

Extension hires Kevin Brooks as new ag educator



Kevin Brooks Farm Business Management and Marketing Educator

Kevin Brooks became the farm business management and marketing educator serving Fulton, Mason, Peoria, and Tazewell counties in 2022. He previously served in this role from 2000 to 2011 in Effingham and Champaign counties.

Kevin grew up on a corn and hog farm in Iowa He received his bachelor of science degree in agriculture business from Truman State University and his master of science degree from University of Missouri in agriculture education.

Kevin is licensed in Illinois as a real estate broker with harVestco LTD in Champaign, IL. He has professionally managed and consulted on over 25,000 acres of farmland and marketed grain for farm management customers as a professional farm management and trust officer. Kevin has taught Farm Management, Agri Business Management, Crop Science, Crop Production, Soil Science, Pesticide Application, Grain Marketing, and General Horticulture at the college level.

Kevin holds agriculture teaching certifications in Illinois and Missouri. He is also a commercially licensed UAS (drone) pilot holding an FAA Part 107 license. He has worked in agricultural input sales (farm chemicals and seed) and is trained in agronomy through Purdue University and Iowa State University. Early in his career he worked for USDA as a Farm Management Specialist, working primarily on farm loan analysis.

Publications

Quicken for Farm Record Keeping Grain Marketing Boot Camp Farm Computers

Expertise:

Farm Business Financial Analysis Farmland Leasing

Risk Management

Farm Information Organization

Farm Record Keeping

Grain Marketing and Inventory Management

Farm Information Management

International Agriculture

Farmland Evaluation

Farm Drainage Analysis

Soil Fertility and Fertilizer Analysis

Soil Compaction

Farm Neighbor Relations

Farm Business Planning

Estate Planning

Farm Succession

USDA Commodity Program Education

Farmland Values

Crop Budgets

Loan Analysis

Farm Drone Use

Organic Certification

Managing Organic Grains

Market Organic Grains

Current Projects and Demonstrations

Farm Information Management Systems Farm Drainage Economic Analysis Practical Applications of Drones in Agriculture Farm Flex Leasing

Current Issues

Specialized Markets Carbon Credits and Agriculture Intergenerational Farm Transfer Risk Management Managing Info. in a Rapidly Changing Economy



University of Illinois Extension Fulton-Mason-Peoria-Tazewell Unit uie-fmpt@illinois.edu

Fulton Office

15411 N IL 100 Highway Lewistown, IL 61542 Phone: 309-547-3711

Mason Office

127 S High St, Ste 1 Havana, IL 62644 309-543-3308

Peoria Office

4810 North Sheridan Peoria, IL 61614 309-685-3140

Tazewell Office

1505 Valle Vista Blvd. Pekin, 61554 309-347-6614

To contact Extension Educators and Specialists in

- Animal Systems
- Commercial Agriculture
- Crop Systems
- Energy and Environmental Stewardship
- Farm Business Management and Marketing
- Horticulture
- Integrated Pest Management
- Local Foods Systems/Small Farms
- Natural Resources

visit <u>extension.illinois.edu/global/staff</u> and select a team in the left side bar.



Pesticide Safety Education Program (PSEP) Testing

Need to get your pesticide applicator or operator license? Sign up for training and testing online or in person. Seating for the in-person clinics is limited, so don't delay!

More details online at extension.illinois.edu/psep

Test only sessions:

Tuesdays, January - March: Springfield

February 7: Winchester February 6: Peoria February 10: Henry February 21: Pekin February 22: Decatur February 28: Galesburg March 14: Champaign April 6: Springfield

Private applicator clinics:

January 17: Rock Island January 24: Carterville February 2: Springfield March 2: Peoria

March 7: Rockford
March 29: Collinsville

Commercial Applicator/Operator clinics:

January 25-26: Mt. Vernon

January 31-February 1: Springfield

February 14-15: Peoria March 8-9: Rockford March 27-28: Collinsville April 4: Crystal Lake April 19-20: Matteson

Keep up to date on ag events and information online at:

Facebook - University of Illinois Extension Fulton Mason Peoria Tazewell Unit

Facebook - University of Illinois Beef Cattle Extension

Blog - Hill and Furrow - extension.illinois.edu/blogs/hill-and-furrow

Blog - The Cattle Connection - extension.illinois.edu/blogs/cattle-connection

Blog - The Bulletin, pest management & crop development - bulletin.ipm.illinois.edu/

Twitter - www.twitter.com/uie_ag

YouTube - U of I Extension, state www.youtube.com/user/UIExtension

 $YouTube-U\ of\ I\ Extension,\ unit\ \underline{go.illinois.edu/FultonMasonPeoriaTazewellExtensionYouTube}$

University of Illinois | U.S. Department of Agriculture | Local Extension Councils Cooperating University of Illinois Extension provides equal opportunities in programs and employment. If you need a reasonable accommodation to attend, call the registration office. Issued in furtherance of Cooperative Extension work, Acts of May 8 and June 30, 1914, in cooperation with the US Department of Agriculture by the Director, Cooperative Extension Service, and University of Illinois.

2023 Crop Management Conference



Jan. 24 - Mt. Vernon

Feb. 7 - Champaign

Feb. 15 - DeKalb

Feb. 16 - March 31 - Online

Program is from 9 a.m. to 3 p.m.

Register at: <u>extension.illinois.edu/global/crop-management-conferences</u>

4-H Shooting Sports Program Open to Youth 8 to 18



4-H Shooting Sports is designed to provide a safe, fun environment for youth to learn life skills while learning respect of firearms and bows. The primary focus of the program is the positive character development of the members - the outdoor sportsmanship is an added bonus.

Shooting sports clubs are established in Fulton, Mason, Peoria, and Tazewell counties.

County lines do not matter when registering for 4-H. Youth are welcome to join the club that works best for them and their families.

Disciplines currently offered:

- Archery open to youth ages 8 to 18
- Air Pistol open to youth ages 8 to 18
- Air Rifle open to youth ages 8 to 18
- .22 Pistol open to youth ages 10 to 18
- .22 Rifle open to youth ages 10 to 18
- Shotgun open to youth ages 10 to 18

Contact the local 4-H program coordinator for complete details or visit our website. extension.illinois.edu/fmpt

Make the most informed decisions you can for your farm by getting the latest research updates to improve productivity and output from crop science experts at University of Illinois. Crop producers, consultants, and industry professionals are invited to the 2023 Crop Management Conference series held statewide and online.

This in-depth program provides university research-based information on current crop production issues. Certified Crop Advisors may earn up to 7 hours of CEU credit at the in-person event and additional CEUs by accessing the online-only content.

Sign up for early bird registration for \$80. Later registration is \$100. The online only program is \$50. Student registration is \$20. Must bring student ID with you to the program for verification. Lunch is included with the cost of registration.

Dudley Smith Farm Winter Meeting

February 7, 2023 | 9:30 AM to 1 PM U of I Extension, Christian County, Taylorville

The Dudley Smith Farm Winter Meeting will feature cover crops performance, development of grazing farms, soil health recommendations, and drainage practices.

Registration | 9:30 AM

Welcome | 9:50 AM | Ed Ballard, Dudley Smith Farm Coordinator

Filling Forage Gaps by Growing and Grazing Cover Crops | 10 AM | Dr. Mary E. Drewnoski, University of Nebraska-Lincoln Associate Professor, Beef Systems Specialist

Key Step to Developing a Profitable Forage and Conservation Sound Beef Grazing System in South-Central Illinois | 10:30 AM | Evan Schulte Salem Beef Producer

Modernizing Illinois Phosphorus and Potassium Test Recommendations for Illinois Fields | 11:15 AM | Andrew J. Margenot, U of I Department of Crop Sciences Assistant Professor

New Crop Rotations for Dudley Smith Farm Drainage Research | 11:45 AM | Kristin Greer, U of I Department of Crop Sciences Senior Research Specialist

Lunch will be provided.

Pre-register by February 2. If you will need an accommodation in order to participate, contact Cassie O'Connell, coconne@illinois.edu | 217-287-7246. Early requests are strongly encouraged to allow sufficient time to meet your access needs.



Driftless Region **Beef Conference**

January 26 - 27, 2023 — Dubuque, Iowa

Providing research-based beef production information to beef producers in the Driftless Region of Illinois, Iowa, Minnesota and Wisconsin.

www.aep.iastate.edu/beef/

Extension specialists in Illinois, Iowa and Wisconsin are again cooperating to present the 11th annual Driftless Region Beef Conference at the Grand River Convention Center in Dubuque, Iowa on January 26 and 27, 2023. This conference brings together beef producers for an educational program that focuses on the needs of this production region. Select from eight

different workshop topics to develop a customized program. Visit with the many conference sponsors in the display area and learn about products and services they offer. Visit with fellow beef producers from the region.

\$85 before midnight Jan. 13 \$115 late registration or at the conference

Certified Livestock Managers Training

The Livestock Management Facilities Act requires facilities designed for 300 or more animal units to have at least one employee certified in environmentally aware manure management techniques. Facilities with more than 1,000 animal units must have a certified livestock manager attend a workshop and pass the exam or complete the online training and pass the online test.

In-person trainings

February 7, Springfield February 8, Monmouth February 9, Sycamore February 10, Freeport February 21, Effingham February 22, Breese February 23, Pittsfield February 24, Springfield

A range of topics related to the operation, management, and utilization of livestock waste and waste facilities will be covered. Additionally, the latest regulations, best management practices, and research for manure-related issues will be discussed. The training manual is Livestock and Poultry Environmental Stewardship, available at go.illinois.edu/manual.

Sites open at 8:30 a.m., with training program starting promptly at 9 a.m. The training lasts 3.5 hours. The Illinois Department of Agriculture will administer the exam after the training. The Extension training fee is \$40, and IDOA's certification fee is \$30. The 2023 test has been updated and includes 50 questions on both paper-based and online tests. The pass rate is 70%.

Online training and testing are available all year and follow the same format as the in-person workshops. Online training includes nine modules of 10- to 20-minute videos that can be viewed at your own pace. Those who have more than 1,000 animal units may take the test online at go.illinois.edu/CLMT.



Illinois AgrAbility Unlimited

agrabilityunlimited.org/

Through AgrAbility Unlimited, farmers, their families and agricultural workers will continue to enjoy their way of life. **The program seeks ways to overcome disabilities through:**

- A toll-free informaation and referal hotline
- Networking with local agricultural and rehabilitation professionals
- Community Resource Coordination
- Equipment Modification Information
- Job Restructuring
- Alternative Job Development

AgrAbility offers:

- Comprehensive Assistance to farmers, farm workers, and their families with any disability.
- Individualized Services aimed to increase selfsufficiency and independence.

AgrAbility assists with:

- On-Site assessments to determine adaptive requirements
- Equipment/Worksite Modification and Consultation
- Job Task Restructuring
- Agricultural Occupation Alternatives
- Stress Management Referral
- One-to-One Peer Support Network
- Safety/Secondary Injury Awareness

Illinois Performance Tested Bull Sale at Illinois Beef Expo

February 23, 2023 | 11 AM to 2 PM | Illinois State Fairgrounds

You need a bull that's a proven leader in genetics, guaranteed to breed. For more than 50 years, breeders and commercial cow-calf producers have trust the Illinois Performance Tested Bull Sale for proven genetics. The IPT Bull Sale is known for giving bull buyers all necessary information to make positive herd progress. All bulls will have genomic-enhanced EPDs.

Genomic-enhanced EPDs are more accurate and predictable EPDs. We are reducing the risk on these bulls. The bulls selling can be trusted more now than ever to sire true to their values.

New selling format: Videos of bulls will be shown during the live auction instead of running through the

sale ring. All bulls will be on display for buyer inspection during the sale. Halter-broke, as well as docile, non-halter broke bulls are eligible. Non-haltered cattle will be screened for disposition prior to the sale.

Sale order and qualifications are determined by performance in multi-trait economic selection indexes. The sale order is based on the "% Rank" for a maternal and a terminal Dollar Value Index in each breed. The two indexes are included in the sale catalog

For more information or if you will need an accommodation in order to participate, contact Travis Meteer, Illinois Extension beef educator, at (217)-430-7030 or email wmeteer2@illinois.edu.



Illinois Certified Farmers Market Manager Course

January – March 2023

www.ilfma.org/events/

Managing a farmers market is challenging and requires a wide range of knowledge and skills. ILFMA is pleased to offer a Certified Farmers Market Manager program for Illinois farmers market managers! Learn how to address real-world market issues and receive invaluable training in best practices for successful farmers markets.

This 9 week interactive program starts January 23 and meets weekly from 6:30-8 PM via Zoom. Optional weekly technical assistance sessions for individual concerns or topics of interest.

The ILFMA Certified Farmers Market Manager Program is sponsored by the Illinois Farm Bureau.

All virtual; interactive utilizing Zoom and Google Classroom

Recommended but not required: Completing ILFMA Farmers Market Manager Bootcamp or market manager with at least one year of experience.

FEE: ILFMA Member: \$250, Non-member: \$350



Free Webinars for Well Owners privatewellclass.org

The Private Well Class webinars are live enrichment sessions, in addition to the main email course material. We'll reinforce the topics in your email lessons with additional examples. The webinars are also your best opportunity to ask questions. You can find our upcoming dates below.

Webinar registration is separate from enrollment in the email class. Both are free, but they are different. Also, you must register for any of our webinar dates separately. During the webinar you will see the presentation on your computer screen and hear the presentation through your computer speakers.

Upcoming Webinars, all begin at 1 PM Register at privatewellclass.org/calendar

- January 18, How to Find Local Information and Help
- February 28, Funding/Financing Options for Private Well Owners
- · March 28, Water Well Chemistry 101
- April 12, What environmental Health Professionals Need to Know about Well
- May 10, Well Care 101 What You Need to Know to Protect Your Family

willag.org

willag.org is a partnership of Illinois Public Media and University of Illinois Extension. Its mission is to distribute regionally, nationally, and internationally information and analysis of commodity markets and agricultural weather.

Listen to marketing reports. will.illinois.edu/agriculture/podcasts

Events and meetings.

will.illinois.edu/agriculture/calendar

Illinois Farm Economic Summit

Multiple locations and online

The University of Illinois farmdoc team is back on the road bringing the Illinois Farm Economic Summit, IFES, to a town near you. The program includes Grain Market Outlook for 2023 with Joe Janzen; South America: Expectations for Agricultural Production with Joana Colussi; Enterprise Budgets and 2023 Farm Income and Interest Rate Outlook with Bruce Sherrick.

The topics are also covered later in the season as online webinars.

Registration details on our event calendar at extension.illinois.edu/fmpt/events

Illinois Farm Economic Summit, 8 AM to 1 PM

- January 10, Mt. Vernon
- January 11, Peoria
- January 12, DeKalb

Cost: Registration costs are \$80 online, \$85 mail-in, and \$90 walk-in. This fee includes all meeting materials, break refreshments, and lunch.

The morning program concludes with Q&A followed by a noon meal. If you will need an accommodation in order to participate, contact Nancy Simpson. 217-244-9687 (8 AM to 4 PM CST) or email nsimp1@illinois.edu.

Online Webinars of IFES Topics, 11 AM

- January 19, Grain Market Outlook for 2023
- January 26, South America: Expectations for Agricultural Production
- February 2, Enterprise Budgets & 2023 Farm Income
- February 9, Farm Bill Update
- February 16, Farmland Price & Interest Rate Outlook
- February 23, Outlook Wrap-Up

ILLINOIS MARER™

Linking Agricultural and Seafood Markets

Illinois Market Maker

Linking Agricultural and Seafood Markets

il.foodmarketmaker.com/

MarketMaker is a national network of states that connect farmers and fishermen with food retailers, grocery stores, processors, caterers, chefs, and consumers. It is an ever-growing partnership of Land Grant Universities, Departments of Agriculture, and food and agricultural organizations investing in a coordinated effort to build a virtual infrastructure that brings healthier, fresher, and more flavorful food to the average consumer.

MarketMaker was created at the University of Illinois at Urbana-Champaign in 2004 and is licensed to Global Food and Ag Network, LLC.

MarketMaker is hosted and maintained by Global Food and Ag Network, LLC, and is guided by an advisory board made up of representatives from among participating partner states.

Illinois Contact:

Raghela Scavuzzo, Associate Director of Food Systems Development, Illinois Farm Bureau

Phone: 309.577.2155 | Email: rsccavuzzo@ilfb.org



March 7, 2023 8 AM to 5 PM The Beef House Restaurant extension.illinois.edu/events/2023-03-07-2023-allday-ag-outlook

Before the rush of spring planting, join us for this farmer favorite. This all-day round up features industry experts in ag economics, grain outlook, crop health, crop insurance, and weather. Now celebrating more than 30 years, the update meeting is produced by University of Illinois Extension, WILLAg.org, and farmdoc.

Look for more details soon on the farmdoc website. If you will need an accommodation in order to participate, contact Todd Gleason.

HOW TO TALK TO FARMERS UNDER STRESS

an exerpt from Michagan State University Extension

To learn more, visit msue.msu.edu/managingfarmstress

Farmers face multiple issues that can cause acute or chronic stress on a daily basis.

Problems with machinery, weather, labor, animal or plant diseases, commodity prices and economics, and even consumer opinions are all issues farmers have little control over. You can provide support and help to farmers who are going through times of extreme stress, but it's important to be prepared. By keeping an open eye for the warning signs of stress, practicing active listening and empathizing with farmers, you may be able to help avert a more serious situation.

Warning Signs of Stress

Warning signs people show when under stress vary by the individual. Consider their demeanor, words and behavior in the context of what is normal for them. Signs commonly observed in farmers under stress include:

- Changes in emotions show little enthusiasm or energy for the future, anxiety, loss of spirit, depression, loss of humor
- Changes in attitudes and cognitive skills become more frequently critical or agitated over small things, lack concentration, have trouble making decisions
- Changes in behavior become quieter than usual, have trouble sleeping, do not join friends for coffee; miss meetings with farm staff, suppliers or the banker
- Changes on the farm or ranch reduce care given to farm animals, machinery or fields, or themselves, increase in accidents

Other potential warning signs might include any change in routine behavior or appearance, injury or prolonged illness or increased drinking (or drug use) (Fetsch, 2012). Farmers may also express negative thoughts about themselves and even disclose they are considering including suicide to end their problems.

STEPS TO TAKE IF YOU THINK A CRISIS IS LIKELY

- Make time to listen actively. Ask open-ended questions to find out what's going on at the farm. Show that you care. Don't promise things you can't deliver.
- Ask directly if they have thoughts of suicide. Offending them is less a concern than the potentially fatal consequences of not acting. Do not promise to keep someone's thoughts or plans of suicide a secret.
- Take action. Call 911 if you think suicide is being seriously contemplated. Get help from family and friends. Do not leave the person alone.

 $www.canr.msu.edu/managing_farm_stress/how-to-talk-with-farmers-under-stress.pdf$

Ways to Help

If you believe that a farmer is going through a difficult time and showing signs of stress, you can help by taking the following actions:

PRACTICE ACTIVE LISTENING

Just being there and listening are the first and most useful forms of help you can provide. There are several ways to listen, but in this case, it's important that you practice active listening. Active listening requires using your ears and eyes while encouraging the person you are interacting with to reveal more about their thoughts and feelings than they may at first be willing to share.

SHOW EMPATHY RATHER THAN SYMPATHY

Often, when we hear about someone else's difficult situation, we feel compassion or pity for them, and we offer sympathy. However, sympathy is not helpful for the person receiving it. When we make a sincere effort to understand what the other person is going through, think about their feelings, then offer constructive ideas for addressing the challenging situation or feelings they are experiencing, we are showing empathy.

Sharing the emotions that someone else is feeling, showing that you understand the challenging situation, leading them to and helping them formulate a game plan to address the challenge is not easy. However, showing empathy rather than sympathy can go a long way to help farmers realize they are not facing the challenge alone. Developing a game plan that calls for specific, time-tested actions is a constructive alternative to self-defeating, self-destructive behavior.

BE PREPARED TO DEAL WITH CONFLICT

Whether you are meeting with a stressed farmer for the specific purpose of helping him or her through a crisis or just doing your job, you might encounter conflict. People under stress may be prone to show angry, occasionally violent, behavior.

- Use active listening techniques.
- Describe the facts and impacts on yourself and others without judgment or blame.
 - Explain the outcome needed.
 - Ask often for the other person's views.
 - Ask for clarification whenever in doubt.
 - Restate: Is this what you said or meant?
 - · Paraphrase what you are hearing.
 - Reframe the situation with a mutual purpose.
- Brainstorm to come up with an accurate assessment of what is needed; develop an action plan.
 - Summarize what you mutually agree on.

After your meeting with a farmer under stress, make the commitment to stay in the dialogue. Always follow up soon after the meeting whether you said you would or not.



University of Illinois Extension Fulton-Mason-Peoria-Tazewell Unit 1505 Valle Vista Pekin IL 61554 PRSRT.STD.
U.S. Postage Paid
Lewistown, IL 61542
Permit No. 35

Legal Training for Illinois Small Farms Webinar Series

extension.illinois.edu/events/2023-01-23-farm-liability-and-insurance-basics-legal-training-illinois-small-farms

Addressing legal farm risks can keep your farm in business. Legal risks can be fatal to a farm business. Understanding legal issues can dispel anxiety and help farmers realize their power to control their circumstances. University of Illinois Extension partners with Farm Commons for a 4-part series on legal issues for farms. Every farm or ranch no matter its size, location, or longevity is in a great position to build resilience. Farm Commons is a nonprofit organization dedicated to empowering farmers to solve their own business law challenges in a community of support. Farm Commons Executive Director Rachel Armstrong will provide these interactive workshops, including time for questions from participants.

Each session begins at 7 p.m. and lasts for one hour. If you will need an accommodation in order to participate, please email Kathryn Pereira at kpereira@ illinois.edu.

January 23, 2023 - Farm Liability and Insurance Basics If there's one legal subject that tends to keep farmers and ranchers up at night, it's liability and insurance issues. We'll discuss the essential points of liability and property insurance that every producer needs. Learn how to get the information you need.

Register online at go.illinois.edu/farmliability.

April 25, 2023 - 5 Steps to Protect Your Farm, Legally Speaking There a few, key steps that provide a big impact when it comes to the farm or ranch's protection from legal risks. Every farm or ranch no matter its size, location, or longevity is in a great position to build resilience. This webinar will build knowledge and confidence around essential farm law issues.

July 25, 2023 - Land Leasing Basics Leasing farmland is so commonplace that landowners, farmers, and ranchers may not think twice about the lease itself until things go wrong. Prevent problems with a strong lease while building a path to a resilient future. This webinar will help you understand what a lease should include and how to put it in writing.

October 24, 2023- Business Structure Basics
Choosing the right business structure for a farm or ranch business shouldn't be hard. In this webinar, producers will learn how to apply straightforward decision-making factors to your situation. We'll walk through the tax advantages and business practices that make the most of your choice. A focus on preventing problems with good governance means whether you are just starting out or you've been on the land for a few decades, this webinar will help you chart next steps.