



The IICCA Newsletter

Iowa Independent Crop Consultants

Fall, 2001

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President's Message

Tidbits from Shannon's Notebook

Shannon Gomes

Greetings IICCA members, we are fast approaching the IICCA Fall Tech update on December 4th that is to be piggybacked with the ISU ICM conference on December 5-6.

To register for the IICCA meeting, contact Robin and if you need to register for the ICM conference, contact Jerolyne or Richard at 515-294-6429, or <http://extension.agron.iastate.edu/AgEd/>

Just last week several IICCA members attended the North Central Extension-Industry Soil Fertility Conference 14-15 November 2001 in Des Moines, IA. Highlights of the presentations included current research on corn and soybean response to potassium fertilization, nitrogen recommendations based on Delta yield, previous crop or the Illinois nitrogen soil test. In addition, a number of poster presentations given. Proceedings of the conference can be obtained from the Potash and Phosphate Institute (www.ppi-ppic.org) or contact me and I can get you reproductions of a specific study. PPI website also has training materials and research publications available with many taking the form of free downloads.

Hope to see all at the IICCA/ICM conference in December.

How to contact Robin...

Robin Pruisner
15889 Delta Avenue
Arcadia, IA 51430-8539
515/231-4481
712/689-2443 weekends
acme@netins.net
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Fall Meeting

2001 IICCA Fall Meeting Takes Shape ---

Join us in Ames on December 4 for the annual IICCA Fall Tech Update. As always, the IICCA membership looks forward to hearing from the Sustaining Members on new technologies, products and last year's performance of current products. In addition to the tech updates, we have lined up a couple new topics – John Deere's GIS initiative and how to become an approved provider for NRCS nutrient management plans.

If you'd like to attend, please pre-register with Robin BEFORE WEDNESDAY, NOVEMBER 28. You can pre-register by email or phone and pay your IICCA membership renewal fee the day of the meeting. If you cannot attend, or want to get membership renewal out of the way, please use the form below.

December 4, 2001, Agenda - Microtel, Ames, IA

- 9:00 – Syngenta Product Update – Leon Hunter & Kim Hicks
- 9:30 – Garst Product Update, Jim Buetel
- 10:00 – Mycogen Product Update, Keith Porter
- 10:30 -- Break
- 10:45 – ISU Extension Update, Jerry DeWitt
- 11:15 – Aventis Product Update, Dennis Campbell
- 12:15 – Lunch sponsored by Aventis
- 1:00 – Bayer Product Update, Dan Miller
- 1:30 – Soybean Aphid in Iowa: an look back at 2001. John Hinz
- 1:45 – NRCS Certification for Conservation Plan Service Providers, Chris Murray, Agribusiness Association of Iowa
- 2:15 – Break
- 2:30 – John Deere's Precision Ag Update
- 3:15 – Patriot Seeds
- 3:45 – Open Discussion & Adjourn

IICCA MEMBERSHIP RENEWAL FORM

NAME: _____

ADDRESS: (if changed from 2001) _____

PHONE: _____ MOBILE: _____ EMAIL: _____

MEMBERSHIP STATUS:

Voting (\$50) Provisional (\$50) Affiliate (\$25) Sustaining (\$250) Academic (\$25)

I PLAN ON ATTENDING THE 12/4 IICCA MEETING: YES NO

Please send, with membership fee to: (or, payable at 12/4 meeting):

Robin Pruisner
15889 Delta Avenue
Arcadia, IA 51430-8539

Grain Marketing

ValueAccess a Unique, Value-Based Marketing Tool for Grain Producers

[NOTE: A session on ValueAccess is scheduled for the spring meeting]

AgInsight is engaged in the development of an affordable, sustainable, process verified grain marketing system called ValueAccess™ that could provide U.S. grain producers with repeated access to developing markets for identity-preserved and traceable grain.

U.S. corn and soybean producers who participate in AgInsight's ValueAccess system will:

- Gain access to a unique, sustainable, value-based production and marketing system that is directly connected to the consumer.
- Gain the opportunity to potentially receive premium-based prices for at least some of their grain. Some of these opportunities will be in the form of contracts issued before planting. Others will be opportunities that arise during or following the growing season.
- Gain access to a low-cost, field-specific, electronic record-keeping system that provides complete traceability of grain and crop production practices.

The ValueAccess system provides grain producers with access to fluid markets by directly connecting them with a grain exporter and food processor. ValueAccess is a tool, that when utilized, could help stabilize and increase farm income. It provides U.S. grain producers with the means and the opportunity to capitalize on emerging premium-based pricing systems created by advances in biotechnology and increased consumer awareness of the origins of the food they eat.

Adding value to agricultural products to meet specific needs is often cited as a way to return economic viability to U.S. farms. In today's market, the greatest movement toward meeting specific end-use needs is building an infrastructure that accurately tracks grain from the field through the processing facilities, and ultimately to the shelf of the local grocery store.

Traceability and identity preservation of grain are no longer concepts limited to small-scale, organic-based production systems. They are now critical steps in the large-scale production of commodity grain.

Demand for this grain is expected to increase significantly in the next two years as member nations of the European Union adopt recently proposed legislation that focuses on traceability and labeling of GMO grain and products made from GMO grain. The legislation proposes that all food, feed, and highly refined oils produced from grain containing 1 percent or more GMO grain be labeled. Similar labeling guidelines have been proposed for Asia as well.

Countries such as Brazil and Thailand are attempting to position themselves as reliable suppliers of non-genetically modified grains, which could result in decreased demand for U.S. crops. If U.S. grain producers wish to maintain their status as the preferred supplier of grain for the world, they must regain the trust of the consumer.

ValueAccess gives U.S. grain producers access to emerging markets throughout the growing season to sell their grain at premium prices while at the same time addressing the wants and needs of the consumer.

The Law of Probable Dispersal...

...Whatever hits the fan will not be evenly distributed.

Manure Management Plans

DNR Update

Robin Pruisner

There are very few dull moments at the Iowa Department of Natural Resources. It seems like budget cuts, Legislator conflicts of interest, more budget cuts, departmental reorganization, proposed confinement sites near tourist attractions, and proposed nutrient standards for water bodies keep us on our toes. While independent crop consultants may not be interested in every little thing happening at the DNR, the DNR is working on a few things that you may be very interested in.

The DNR is moving ahead with changing the manure management plan (MMP) submission, approval and tracking process. As most of you are aware, the current MMP process involves time-consuming paper work and repetitive calculations. There is a backlog of MMPs to be reviewed and approved – and the funding for the MMP-reviewer staff positions expires on July 1, 2002. The DNR must find a 'new and improved' method for dealing with MMPs. Couple that issue with the Governor's grand plan to streamline government, and you'll find we're in a bind.

It has been *proposed* that after July 1, the MMP submission process be greatly simplified to facilitate a relatively painless process of doing your MMP online, submitting the MMP electronically and receiving approval (or notice of snags or disapproval) in a very short time span. The MMPs would be reviewed electronically via a computer program. If 'red flags' are sent up because information on the MMP is outside acceptable ranges, further investigation by a DNR staff person would follow. It has also been *proposed* that the people currently reviewing MMPs would be shifted to the field offices, where they would attend to regularly scheduled site visits with confinement site operators to assure that MMPs are being followed, application records are being kept and MMP updates are recorded as necessary.

The intent of the proposed actions is to focus more on compliance with MMP requirements, rather than the current focus on plan submission. – The bottom line is that yes, people are submitting MMPs but we have no assurance that people are following the MMPs. Let's be honest – the important point of MMPs is to protect natural resources. Without the on-site follow-up and contact with producers, Iowa will never have that assurance.

You'll note that I have repeatedly used the word *proposed*. This is because the MMP proposition is still in the process of being formed. The one thing I've learned here on the government side of the fence is to never count your chickens before they hatch – and this is definitely still an egg. I liken putting forth a proposal to raising a child...you pour blood, sweat and tears into the formation of the little tyke, and then one day they strike off on their own and all you can do is pray that they return with a minimal amount of tattoos and body piercing so you can at least recognize them.

At the very least we anticipate having the forms available in electronic format for electronic submission. The exact details have yet to be worked out as to how we'll handle the July 1 deadline and continue reviewing MMPs. I will keep you informed.

In guessing the direction of technology, it is wise to ask who is in the best position to profit the most.

- *Ben H. Bagdikian*

Calendar

Calendar of Upcoming Events:

For more info on the following events, contact the ISU Small Business Development Center at 515/296-7828

Sole Proprietorship Taxes

Start Date: 11/26/01

End Date: 11/26/01

Location: Room 102 Technical Center

Southwestern Community College

1501 W Townline Street

Creston, IA 50801

Event Description: Description of deductible and non-deductible business expenses. Includes discussion of business use of auto and home and depreciation. Discussion of guidelines for retaining documentation and records. How to complete the Schedule C. How to figure and pay self-employment and estimated taxes.
Price: \$10

Small Business Tax Workshop

Start Date: 11/28/01

End Date: 11/28/01

Location: Dubuque

Event Description: This workshop is your chance to learn about federal taxes, basic IRS requirements, and employee taxes.
Price: \$

Small Business Tax Workshop

Start Date: 11/29/01

End Date: 11/29/01

Location: Cedar Rapids

Event Description: This workshop is your chance to learn about federal taxes, basic IRS requirements, and employee taxes.
Price: \$

Small Business Tax Workshop

Start Date: 12/03/01

End Date: 12/03/01

Location: Grinnell

Event Description: This workshop is your chance to learn about federal taxes, basic IRS requirements, and employee taxes.
Price: \$

Iowa Sales, Use, & Local Option Taxes

Start Date: 12/03/01

End Date: 12/03/01

Location: Room 102 Technical Center

Southwestern Community College

1501 W Townline Street

Creston, IA 50801

Event Description: Learn the difference between "sales tax" and "use tax".. Discussion of the different types of permits issued in Iowa. Discussion of what is taxable and exempt from taxes. Learn who pays tax and who collects tax.. Learn how to use and complete exemption certificates. Discussion of when and if local option taxes apply. Learn how to complete the sales tax forms.

Price: \$10

Small Business Tax Workshop

Start Date: 12/05/01

End Date: 12/05/01

Location: Mason City

Event Description: This workshop is your chance to learn about federal taxes, basic IRS requirements, and employee taxes.
Price: \$

Small Business Tax Workshop

Start Date: 12/12/01

End Date: 12/12/01

Location: Spencer

Event Description: This workshop is your chance to learn about federal taxes, basic IRS requirements, and employee taxes.
Price: \$

Small Business Tax Workshop

Start Date: 12/18/01

End Date: 12/18/01

Location: Burlington

Event Description: This workshop is your chance to learn about federal taxes, basic IRS requirements, and employee taxes.
Price: \$

Growing Your Small Market Farm

Presenter: Drake University SBDC

Start Date: 01/19/02

End Date: 04/13/01

Location: 2429 University Ave, Des Moines, Iowa

Event Description: This program will assist potential and existing local producers learn the skills needed to create and strengthen successful farm business ventures. Unlike other business education programs, this program addresses the special needs of farm business ventures by providing a practical, hands-on approach to developing a small business - whether just starting out or ready to grow.
Price: \$395