Participated in conference planning (MN Organic/Grazing)—encouraged use of speakers from NCR-SARE grants</p> <p>Sponsored and attended conferences which delivered up-to-date information in sustainable agriculture practices and systems (MN Organic Grazing, SFA annual conference, Upper Midwest Organic Farming Conference, Midwest Value Added Conference)</p> <p>Sponsored or participated in</p>	<p>Educator attendance at informational conferences</p> <p>Producer guidebooks for choosing alternative poultry and dairy enterprises</p> <p>Useful information sessions at conferences on topics of interest</p>	<p>Database of travel scholarships</p> <p>Database of information requests</p> <p>Educator write-ups of information learned at conferences and how they will use.</p> <p>Requests from 9 educators to purchase SAN books</p> <p>Request from one educator (Brad Carlson) to purchase Oregon Extension toolkit for working collaboratively to build sustainable communities. Brad plans to share with other counties.</p>

Expected Outcome	Activities	Output	Outcome Measure
	<p>workshops on organic livestock, business planning.</p> <p>Tracked new information available on topics—advertised and made readily available to MN educators (web links or offered to send). Advertised in Sust Ag Newsletter</p>		
<p>Educator Practice</p> <ul style="list-style-type: none"> <li>❖ More educators involved in teaching business planning</li> <li>❖ More educators involved in teaching and disseminating information about sustainable agriculture (conducting programming)</li> </ul>	<p>Educator participation in farmer grant field days or other outreach efforts, and participation in new producer grants outreach events</p> <p>Educators using information in programming.</p>		<p>Need to follow up on evaluating business planning efforts. More than 40 educators trained via PDP grant—need follow up on how many using information.</p> <p>Two educators worked with organic farmers to help arrange download sites for broadcast of organic livestock program.</p> <p>Educators indicate in their reports from travel grants that they will incorporate information into programming. I have not directly</p>

<b>Expected Outcome</b>	<b>Activities</b>	<b>Output</b>	<b>Outcome Measure</b>
			<p>evaluated how they are doing this. Will work on evaluation form to use for this year to assess impact of increased awareness on educator practice</p> <p>Just developing contact with new producer grant recipients—so will be able to track outreach events and attendance by educators better in future.</p>

**Table 2A. April Stakeholder/Advisory Group Membership**

<b>Member Name</b>	<b>Affiliation</b>
Helene Murray	Minnesota Institute for Sustainable Agriculture
Dan French	Farmer, Minnesota NCR-SARE representative
Jane Jewett	Farmer, Farmer's Union, MISA website coordinator
Bill Wilcke	Extension, former MN PDP coordinator
MISA Board and staff:	Fifteen stakeholders in sustainable agriculture representing NGOs, state agencies, Univ of MN faculty, and farmers

**Table 2B. November Stakeholder/Advisory Group Membership**

<b>Member Name</b>	<b>Affiliation</b>
Cathy Twohig	Land Stewardship Project, Farm Beginnings Program, PDP grant recipient, Small Farm Task Force
Jane Jewett	Farmer, MISA website coordinator, Farmers Union, Northeast Sustainable Farming Association (SFA)
Dan French	Farmer, MN SARE state representative, Land Stewardship Project
Steven Dahlberg	Science Program Head at White Earth Tribal and Community College
Dean Current	Center for Integrated Natural Resources and Agricultural Systems, U of MN
Mary Hanks	MDA Energy and Sustainable Program, SFA of Minnesota, SARE AC alumnus
Amanda Bilek	Minnesota Project
Jim Stordahl	County Extension Educator, Polk County
Liz Stahl	Regional Extension Educator, Worthington
Robert Olson	Regional Extension Educator, Andover
Bill Wilcke	Former Minnesota NCR-SARE PDP coordinator
Eric Klein	Farmer, Farm Beginnings Graduate
Mary Jo Forbord	Farmer, SFA of Minnesota
<b>MISA Board present:</b>	
Dale Hennen	Director of Rural Life Office , Archdiocese of St. Paul and Minneapolis
Paul Porter	U of MN faculty, organic network, advisor for student organic farm
Terry VanDerPol	Land Stewardship Project, Pride of the Prairie
Bill Rois	Farmer, Farm Beginnings Board member

Nancy Adams	Farmer
Jan O'Donnell	Farmer, SFA
Bud Markhart	U of MN faculty, advisor for student organic farm
Wayne Edgerton	DNR, agricultural programs
Chuck Knierim	Farmer, SFA
Carmen Fernholz	Farmer, organic network, SFA

**Table 3. Travel Scholarship Report**

<b>Educator Name</b>	<b>Affiliation</b>	<b>Funds Awarded</b>	<b>Attendance</b>	<b>Outcome</b>
Terry Nennich	Extension Educator from northern MN specializing in horticultural crops	\$500	MN Grown Marketing Conference and the Upper Midwest Organic Farming Conference	Increased expertise in alternative vegetable crop production (including organic production)
Gene Krause	Extension Educator from northern MN specializing in livestock systems	\$800	Minnesota Organic and Grazing Conference, the National Forage Conference, and the Upper Midwest Grazing Conference	Increased expertise on grazing systems. Uses to conduct “pasture walk” program in his area. Series of monthly walks through pastures addressing seasonal issues.
Wayne Hansen	former Extension Educator from western MN	\$300	MN Organic and Grazing Conference	Increased expertise in organic production
Curt Nyegaard	former Extension Educator from northern MN. Curt has retired from Extension, but he is continuing to work in support of organic agriculture.	\$300	MN Organic and Grazing Conference	Increased expertise in organic agriculture
Eb Ballinger	a UofM graduate student who has an NCR-SARE graduate student grant	\$300	MN Organic and Grazing Conference	Increased expertise in dairy grazing systems. Eb works with several dairy producers on his grad student project. He hopes to work in extension some day. Used information in helping farmers with grazing systems
Maribel Fernandez	former Extension Educator from a county near the Twin Cities	\$300	MN Grown Marketing Conference	Increased awareness about agricultural alternatives for small farms. Maribel has resigned from MN Extension and has

	metro area			moved to Georgia with her family.
Jacque Jacob	UofM Extension Poultry Specialist, also cooperator on NCR-SARE R&E project about poultry enterprise alternatives for farmers.	\$500	All Things Organic Conference in Chicago.	Increased expertise in alternative and small-scale poultry production systems. Jacquie is small flock poultry specialist in MN, and fields an increasing number of questions about alternatives and organic poultry.
Jodi DeJong-Hughes	Regional Extension Educator –Crops and Soils	\$500	Soil and Water Conservation Society Annual Conference in St. Paul from July 25-28 <sup>th</sup> , 2004.	Gained increase expertise in several areas that will incorporate into outreach presentations and work with farmers. Soil and environmental quality- Designing policies, programs, and practices to manage agriculture's impact on the environment in rural, suburban, and urban settings Geo-Spatial Technology- increasing the efficiency of inputs and effectiveness of conservation programs and practices.
Jerry Wright	Extension Engineer, West Central Research and Outreach Center	\$500	Soil and Water Conservation Society Annual Conference in St. Paul from July 25-28 <sup>th</sup> , 2004	Increased expertise related to Best Management Practices on ag drained land. Use in Extension Drainage Design Workshop and other associated events.
Gary R. Sands	Associate Professor Biosystems & Agricultural Engineering University of Minnesota	\$500	12 <sup>th</sup> National Nonpoint Source Monitoring Workshop: Managing Nutrient Inputs and Exports in the rural Landscape September 26-30, 2004 Ocean City, MD	Increased awareness about latest information on the effectiveness of best management practices in improving water quality, effective monitoring techniques, and statistical analysis of watershed data. The workshop will focus on the successes of Section 319 National Monitoring Program projects and other innovative projects from throughout the

				<p>United States.</p> <p>“This workshop gave me valuable theoretical and applied tools with which to work in this arena. Knowledge from this workshop will be infused into existing Extension programs and workshops”</p>
Ray Bisek	Extension Educator, Polk County	\$500	Nat'l Association of County Agricultural Agents Annual Meeting and Professional Development Conference, July 11-15th in Orlando, FL.	Increased technical knowledge on various sustainable practices relating to cropping systems. Information necessary to helping farmers considering a systems approach to sustainable practices.
Vince Crary	Extension Educator Otter Tail Co.	\$500	Upper Midwest Grazing Conference in La Crosse Wisconsin, July 27 <sup>th</sup> -29 <sup>th</sup> 2004	“As an Extension Educator in Otter Tail Co. Minnesota I work with a large number of livestock producers. I also do a lot of work with the Central Minnesota Dairy Development + Enhancement Program. Rotational or intensive rotational grazing is a very sustainable and profitable way to run a livestock farm. I used the information from this conference to update producers that are involved with grazing and to help others that are interested in getting started.”
Gene Krause	Regional Extension Educator, Livestock,	\$500	Upper Midwest Grazing Conference in LaCrosse,	“I currently work with a few graziers in northwest Minnesota who are eager to

	Roseau MN		Wisconsin on July 27-29.	learn more efficient and effective means to produce quality milk on grass. I conduct pasture walks in summer and fall to address the importance of managing grass. What I picked up at the Grazing conference supports those efforts.”
Krishona Martinson	Extension Educator from a county near the Twin Cities metro area	\$700	American Forage and Grassland Council Meeting June 12-16 Roanoke, VA	Interested in learning more about forage production and grazing – especially for small farmers in the metro fringe area. Use information in programming.
Paul Peterson	Extension Forage Specialist, St. Paul, MN	\$500	American Forage and Grassland Council Meeting June 12-16 Roanoke, VA	Increased expertise on the latest research and information on grazing systems and sustainable forage systems. Use to help Regional Extension Educators with programming.
Beth Nelson (a different Beth Nelson—NOT the MN state coordinator!)	the executive director of the new Midwest Forage Association	\$700	American Forage and Grassland Council Meeting June 12-16 Roanoke, VA as part of a MN team	Information shared through newsletters, etc. with extension educators in Midwest, and used to develop programming.
Meg Moynihan	Organic and Diversification Specialist, Minnesota Department of Agriculture	\$500	IOIA Organic Processing Inspection training, September 23 -24, 2004 Great Falls, Montana	Increased expertise in what it takes to become certified in organic processing. Processing is critical link between farmers and consumers. This conference was advanced training for organic inspectors, and highlighted major issues. “I returned better able to help on-farm and stand-alone processors troubleshoot

				their processing systems, devise lot numbering and product tracking protocols, and prepare for inspections.”
Eb Ballinger	Graduate student in dairy science. Specializing in grazing and does outreach work with farmers	\$500	Animals in the Food System Conference at Michigan State University in Hickory Corners, Michigan. November 3-4, 2004	Plan to use the knowledge gained in meetings with producers and other research professionals to help educate them in the possibilities for increasing the sustainability of the animal farming systems that they are working with, particularly in the area of dairy grazing. Particularly interested in the economic options which can be used by dairy grazers to increase the sustainability of their production systems.
Bill Lazarus (and brought graduate student, Diego)	Extension Specialist, Applied Economics, St. Paul campus	\$250	Training Workshop for New Food and Farming Ventures, November 11, 2004, Decorah, Iowa	“I have a CURA Community Assistantship Partnership grant to work with the Sustainable Farmers Association of Minnesota on some management and organizational issues faced by several community-based food networks operating in central Minnesota. The SFA central chapter is attempting to help the networks identify commonalities where they can collaborate and share resources. One thing my graduate student will be working on is a brochure to increase visibility. They are also interested in obtaining outside capital, and we may help them with financial projections that would assist with that effort.”

				Great material given out, but I think the “best thing about the workshop was just the chance to meet and network with other agricultural and economic development professionals who work with locally-based agricultural enterprises and entrepreneurs.”
Bob Koehler	Bob Koehler Extension Educator Livestock Systems/Swine Southwest Research and Outreach Center	\$280	Training Workshop for New Food and Farming Ventures, Decorah, Iowa Date: November 11, 2004	“I work with producer groups such as The Southwest Minnesota Poultry Coop, Berkshire Meat Products-LLC, and an individual organic pork producer who are faced with logistical issues in developing specialty and niche market systems. I also deal with individual questions on pork niche market development. I have written articles, given presentations, and worked with individuals and groups on this topic. It appears this conference would increase my knowledge in this area and help me in consultations with these groups.”
Cathy Twohig	Executive Director, Land Stewardship Project Western Office	\$300	Training Workshop for New Food and Farming Ventures, Decorah, Iowa Date: November 11, 2004	Currently work with growing producer cooperative, Pride of the Prairie. Lots of calls from producers wanting to get involved. After workshop, can direct them to resources and get them started with market research and beginning to write a business plan.

Kendall Dykhuis	Local Extension Educator, St. Louis County, MN	\$500	<p>Animals in the Food System a conference to consider pasture-based alternatives and challenges for research, outreach, development, consumer demands, processing and preferences of animal agriculture in farming.</p> <p>Kellogg Biological Station, Hickory Corners, MI, (Michigan State University) November 3&amp;4, 2004</p>	<p>“Presently, as a local Extension Educator, I work with beef producers and their beef association on production, marketing, pasture management and forage issues. (1) We have a large pasture base here in St. Louis county and utilizing that pasture base is important. (2) As an urban county, more and more of the beef producers are selling beef by the halves, quarters, or known as selling-on-the-hoof. I want to learn more on marketing aspects of selling direct, customer preferences and then teach to the producers in St. Louis county. (3) Temple Grandin, one of the speakers, is a national known speaker on humane treatment and ethics in the beef processing industry. I want to hear her and understand that side of the issues better. (4) Finally, a session on the “Economics of Grazing” is a critical presentation for profitability of sustainable beef/animal pasture based systems, and I want to pass this information and management unto other beef producers”</p>
Jim Stordahl	Local Extension Educator, Polk County	\$100	Organic Livestock Broadcast (by Washington State University, sponsored by Western SARE) on St. Paul campus, October 29, 2004	<p>“foster more interest in organic livestock since it's a natural fit for many of our organic crop producers. I've already began to use the information,</p>

				in fact, I have already been corresponding with Becky Weed in Montana on wool and parasite issues. Also, the West Coast farmer and the Holistic Vet were very informative! I am now more encouraged about organic animal products.”
Troy Salzer	Regional Extension Educator U of M Extension Service: Carlton County	\$500	Animals in the Food System—a conference to consider pasture-based alternatives and challenges for research, outreach, development, consumer demands, processing and preferences of animal agriculture in farming. Kellogg Biological Station, Hickory Corners, MI, (Michigan State University) November 3&4, 2004	Information on topics dealt with on a weekly basis-- it will help me present stronger programs. I also was happy to see the topic about the economics of grazing. This information will help me in pasture management talks etc.
Jane Jewett		\$100	Dynamic Farmers’ Markets: Creating an Outstanding Market Staples, MN November 16, 2004	I am currently working on a Minnesota Institute for Sustainable Agriculture publication about local food systems, directed at producers and community organizers. I expect to gain information that will be helpful to include in that publication, and also to make contacts with people who may serve as reviewers or sources. I will also be available as a

				resource person to people in my area who are working on developing a farmers' market.
Bill Wilcke,	UofM Extension Crop Drying and Storage Specialist	\$200	first annual Specialty Grains Conference,	Increased expertise about the market for and handling of specialty grains
Robert Olson	Regional Extension Educator	\$100	Dynamic Farmers' Markets: Creating an Outstanding Market, Owatonna, MN Nov 17, 2004	Increased ability to help communities develop successful farmers' markets on suburban edge.

**Table 4. SARE Workshops**

<b>Workshop Focus</b>	<b>Location</b>	<b>Attendance</b>	<b>Date</b>
Organic Livestock Broadcast from Washington State Univ	St. Paul campus and Moorhead County Extension office	20	October 31
Assisted support of Intro to Business Planning workshop at MN Organic-Grazing conference	St. Cloud, MN	15	January 22, 2004
<b>Payment to help cover cost of speakers at workshops:</b> Brad Brummond, ND Extension Educator, organic agriculture specialist, to speak at a meeting designed to evaluate the needs of existing organic farmers and stimulate more interest in organic farming in central MN.	western MN		
Helped support an on-campus event that featured speakers who discussed the impact of MN agriculture on hypoxia in the Gulf of Mexico	St. Paul campus, MN	150	