

the Practical Farmer

Practical Farmers of Iowa Newsletter

Vol. 16, #4
Winter 2002

GOVERNOR AWARDS PFI FOR ENVIRONMENTAL EXCELLENCE

With tremendous pride, on behalf of all PFI members, Dick and Sharon Thompson accepted an award for environmental excellence from the Honorable Governor Tom Vilsack on January 22, 2002 at the Iowa State Capital. This is the second year for the **Governor's Iowa Environmental Excellence Award**. It is designed to "recognize business, organizations, and citizens who have excelled in environmental sustainability, demonstrating leadership, innovation, and a comprehensive environmental ethic in managing natural resources."



Sharon and Dick Thompson accept the Governor's Award

The program notes salute PFI as a "...leader in both sustainable agriculture and innovative marketing. PFI has partnered with Iowa State University to take the concept of sustainable agriculture out of (Award continues on page 2)

Susan Zacharakis-Jutz Elected PFI President

Hope and enthusiasm mark Susan Zacharakis-Jutz's PFI Presidency. It's an office she assumed on January 19, 2002, following a unanimous election by the Board of Directors. She succeeds Colin Wilson who fulfilled a two-year term as President while Susan was (PFI President continues on page 2)



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(Award continued from page 1)

the school's research department and onto the farm. [PFI] has used the latest farm technology to reduce fertilizer and pesticide inputs, and has employed no-till and ridge-till methods to improve water quality through reduced top soil runoff. PFI has also improved air quality through reduced energy consumption, and has developed the Food Systems Program, an alternative marketing project aimed at increasing farmers' profits. More than 19,000 visitors have attended 400 PFI-sponsored farm field days."

That's what the program notes say. We see the award as a tribute to the enormous courage and leadership on the part of PFI's founders to tackle three things at once back in the mid-eighties. That is, (a) to promote a completely new approach to farming; (b) to promote a fresh approach that empowered the farmer in on-farm research; and (c) to start a farmer driven organization at a time when most people wanted to get out of farming.

More than fifteen years later, the term sustainable agriculture still means different things to different people, and therein lies a portion of our [PFI's] strength. Rather than being a specific endpoint, sustainable agriculture, as understood by PFI, is a process, direction, and outlook that must be actualized differently in each particular context. PFI members have consistently demonstrated approaches to agriculture that are profitable, ecologically sound, and good for families and communities.

Winner of the Iowa Wildlife Federation 1997 Soil Conservationist Award and Renew America's Environmental Achievement Award in 1991 and again in 2000, Practical Farmers of Iowa demonstrates what Iowans can accomplish working together to preserve the land and the livelihoods derived from agriculture. Congratulations to all! 🐾

Rather than being a specific endpoint, sustainable agriculture, as understood by PFI, is a process, direction, and outlook...

(PFI President continued from page 1)

Vice-President. Also elected on January 19, Mark Tjelmeland is now Vice-President.

Colin Wilson's work included sorting out PFI's endowment affiliations, grappling with the voting rights issues for PFI members, and, perhaps most notably, hiring Robert Karp as PFI's first Executive Director. Wilson received a tribute for his service at the PFI Annual Meeting in Ames on January 19. He continues to be an active PFI member and an advocate for sustainable agriculture.



Susan Zacharakis-Jutz, center, runs her first board meeting flanked by board representatives Michael Nash, District 3, left, and Verlan Van Wyk, District 4.

Like her predecessor, Susan juggles multiple demands of family and farm, along with PFI leadership. She and her husband Jeff farm in Solon with their four children. They are partners in Local Harvest CSA and daily milk a commercial dairy goat herd. They are actively involved in home schooling, on-farm research, church and 4-H. Susan says that she could not take on the leadership of PFI without the support of her family. And she has taken it on with gusto.

"When we look around us, the statistics are frightening. Farmers are going out of business at an alarming rate. Yet glimmers of hope are on the horizon. Mark Ritchie alluded to that at PFI'S 2002 annual meeting. There's a turning point in agriculture. Things are changing in the political climate of Iowa. Even ISU is looking at issues that it wasn't 5-10 years ago. In the midst of all the bleakness, there's hope. Practical Farmers of Iowa represents that hope.

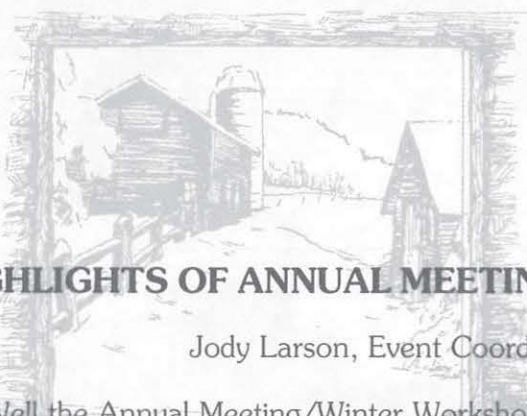
“In the midst of all the bleakness, there’s hope. Practical Farmers of Iowa represents that hope.”

People – whether farmers or consumers – need to support us. PFI staff wouldn’t have stuck with it so long if they hadn’t been passionate about what the organization represents.”

(Editor’s note: Susan welcomes comments from PFI members. Her contact information is on the back of the newsletter. And here’s an insider’s tip – the best time to reach Susan is between 7 PM and 9 PM.) ☺

CONGRATULATIONS TO NEW BOARD MEMBERS

At several district meetings on January 19, members elected new board members. They are: Leo Benjamin, replacing Colin Wilson in District 1; Nina Biensen replacing Ron Brunk in District 2; and Verlan Van Wyk replacing Barney Bahrenfuse in District 4. These folks had instant job training as they attended their first board meeting at 5 PM on the same day they were elected and again three weeks later in conjunction with the cooperators’ meeting. (See p.16.) Hopefully you have had or will have a chance to become better acquainted with your board representatives at late winter district meetings. Contact information for these and all board members is on the back of this newsletter. ☺



HIGHLIGHTS OF ANNUAL MEETING

Jody Larson, Event Coordinator

Well the Annual Meeting/Winter Workshop has come and gone again – and what a wonderful event it was! I hope that you’ll enjoy the photos on the next pages. There were over 350 people in attendance on Saturday joining fellow PFI members in a



Jody Larson took on organizing the Annual Meeting with enthusiasm and grace.

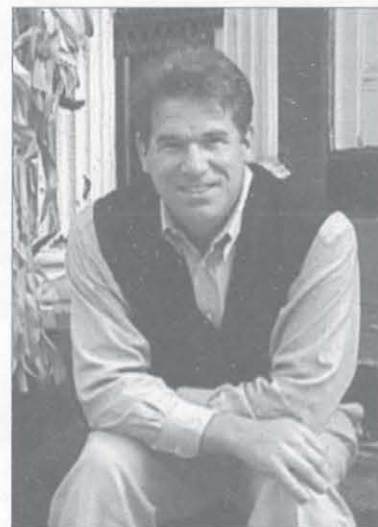
filled day. Mark Ritchie, President of Institute for Agriculture and Trade Policy, addressed the group in the morning. PFI members were able to attend three of the eighteen various workshops offered. [Workshop summaries as reported by

volunteers are available on the website, by email, or print. See page 6.]

Throughout the day attendees could also visit the silent auction benefiting the youth camp, and view table exhibits from area organizations as well as posters displayed by PFI cooperators.

The All Iowa Meal was again a huge sold-out success, offering ticket holders an array of delicious menu items from the farms of PFI members.

PFI has a great, dedicated staff steering the ship filled with friendly and passionate members. Thank you to the PFI family for allowing me the chance to have a hand in organizing such an important event. If you have further comments or questions about the PFI Winter Workshops, please email me at <JodyLarson@yahoo.com> or call me at 515-733-2411. I hope to see you next year! ☺



Mark Ritchie, of IATP, gave the keynote address.



Dave Zahrt, Carl Kurtz, and Molly McGovern's Prairie Singalong – just part of the Friday night festivities.



Shelly Gradwell presents a PFI cap to Volunteer-of-the-Year, Randy Farnum.



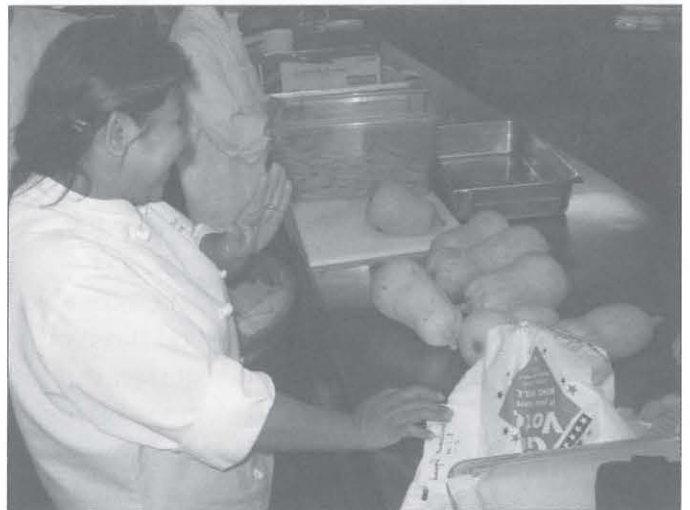
Membership services coordinator, Nancy Dundatscheck, oversees the busy registration tables.



Rick Exner and his wife, Sue Jarnagin, take a moment to bask in Rick's Sustainable Ag Achievement Award.



Rick Cruse (right) was one of many volunteers who helped at registration.



Behind the scenes, Hong, a Gateway chef, eyes squash for the Iowa Bounty Buffet – sold out and delicious.



Robert Karp, logs in plenty of time at the podium, approaching his one year anniversary as PFI's Executive Director.



The poster break remains a popular part of the Annual Meeting.



Isabel Guitierrez, left, a graduate student, discusses her poster on indicators of sustainability with Clare Hinrichs and Laura Jackson.

**ANNUAL MEETING
AND
WINTER WORKSHOPS**

JANUARY 18- 19, 2002



"The Soulful Landscape of Local Food" draws a wide circle of participants.



Cristina Tapia (standing) and Alicia Carranza, Perry residents from Michoacán, Mexico, in the workshop "Former Farmers, New Iowans."

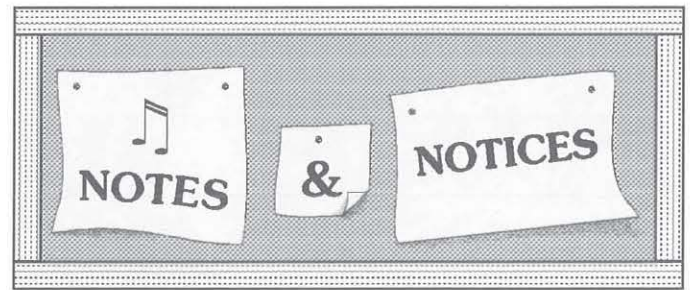
Winter Workshop Summaries Available

If you missed the Annual Meeting here's your chance to get the scoop on the concurrent sessions. Or maybe you were there, faced with too many good choices, so you had to forego one or two that looked interesting. Look over the list below.

- Five Decades of Weed Observation
- Sustaining People and Preserving the Land
- Food and Values: The Soulful Landscape of Local Food System (Cob Roll)
- Working Together to Sell High-Value Crops
- Landlord-Tenant Relationships in Sustainable Agriculture (Cob Roll)
- PFI Youth Programs (Cob Roll)
- Big Picture Thinking (Cob Roll)
- Adventures in Direct Marketing
- Holistic Livestock Health Care – Producers' Experiences
- Breeding Corn for Sustainable Systems: What do Farmers and Marketers Need?
- The Future of Practical Farmers (Cob Roll)
- PFI Student Sustainable Agriculture Leadership Project (Cob Roll)
- Managing Organic Matter and Nutrients on Farms Using Organic Manures
- Native Prairie: Alternative Seed Crop and On-Farm Biodiversity
- Community-Based Meat Processing
- Project Freeze – Opening New Markets
- Former Farmers, New Iowans – Immigrant Panel
- Labor Shortage – What are the answers? (Cob Roll)

You can access workshop summaries, all written by volunteers, on the web at www.pfi.iastate.edu or by requesting email text from Nan Bonfils at FullCircleFarm@opencominc.com. You can also call Nan at 515-432-2389 and she will mail you a printed copy. 🐾

Get Annual Meeting workshop summaries on the web, by email, or in print.



♪ IATP reports on GMOS

“The Bt Premium Price: What Does it Buy? The Impact of Extra Bt Corn Seed Costs on Farmer Earnings and Corporate Finances” is by Dr. Charles Benbrook. The report is part of a series being published by the Institute for Agriculture and Trade Policy and Genetically Engineered Food Alert on economic and legal issues related to genetically engineered crops. The first three reports of this series can be downloaded at: www.iatp.org. Or contact Ben Lilliston, Communications Coordinator, IATP, phone 612-870-3416 or email blilliston@iatp.org

♪ New Tax Credit Available for 2002

Thank you to PFI District 2 member Merlin Pfannkuch who has been investigating “The Saver’s Credit.” Merlin writes, “...designed to encourage those with modest incomes to make contributions to [their] retirement...” More detail on the Saver’s Credit is found in IRS publication 553, “Highlights of 2001 Tax Changes.” Contact the IRS at 1-800-829-1040 or www.irs.gov

♪ Savory Center Offers Ranch and Rangeland Manager Program

The Allan Savory Center for Holistic Management is accepting applications for its 2002 Holistic Management Ranch and Rangeland Manager Training Program. The training program offers 4 one-week-long training sessions that enable managers to become more effective land stewards while increasing their profit and quality of life.

For more information about this program, contact Craig Leggett at 505-842-5252 or craigl@holisticmanagement.org or visit The Savory

Center's website at www.holisticmanagement.org/wwo_rr.cfm.

Local Foods on University Campuses

"From Farm to Fork: A Forum on Locally Grown Foods at University Campuses" The event, on April 4 from 1:30 to 3:30 P.M. in the Joan Bice Underwood Tearoom, 23



LEOPOLD CENTER

MacKay Hall, is sponsored by the Leopold Center, and ISU's Hotel, Restaurant and Institution Management program. The forum includes an overview of local food-buying projects in Iowa and a faculty-student panel about using local food at ISU, plus a presentation from PFI. For details, contact Rich Pirog at the Leopold Center, 515-294-1854, rspirog@iastate.edu.

1st Iowa Food Policy Conference: Creating Opportunities in Iowa's Food Systems

Join this forum for policy developments sponsored by the Iowa Food Policy Conference, and the Agricultural Law Center at Drake University (with support from a variety of other agencies and organizations). A program of over 25 speakers is planned as well as an "All Iowa" meal for \$30 registration. To pre-register call 515-271-4956 or use the website www.iowafoodpolicy.org The event is on Friday April 5, at Olmstead Center, Drake University.

World Food Prize Recipient to Speak at John Pesek Colloquium

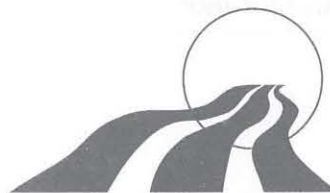
This year's speaker is the winner of the 2001 World Food Prize, Dr. Per Pinstrup-Andersen, Director General of the International Food Policy Research Institute. His address on March 26 will be entitled, "Toward A Sustainable Global Food System: What Will It Take?" and will be held at the Gateway Center at 2:00 P.M. A reception will follow.

On March 27 at 1:30 P.M., Dr. Pinstrup-Andersen will deliver a shorter presentation on global sustainability at the Wallace Foundation for Rural Research and Development in Lewis, Iowa. In a 'town meeting' format, a panel will respond and then the meeting will open up to questions and discussion from the audience. This year's panel includes several PFI members. A reception will follow. For more information, contact Gretchen Zdorkowski at 515-294-6061 [<gretzdor@iastate.edu>](mailto:gretzdor@iastate.edu)

All About Goats

This event features split sessions for all levels of experience with goats on Saturday, April 13 from 9:30 AM - 4 P.M. at the fair grounds at Beatrice, Nebraska. For complete agenda and registration forms contact Five Rivers RC &D, Tecumseh, NE at 402-335-3347.

SARE Producer Grant Deadline



This is a competitive grants program to research, demonstrate, or educate others about profitable, environmentally sound, and socially responsible agricultural systems. Applications must be received by 5 P.M. [CST] on March 29, 2002 at North Central Regional SARE, 13A Activities Bldg., 1734 N. 34th St. Lincoln, NE 68583-0840. For application guidelines look for www.sare.org/ncrsare or call 402-472-7081. By email it's [<ncrsare@unl.edu>](mailto:ncrsare@unl.edu).

Spencer Award Nominations

If you know a farmer, researcher or educator who has helped sustain and support Iowa's family farms, consider nominating that person for the new Spencer Award for Sustainable Agriculture, administered by the Leopold Center. The 2002 award includes a \$1,000 cash prize. Award guidelines and a nomination form are posted on the Leopold Center web site, www.leopold.edu, or

call the Leopold Center, 515- 294-3711. Nominations must be postmarked by March 30.

♪ Straw Bale Construction Workshop

MidAmerica Housing Partnership (MAHP) will host a workshop for registered participants to get hands-on instruction in the art of straw bale construction. April 13, 2002 (Rain date April 20) 9:30 A.M. - 3:30 P.M. at 1511 N. Highland Avenue, Washington, IA. Please R.S.V.P. with Stacia Mewes at 319-365-6247 for this event or to get on the mailing list for a similar fall workshop.

♪ Soyfoods: From Field to Table Conference

This conference, August 13-14, 2002 at Iowa State University, is designed for industry, retailers, distributors, chefs, processors, manufacturers, marketers, growers, food professionals, dietitians/nutritionists, and university personnel. Contact Janna Finnegan, Soyfoods Council, 515-727-0796, or <Jana@IASoybeans.com> for more information.

♪ Cattle Wanted

I want to buy stock cows, any breed as long as they are one breed. Or I will feed your stocker fat cattle. I'm organic (OCIA, Chapter 1). I farm in Storm Lake, NW Iowa. I have on hand 620 T of oatlage, bedding, and cattle sheds. I have 17 cows of my own; 9 will calve in April. I am willing to work out any terms on a contract, such as giving back calves or payment on cows. I do not want to get a loan, although I believe I would receive one. If you want any credit references call me at 712-732-7405. David Williams, 1335 610th St., Storm Lake, IA 50588.

♪ Thai Interns Seek Host Families

We are looking for families to host agriculture students from Thailand for a month or longer from June to September, 2002. Students work and learn in exchange for room and board. Excellent opportu-

nity for cultural and agricultural exchange! For more information, please contact Eduarda Becerra, 111 Curtiss Hall, ISU, Ames, IA 50011, 515-294-3972, ebecerra@iastate.edu.

♪ Looking for Community Day Hosts

Did you go to a PFI community Day last summer or fall? Great stuff. We are looking for members to host similar events in 2002. See page 14. Contact Nan Bonfils at 515-432-2389 or FullCircleFarm@opencominc.com

PROFITABLE PORK

Farmers who want to successfully produce pork on a small scale can preserve their independence in the face of the consolidating hog industry. **Profitable Pork: Alternative Strategies for Hog Producers**, a 16-page bulletin from USDA's Sustainable Agriculture Network (SAN), showcases examples of alternate ways to raise pork profitably. In designing hog systems that work on their farms -- in deep-straw bedding, in hoop structures and on pasture -- producers have been able to save on fixed costs, find greater flexibility, identify unique marketing channels and enjoy a better quality of life. This bulletin features profiles about successful hog producers as well as the latest research on everything from achieving greater profits to raising better-tasting pork in alternative hog systems.



Pigs from Tom Frantzen's (PFI member and former president) operation are the cover stars! This bulletin is free. It first appeared in November 2001. You can view it on-line at www.sare.org/bulletin/hogs. For a print copy, call (301) 504-6422. Better yet, Diane Mayerfeld of ISU Sustainable Agriculture Extension, will be happy to send you a copy. Contact Diane at 515-294-7836 or dmayerfe@iastate.edu.

Editor's Note: Turn to page 14 for information on a similar SAN publication about profitable poultry. 🐔

KEY DIRECTIONS FOR PFI OVER THE NEXT THREE YEARS

Robert Karp, Executive Director

Editor's note: The document that follows was inserted in the folder program for the Annual Meeting. Robert Karp alluded to the document when he addressed the membership during the business meeting on January 19, 2002. We have reprinted it for you here and for the benefit of those who could not attend the Annual Meeting.

The following have been drawn from the PFI summer board/staff retreat, staff meetings and conversations with members over the last year. This is a working document being presented at the moment as a discussion piece. Please read over and consider the following questions: Are these the "right" key directions for PFI? Is there anything missing? What, in your opinion, are the priorities? Please provide feedback to your district board members or to Robert Karp, PFI, 300 Main Street, Ames, IA 50010, 515-233-3622, rkarp@isunet.net

Membership and Community

- Provide greater opportunities for PFI members and partners to participate in the development of the organization in meaningful ways
- Develop and implement a comprehensive plan to expand public awareness of PFI, build PFI membership, and share our vision for Iowa agriculture
- Build farmer membership in PFI by emphasizing and expanding upon our farmer-to-farmer networking services
- Reach out to and engage non-farmers as partners in agricultural change, make PFI more friendly and accessible for non-farmers
- Work toward district level staff who can organize and support PFI members and coordinate programs at the local level

Programs

- Translate PFI's current and past research into concise publications, reports and press releases suitable for use by farmers, policy makers and the general public
- Build and expand on PFI's pioneering work in local food systems
- Support the development of high value markets and supply chains that can sustain midsize producers practicing sustainable agriculture
- Tie PFI's on-farm research more strongly to needs arising from market and value chain development
- Build partnerships necessary to research the environmental impact of whole farm systems
- Incorporate community and marketing focused field days into summer field days
- Build our capacity to provide technical assistance to producers wanting to adopt more sustainable farming practices and/or pursue alternative markets
- Strengthen and expand PFI's work with youth

Organizational Development

- Strengthen PFI's partnership with Iowa State University, the Leopold Center, and other key partner organizations in Iowa
- Diversify and increase PFI's funding sources and improve our daily operating efficiency and functionality as an organization
- Improve the effectiveness and functioning of the PFI Board of Directors

THANK YOU FOR YOUR RESPONSE TO LEADERSHIP CAMPAIGN

Thanks to the people listed below, and a few others who asked to remain anonymous, for contributing to the fall Leadership Campaign. As stated in the appeal letter, "We've done our best to keep the financial responsibility for PFI at a minimum for its members. At \$25 dollars a year we have undoubtedly been one of the best deals out there. But we are maturing as an organization and we need our members to dig a little deeper on our behalf, so that we can continue to effectively lead Iowa toward a more sustainable agriculture." It's not too late to contribute. In fact your gift is always welcome. Use the form below. The address for mailing your check is printed on the reverse.

Simone Alvarez

Johnathan Andelson

Lee Blum

Susan Brown

Connie Burns

James and Millicent Cozzie

Rick Cruse

Tim and Maureen Daley

Rich Dean

Gerald Depew

John and Janet Doran

Chuck Ehlers

***Kamyar Enshayan
and Laura Jackson***

Sondra Feldstein

Jan and Neal Flora

Charles and Barbara Francis

Tom and Irene Frantzen

Liz Garst

Rex and Kathleen Gogerty

Rhonda Graef

Kamal Hammouda

Larry Harris and Denise O'Brien

Bill Helgen

Roger Hunt

Carol Hunt

Iowa Farm Bureau

Bruce Jefferson

Robert Karp

Jeff Klinge and Deb Tidwell

Tom and Alesia Lacina

Matt Liebman and Laura Merrick

Norman McCoy

Patti McKee and John Krieg

Paul Mugge

Naylor Seed Company

Nolan Patterson

Perry State Bank

Guy Powel

Duane Sand

Rebecca Shivers

Frederick Steinbron

Angela Tedesco

Dick and Sharon Thompson

Raynold Topp

... we need our members to dig a little deeper on our behalf, so that we can continue to effectively lead toward a more sustainable agriculture.

PFI Leadership Campaign 2002

Yes! I would like to help support PFI. Enclosed please find my tax deductible contribution in the amount of:

50 100 250 500 1000 Other _____

Name _____

Address _____

City, State, Zip _____ Phone # _____

Check here if you want your gift to remain anonymous. Return this card to the address on the other side.

Thank you for your gift!

Steve Wallace

Diane Weiland

Virginia Welles

David Williams [Storm Lake]

David Williams [Villisca]

Ernest and Beth Wilson

Wendy Wintersteen

Karen and Ken Wise

Bill and Beth Wunder

Susan and Jeff Zacharakis- Jutz 🍷

PFI YOUTH AND STUDENT PROGRAM UPDATE

Shelly Gradwell

Should PFI expand beyond its annual summer camp to hold other types of programs for youth and students? This was the question explored at two planning sessions held at this year's Annual Meeting. These sessions were very productive and we want to thank everyone who participated. We are now in the process of forming an advisory group for the PFI Youth and Student Program to take these ideas and formulate future plans. Please contact me at 641-483-4027 or shellyg@iastate.edu if you are interested in or willing to serve on this advisory group.

In the meantime, we are working on plans for the 8th Annual PFI Youth and Family Camp this June. Watch for announcements in the mail and on the PFI website. For more information on the camp, I'm the one to contact.

Finally, I want to thank everyone who contributed to the silent auction at this year's Annual Meeting, which raised over \$500 to support scholarships for the summer camp. These PFI members donated a host of extraordinary art and crafts, many produced right on the farm!

Angela Tedesco

Berry Patch

Bryce Bauer

Cafe Phoenix

Dave and Linn Zahrt

Denise O'Brien

Helen Gunderson

Mike Bell

Nancy Dundatscheck

James Pritchard

Randy Nowotny

Red Avocado

Sue Jarnagin

Tom Wahl

Wholesome Harvest

Deb Fink

Grapevine Winery

Full Circle Farm 🍷

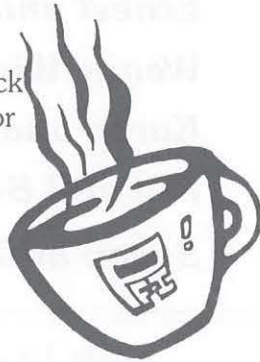
**Your gift to the PFI Leadership campaign is tax deductible.
Enclose a check written to Practical Farmers of Iowa with
this completed form and mail it to
2035 190th Street, Boone, IA 50036-7423.
Thank you.**

MEMBERSHIP UPDATES

Nancy Dundatscheck
Membership Services Coordinator

Wake Up and Smell the...

Does this coffee cup graphic look familiar to you? Remind you of anything? Does it make you recollect a canary-yellow piece of paper you received in the mail? Ah, now you remember. That renewal notice!



verify your membership status. If you want to save the telephone call, just email me at ndundat@agron.iastate.edu. Happy Spring!

Welcome New Members

PFI just keeps growing and growing! And our representation becomes more and more richly diverse. Not only do we have farmers who have grown with us over the years, we have young people turning to farming for the first time, people in mid-life starting their "second career" and old timers who are new to both PFI and alternative farming techniques. Many of you are exploring new markets or starting up CSA's, or are creating ecological sanctuaries. You are graduate students, sociologists, restoration specialists, policy analysts, lawyers, and people who just plain love Iowa food, Iowa farms, and Iowa farmers. Welcome all!

The folks listed below have joined PFI since November 2001. If you are already a PFI member, we hope you will introduce yourself to new PFI members in your community.

Editor's note: This list was prepared as the newsletter went to press. If you feel you have been overlooked, please contact Nancy Dundatscheck at ndundat@agron.iastate.edu or 515-294-8512.

District 1

Richard Black, Farnhamville
John Lamb, Spencer

That's right, for those of you intimate with that coffee cup, it's time to renew.

Just to make sure you know whether or not you are current, look at the address label on this newsletter. If it says "last chance" on your mailing label, this is your last newsletter. Ghastly, isn't it?

Of course, if your check is in the mail, you need not worry. All that fun stuff coming your way via PFI will keep coming. And if the check isn't in the mail, you still have till May 1st to line up all your ducks in a row. And besides, your membership fee is tax deductible. You can send your check directly to me at 2104 Agronomy Hall, ISU, Ames, IA 50011.

If you are still not sure whether you need to renew, just call me, at 515-294-8512, and I'll

Clark and Nancy Tindall, LeMars

District 2

Mike Carolan, Ames
 Al Doering, Hubbard
 Nancy Dundatscheck, Boone
 Randy Farnum, Ames
 Heather Friedrich, Ames
 Candice Gardner, Ames
 Dean Gutton, Story City
 Rita and Fred Jensen, Ames
 Fred Kirschenmann, Ames
 Peter Lammers, Stacyville
 Brent and Jody Larson, Story City
 Terry Loeke, Ames
 Laura Miller, Ames
 Jeff Nichols and Mary Doud, Boone
 Raymond Olson, Madrid
 Jill Luebbe and David Owens, Clear Lake
 Marlowe Peppar, Radcliff
 Weslie D. Phipps, Boone
 Verne Reding, Wesley
 Elizabeth McDorman and Barbara Sands, Ames
 Dan Schmitt, Marshalltown
 Dan Towers, Scranton
 Jiangang Wu, Ames
 Neil Wubben, Osage
 Jim and Shannon Funcke, Jefferson

District 3

Jude Becker, Dyersville
 Jeanette Beyer, Independence
 Chris and Sheryl Dolan, Cedar Rapids
 Carl Kurtz, St. Anthony
 Alan and Jill Weber, Cedar Falls
 Wynne Wright, Cedar Falls

District 4

Gary Bennett, Russell
 Steve and Janet Cornelius, Dawson

William and Lillian Cotton, Windsor Heights
 Rich and Barb Heki, Johnston
 Cathy Hunter, Ankeny
 Garth Frable and Teresa McMahon, Des Moines
 Teresa Opheim, Chariton
 Steven Rassler, Chariton
 Bob and Rosalie Soloth, McLelland
 Kelly G. and Angela Tagtow, Elkhart
 John Whitson, Woodward
 Steve and Jere Olson, Des Moines

District 5

Judy Buline, Coralville
 Thomas J. and Carla Duke, Burlington
 Linda Grice, Parnell
 Margaret L. Ruddy, Iowa City
 Shelly M. Squier, North English
 Leon Veldhuizen, New Sharon
 Stefan Florian, Maquoketa

Out of State

John Brant and Miriam Brown, Sinsinawa, WI
 Angie and Dennis Fennwald, Bozeman MT
 Joseph and Ane K. Fitzgerald, Glencoe MN
 Mike and Helen Karp, Chandler AZ
 Wallace and Michelle McHenry, Genoa, WI
 Joel D. McNair, Brooklyn, WI
 Barbara Miller, Denver CO
 Shaun Murphy, St. Paul MN
 Pamela Saunders, LaFarge WI
 Tony Thompson, Windom MN

Request for Email Addresses

Do you have an up-to-date electronic address? If so, please email it to PFI at ndundat@agron.iastate.edu. Having both electronic and postal mailing addresses gives us more flexibility in reaching you, especially regarding district meetings, your membership status and other issues that pertain directly to your involvement with PFI. It also saves us postage and long distance

Got email? Tell us at
<ndundat@agr.iastate.edu>

telephone charges, freeing up money for better membership services.

Of course, we appreciate receiving conventional mail here, too, at **2104 Agronomy, Iowa State University, Ames, Iowa 50011.**

Oh, and please join the Online Directory if you haven't already. PFI members are involved in lots of exciting activities, and someone might be doing just what you are interested in learning more about. It also gives other PFI members an opportunity to see just what you do and can ultimately help you in your own efforts. 🐾

NEW POULTRY PUBLICATION

Profitable Poultry: Raising Birds on Pasture features farmer experiences plus the latest research in a new "how-to" guide to raising chickens and turkeys using pens, movable fencing and pastures. A Kentucky family nets between 90 cents and \$1.50 per pound from Louisville customers for birds raised on pasture. A New Mexico producer who rotates birds across his property year-round has seen drastic improvements to his desert soil. And a Wyoming producer was able to quit a full-time, off-the-farm job to stay home and raise pastured poultry with help from her school-age kids. With those examples and more from around the country, the bulletin touches on the system's many opportunities to improve profits, environment and rural family life. With original ideas for marketing poultry products and a page of additional, expert resources, the bulletin offers a jumping-off point for new producers.

The 16-page color bulletin by USDA's Sustainable Agriculture Network (SAN) is free. Diane Mayerfeld of ISU Sustainable Agriculture Extension, will be happy to send you a copy. Contact Diane at 515-294-7836 or dmayerfe@iastate.edu. 🐾



Invite a few folks over and show them what practical farming is all about. You, too, can host a PFI community day!

COMMUNITY DAYS 2002

Nan Bonfils

Last year we piloted a project called Community Days. Five PFI members across the state hosted "open farm" events. Though no two community days were alike, each one accomplished the same multiple purposes:

- to reach out to new people in each community and better acquaint them with PFI
- to give PFI members in each district another opportunity to get together
- to network with other like-minded organizations
- to showcase enthusiastic PFI members and let more folks see the fine work they are doing

These community days developed as a hybrid of a traditional field day combined with an open house. Although none of these farms featured heavy-duty field trials and research, there was plenty of innovation to showcase and stories to tell.

The response was both enthusiastic and positive. Now the board and PFI leadership are eager to pursue the concept of community days in 2002. **We don't know yet exactly what the format will be or how the funding will shake out, but we are definitely looking for host farms.** If you think you might be interested, please get in touch with me right away at 515-432-2389 or FullCircleFarm@opencominc.com. [It was fun!] 🐾

WHAT DO WE KNOW ABOUT MARKETS FOR LOCALLY GROWN FOODS?

Rick Hartmann

As winter fades, you are no doubt thinking about marketing next year's product. Here's a piece of recommended reading. The Food Processing Center at the University of Nebraska has recently released **Attracting Consumers With Locally Grown Products**. This report was made available through The North Central Initiative for Small Farm Profitability, a USDA funded project that we're involved with at PFI.

The report is a detailed analysis of the purchasing habits of 500 persons interviewed in Iowa, Nebraska, Missouri and Wisconsin. The goals of the report were to estimate the current, and potential, market and characteristics of:

- local foods
- free-range and pasture poultry
- organic and all-natural foods.

The report begins by looking at the general attributes consumers use when deciding what food products to buy. Perhaps not surprisingly, taste is the most important factor consumers consider when buying food. But 69% of the respondents did say locally grown food and 71% said supporting local farmers was either very or an extremely important consideration.

The survey found that almost all households at one time or another have purchased locally produced foods, mostly fruits and vegetables. Most people were very, or extremely, interested in purchasing locally grown food in their grocery stores.

71% said supporting local farmers was either very or an extremely important consideration.

The study also suggests that the organic and all-natural food markets are still increasing and good opportunities for direct marketing meat still exist.

The report depicts its findings in detailed graphs. Such data might be good information to have when approaching produce managers in stores that you're considering as potential markets.

Even though price was an attribute people closely considered when buying food, the study found that over 40% of those surveyed would be willing to pay higher than retail prices for local foods, although the majority of those were willing to pay only 10% more. The two factors that have had the most influence on people who have purchased locally grown food are freshness and taste.

In general it shows that there is support for local and regional farm products for those willing to market them. The report casts doubt on the myth that rural communities don't have a market for local produce. It does confirm, however, that rural communities are less likely to pay a premium for local foods. The study also suggests that the organic and all-natural food markets are still increasing and good opportunities for direct marketing meat still exist.

The report has too much useful information to even summarize the highlights. I urge you to review the full text at the North Central Initiative for Small Farm Profitability website – <http://www.farmprofitability.org/>.

...full text at the North Central Initiative for Small Farm Profitability website www.farmprofitability.org



FARMING SYSTEMS PROGRAM TURNS A CORNER

Rick Exner

PFI on-farm research cooperators came together Feb. 7th and 8th for a spring planning meeting that was a little different than usual. After 15 years of on-farm research, cooperators have racked up an impressive record of discoveries and public exposure. Now opportunities are opening, and that calls for a review of priorities.

Executive Director Robert Karp led a group of nearly 40 cooperators in an afternoon-long assessment of PFI on-farm research and field days. Present were some of the program's "senior" and highest-profile cooperators as well as a few people new to the network this year – probably a couple hundred years of cooperator experience in all.

Everyone had thoughts to share about the value of farmer research, both the value to the cooperator and the value to the community. The discussion embraced both PFI's scientific approach and the value of looking for the "big picture" in agricultural systems. The group affirmed the value of working with ISU scientists, and they strongly emphasized the importance of supporting the individual producer's inspiration or burning question. Far from conflicting, these contrasts demonstrated the experience of the cooperator network. When the session notes are typed up, we'll make them available on the PFI website.



New and experienced cooperators helped set direction for the farming systems program. Here Dave Jackson, North English, offers a comment.



USDA corn geneticist Kendall Lamkey and Walter Goldstein of the Michael Fields Ag Institute (both standing) planned trials with cooperators.

As announced at the PFI Winter Workshops in January, PFI's Farming Systems Program will enjoy new support and a closer working relationship with Iowa State University in 2002. Anticipated benefits include broader and more frequent communication between PFI and ISU scientists. In time, more scientists will have opportunities to work with PFI farms, and farmer perspectives and issues will reach ISU more quickly.

The new relationship will also allow us to mine the resource of past farmer research to produce sustainable agriculture bulletins and training materials for producers and Extension staff. While this is a welcome development, it will require a real investment of my time as Farming Systems Coordinator. That time has to come from somewhere. We are hopeful that in the long term I will not be the only staffperson "juggling the balls" of the farming systems program. This year, though, there will be cutbacks in some of the things we do. Expect to see a reduced schedule of farm field days. This won't be all bad if it helps us put more resources into the field days that do take place.

Despite the changes we dealt with at the cooperators' planning meeting, I came away feeling better than ever about the people involved and about the mission. As the year goes on, I think we will see positive developments for on-farm research and the PFI-ISU partnership.



PFI 2001 ON-FARM TRIAL RESULTS – I

(Editor's note: Is manure an asset or a liability – or both? New markets offer new reasons for farms to be diversified and to capture other consumer values. These production systems have their own issues when it comes to livestock wastes, and PFI cooperators are working with ISU scientists to generate answers. Here is some of the work from 2001 trials.)

Biosolids – Who Pays?

Let's dive right into a topic that has kept PFI cooperators and ISU scientists occupied the last two years – manure, or, more generally, "biosolids." The Leopold Center for Sustainable Agriculture funded a study of swine hoop house manure management because there is a potential for nutrient tie-up in the bedding-manure mix that comes from these units. Composting helps improve the fertilizer



Deep bedded swine systems have given rise to new questions about management of both livestock and wastes.

Reading Numbers, Knowing Terms

When you see the outcome of a PFI trial, you also see a statistical indication of the strength of the difference observed. The following information should help you to understand the reports of the trials contained in this report. The symbol "*" shows that there was a "statistically significant" difference between treatments; that is, one that likely did not occur just by chance. We require ourselves to be 95% sure before we declare a significant difference. If instead of a "*" there is a "N.S.," you know the difference was "not significant" at the 95 percent confidence level.

Comparing Two Practices Many on-farm trials are of a straightforward "A versus B" type. These trials, which are easy to design and analyze, correspond to the typical experimental question "Is alternative 'B' better than, worse than, or the same as my customary practice 'A'?" This approach can be used to evaluate individual practices or whole systems of practices.

There is a handy "yardstick" called the "LSD," or "least significant difference," that can be used in a trial with only two practices or treatments. If the difference between the two treatments is greater than the LSD, then the difference is significant. You will see in the tables that when

the difference between two practices is, for example, 5 bushels (or minus 5 bushels, depending on the arithmetic), and the LSD is only, say, 3 bushels, then there is a "*" indicating a significant difference.

Multiple Treatment Trials The LSD doesn't work well in trials with more than two treatments. In those cases, letters are added to show whether treatments are statistically different from each other. (We usually use a statistical test called a multiple range grouping.) The highest yield or weed count in a trial will have a letter "a" beside it. A number with a "b" next to it is significantly different from one with an "a," but neither is statistically different from a result bearing an "ab." A third treatment might produce a number with a "c" (or it might not), and so on.

Economics Average 2001 statewide prices for inputs were assumed in calculating the economics of these trials. Average fixed and variable costs and time requirements were also used. These can vary greatly from farm to farm, of course. The calculations use 2001 prices of \$1.80 per bushel for corn, \$4.15 for soybeans, and \$1.55 for oats, and \$95 per ton for grass-clover hay in large bales. Labor was charged at \$9.00 per hour.

value of these materials. But composting carries a cost.

First a general cautionary note: the economic numbers appearing with these trials is for illustrative purposes. A component of the project is putting better numbers on the costs of composting and manure handling. (See also the sidebar on pages 20-21.) You will see some high costs for the treatments involving compost. In those cases the crops have been charged with labor and sometimes equipment for composting. Some people whether cropping operations should be charged with application costs, let alone composting. Those costs are included in this report, but you may want to mentally reallocate them. Ditto for clover or cover crop seed. Any number of items in a farming system

Any number of items in a farming system don't pencil out if considered in isolation.

don't pencil out if considered in isolation. As ever, it will be up to you to factor the parts into the whole.

Wayne and Ruth Fredericks, Osage, compared compost and manure to a check treatment on the same plots used in a similar corn trial in 2000. In 2001 the soybeans responded positively to both manure and compost (Table 1), though late planting, aphids, hail, and early frost reduced overall yields. The cost of the compost treatment includes Wayne's time for piling and turning the compost as

Table 1. Multiple Treatment Fertilizer and Manure Trials

| COOPERATOR | CROP | PREVIOUS CROP | YIELD SIGNIFICANCE | TREATMENT "A" | | | | |
|--------------|-----------|---------------|--------------------|------------------------------|------------------|-------|-----------|------------|
| | | | | DESCRIPTION | YIELD (bu. or T) | STAT. | TRT COSTS | \$ BENEFIT |
| FREDERICKS | SOY-BEANS | CORN | * | COMPOST, SPRING @ 6.7 T/ACRE | 34.0 | a | \$17.31 | -\$8.54 |
| MUGGE | CORN | OATS/CLOVER | * | COMPOST @ 12 (WET) T/ACRE | 133.3 | a | \$16.09 | \$12.55 |
| NEELY-KINYON | CORN | SOYBEAN | * | 6 TON COMPOST/ACRE | 97.6 | ab | \$29.10 | -\$29.10 |
| | | | | (SPREADING COSTS ALONE): | | | | |
| STRUTHERS | CORN | SOYBEANS | | CONTROL, NO MANURE | 167.8 | b | \$18.13 | \$0.00 |
| WILSON | CORN | SOYBEANS | | COMPOST APPLIED IN SPRING | 128.4 | a | \$25.16 | \$0.00 |

well as an estimate for the time of the bucket loader used.

Paul and Karen Mugge, Sutherland, also compared compost, manure, and a control treatment (Table 1). They observed a yield benefit from both manure and compost which was great enough to cover spreading and composting costs. Because costs were less in the manure treatment than the compost strips, manure was the more profitable option on paper.

In contrast, **Colin and Carla Wilson**, Paullina, saw no statistically significant yield benefit from applying compost (Table 1). As the table indicates, only about \$9.28 of the \$25.16 per acre compost

cost was for actual application; the remainder was composting.

The **Neely-Kinyon Research Farm**, Greenfield, examined both compost rates and rates of synthetic nitrogen in what is call a “factorial” study. Zero, 6, 12, and 18 tons compost per acre were applied, with each compost rate subdivided into subplots of 0, 40, 80, and 120 lbs N per acre. The trial, whose results are shown in Table 1, was a joint effort by PFI and Kathleen Delate, Cindy Cambardella, and Heather Friedrich, of ISU.

The field at Neely-Kinyon had not received manure since 1997. The corn in 2001 responded to the first 6 tons per acre of compost or the first 80 lbs of synthetic nitrogen. After 6 tons there was

Multiple Treatment Variety and Planting Trials

| TREATMENT “B” | | | | | TREATMENT “C” | | | | | OVERALL COMMENTS |
|-----------------------------|------------------|-------|-----------|------------|---------------------|------------------|-------|-----------|------------|---|
| DESCRIPTION | YIELD (bu. or T) | STAT. | TRT COSTS | \$ BENEFIT | DESCRIPTION | YIELD (bu. or T) | STAT. | TRT COSTS | \$ BENEFIT | |
| MANURE, SPRING @ 5.1 T/ACRE | 34.4 | a | \$8.89 | \$1.42 | CONTROL | 31.9 | b | \$0.00 | \$0.00 | NOT INCLUDED: EQUIPMENT FOR MAKING COMPOST OR 6-8 MINUTES/TON LABOR |
| MANURE | 133.0 | a | \$6.12 | \$22.03 | CONTROL | 117.4 | b | \$0.00 | \$0.00 | |
| 12 TON COMPOST/ ACRE | 112.2 | a | \$52.09 | -\$1.07 | 0 TON COMPOST/ ACRE | 83.9 | b | \$0.00 | \$0.00 | PART OF LARGER TRIAL THAT INCLUDED N RATES. NO N RESPONSE AFTER 6 T COMPOST, NO COMPOST RESPONSE AFTER 80 LBS N |
| 18 TON COMPOST/ ACRE | 108.6 | ab | \$75.07 | -\$30.66 | | | | | | |
| SPRING-APPLIED MANURE | 175.7 | a | \$24.24 | \$8.09 | FALL-APPLIED MANURE | 172.4 | ab | \$24.24 | -\$6.12 | FALL MANURE NOT SIGNIFICANTLY BETTER THAN NONE. 80 LBS UAN ALL TRTS. |
| CONTROL | 122.1 | a | \$0.00 | \$25.16 | | | | | | COMPOSTING EQUIPMENT NOT INCLUDED. SPREADING WAS \$9.28/ACRE |

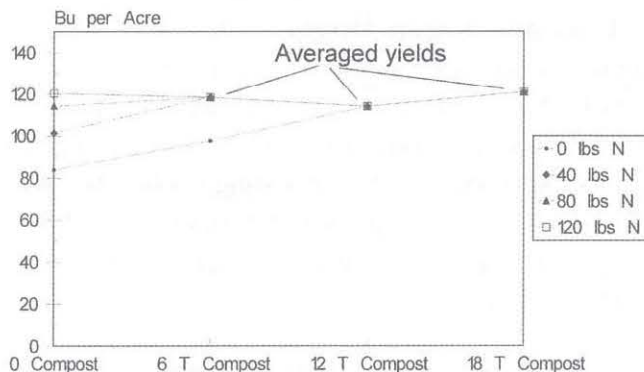
After 6 tons there was no statistically significant yield response to nitrogen.

no statistically significant yield response to nitrogen, although the zero-N treatment may have gained in yield as compost increased from 6 tons to 12 tons



Compost & Nitrogen Trial

Neely Kinyon Farm, 2001



In cooperation with Kathleen Delate, Cynthia Cambardella and Heather Friedrich.

Fig. 2. Neely-Kinyon Farm trial with compost rates and rates of synthetic nitrogen.

per acre. However, costs increased with compost rates, at least if the crops are expected to pay for composting. Only about \$6 of the compost was for actual application; the rest was estimated at the “book” value of 5½ minutes labor and \$3 equipment cost per ton of compost. See the sidebar on pages 6-7 for more on the economics of compost.

Dave and Becky Struthers, Collins, compared two manure application dates and a no-manure control treatment. The entire experiment received a sidedress of 80 lbs N. Spring-applied manure was the only treatment that significantly outyielded the control, besting it by some 8 bushels (Table 1).

Composting Hoophouse Manure - Is It Worth It?

PFI cooperators have completed trials in a Leopold Center-supported project to examine composting of swine hoophouse manure. This “manure” is almost as much bedding as it is manure. Feeder pigs eat about three pounds of feed for every pound of gain, but hoop producers also pile in about one pound of bedding for each pound gained.

(Composting, continued on page 21.)

Table 2. 13 Trials with hoophouse compost or manure, 1998-2001.

| COMPARISONS | # FARMS | | COMPOST | NONE |
|------------------------------|---------|---------|---------|-------|
| COMPOST VS NONE: | 9 | | 134.6 | 126.4 |
| COMPOST VS. MANURE VS. NONE: | | COMPOST | MANURE | NONE |
| | 3 | 130.9 | 131.5 | 121.9 |
| MANURE VS. NONE: | | | MANURE | NONE |
| | 5 | | 141.8 | 130.5 |
| COMPOST ON SOYBEANS: | | | COMPOST | NONE |
| | 2 | | 39.6 | 38.4 |

The bedding is bulky, and it can tie up nitrogen in the soil as it breaks down. So the project has tried to determine if composting can make it more crop-friendly. Working with the cooperators have been ISU scientists Tom Richard and Matt Leibman and USDA-ARS scientist Cindy Cambardella.

You've heard this before: "analysis is continuing." But what can be said in a preliminary way from this project? Table 2 summarizes comparisons from PFI hoophouse trials over four years. (In some, additional nitrogen fertilizer was applied to the plots.) Looking just at the averages, you would have to conclude that *both* manure and compost are good for crops. And it would be difficult to say whether manure or compost is more effective.

This is good information because we know uncomposted bedding can compete with crops for nitrogen as it decomposes in the soil. Corn stalk analyses in some of the trials have suggested that although late spring N status was good, the crop might have been short of nitrogen by the end of the season. But in these trials the amounts of manure or compost applied and/or the degree of N tie-up were not serious enough to decrease yields.

The economics of manure is one question; that of compost is another altogether. Composting reduces bulk, which cuts application costs, but some nutrients are lost in the process, and the labor involved is not trivial. To provide basic information in this arena, cooperators in the project have been logging their times as they clean out hoops, haul manure, turn compost, and apply material to the field. As Table 3 reveals, these times vary with the kind of equip-

ment, distances traveled, and application rates. Cooperators and project scientists continue to work toward general values for equipment and labor that can be used to project costs in different scenarios. That will give hoophouse producers a better idea of the pros and cons of composting.



Table 3. Labor for Hoophouse Manure & Compost.

| | MINUTES/TON | MINUTES/ACRE | COMMENTS |
|---|-------------|--------------|------------------------------|
| HAULING AND SPREADING | | | |
| Frantzen, '01 | 2.0 | | manure. loading not included |
| Fredericks, '99 | 8.6 | | compost |
| Fredericks, '01 | 6.9 | 46.7 | compost |
| Madsen, '01 | 6.3 | 46.7 | compost |
| Mugge, '01 | | 28.0 | compost |
| Wilson, '01 | 9.7 | 45.9 | compost |
| CLEANING, HAULING, & SPREADING | | | |
| Fredericks, '00 | 20.3 | 103.4 | manure |
| Frantzen, '01 | 4.1 | | manure |
| Fredericks, '01 | 8.1 | 43.3 | manure |
| Mugge, '01 | | 98.5 | manure |
| MAKING COMPOST | | | |
| Frantzen, '01 | 0.7 | | turning only |
| Frantzen, '01 | 6.0 | | |
| Fredericks, '99 | 7.9 | | |
| Fredericks, '00 | 7.2 | | |
| Fredericks, '00 | 10.4 | | |
| Fredericks, '01 | 7.5 | | |
| Fredericks, '01 | 6.4 | | |
| Wilson, '01 | 22.3 | 105.9 | |



BITS OF SUSTENANCE

The Bits of Sustenance pages are a place where PFI members can share their writing – stories, poems, letters, book reviews, experiences. Hopefully, Bits of Sustenance will give every reader something to ponder.

Seventh Annual Women's Winter Gathering, February 2002

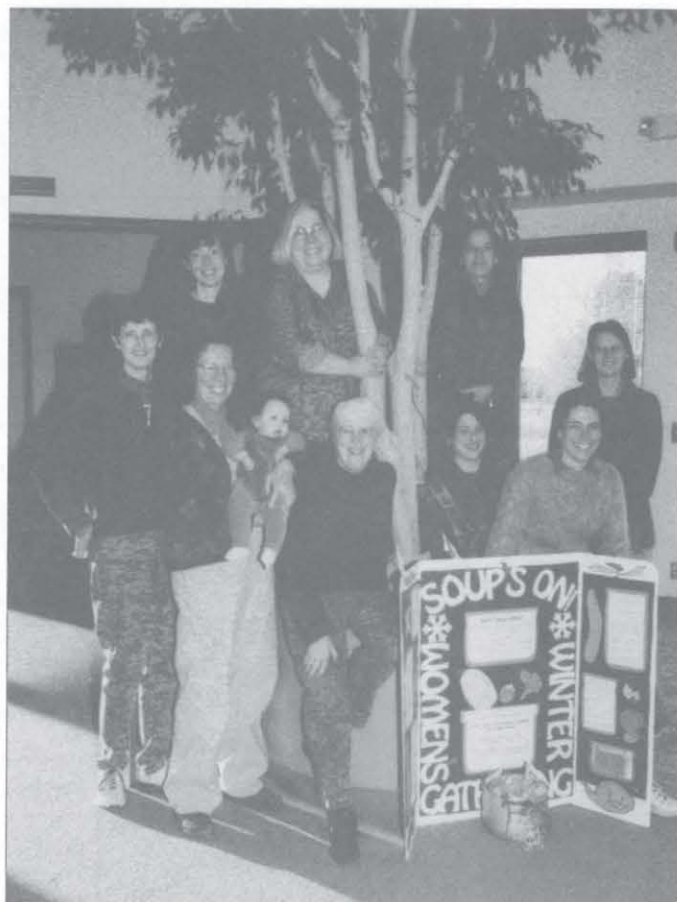
Nan Bonfils, Madrid

It was a winter gathering in name only as a dozen PFI women rendezvoused on a warm snowless February Saturday. The small group favored rich conversations on everything from heirloom strawberries to estate planning. In keeping with the theme of "Get Nourished", the food was superb too.

We gathered at the beautiful Iowa Arboretum in Boone County for an afternoon of soup making and story telling. Angela Tedesco brought the ingredients and directed preparations of the carrot soup while Linda Nash masterminded the potato version. At dusk we migrated a short distance to Oak Lodge at the 4-H Center. There we stoked the fire and more conversation as we dined potluck. Linda Nash presented a program entitled "Local and Sustainable: Making the Commitment." She's passionate and provoked a lively discussion, as did



Angela Tedesco, Donna Bauer, Diane Mayerfeld, and Stacey Brown are certainly intent on something! Is it the local foods survey or the pajama quiz?



Conducive to cooking, conversation and clowning – we recommend the Iowa Arboretum.

the pajamarama quiz engineered by Shelly Gradwell. We saved Sunday morning after breakfast for book sharing and planning. Twenty-four hours after we convened, we were rolling home.

Here's what most women seemed to enjoy:

- Being "off duty" for 24 hours
- A program of structured flexibility
- Discovering the Arboretum
- Communal cooking
- Exchanging practical stuff
- Feeling supported despite vastly different ages, families, farms and work
- Eating locally/sustainably and deliciously
- Humor! The whole thing was very relaxing.

This was the seventh women's gathering for PFI. Lower-than-hoped-for attendance made the group feel both close knit and out of touch. We hypothesized on many possible factors for this year's low participation. To test our thinking, each woman has pledged to follow up with phone calls to

“Why didn’t you come this year?”

previous participants to inquire simply, “Why didn’t you come this year?”

Pending the results of that survey, we are penciled in for mid February 2003 at Taylor Hill Lodge in Audubon County. Donna Bauer will host this event with agritourism as a possible focus.

As ever, the voices of all PFI women are welcome. You can direct your comments to Donna, Susan, Shelly, or me.

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Editor’s note: Thanks so much to Deb Cooper whose creativity really sparked the publicity effort. ☺



STAY CONNECTED WITH STAFF

PFI has two offices. **Robert Karp**, Executive Director, works at 300 Main Street, Ames, Iowa, 50010. You can reach him at **515-233-3622**; rkarp@isunet.net

The Food Systems Program office is also located at the Main Street address above. You will reach **Rick Hartmann** and **Gary Huber** there. Call Rick Hartmann at 515-232-5661; rick@isunet.net. Gary’s phone is 515-232-5649; ftf@isunet.net You can also leave a message for **Shelly Gradwell** at Gary’s number. Shelly’s email is shellyg@iastate.edu.

On-farm research and membership services operate out of 2104 Agronomy Hall, ISU, Ames, IA 50011. That’s the mailing address to use for **Rick Exner**, Farming Systems Coordinator. His phone is 515-294-5486; dnexner@iastate.edu

Nancy Dundatscheck coordinates membership services from the same campus address above. Nancy is at 515-294-8512; ndundat@agron.iastate.edu

Nan Bonfils is at 515-432-2389; FullCircleFarm@opencominc.com

The PFI website is www.pfi.iastate.edu ☺

PFI Membership Application and Renewal Form

Name _____
Address _____
City _____
County _____
State _____
Zip Code _____
Phone # (_____) _____

This is a _____ new membership
_____ renewal

Do you derive a significant part of your income directly from farming in Iowa?
_____ yes _____ no

Individual or family membership: \$25 for one year, \$75 for three years plus a PFI cap.

Please enclose check or money order payable to “Practical Farmers of Iowa” and mail to:

**Practical Farmers of Iowa
2035 190th St.
Boone, IA 50036-7423**

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PRACTICAL FARMERS OF IOWA MEMBERSHIP DISTRICTS



<http://www.pfi.iastate.edu>

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