

**LANGSTON UNIVERSITY
19TH ANNUAL SMALL FARMERS CONFERENCE**

Theme:
“Small Farmers and Ranchers at the Crossroads”



**May 26-28, 2010
OKLAHOMA CITY, OK**

WEDNESDAY, MAY 26, 2010

8:15 – 8:30 A.M. BREAKFAST
AUDITORIUM

8:15 A.M. – 5:00 P.M. REGISTRATION

8:30 A.M. – 4:30 P.M. Management Intensive Grazing of Beef Workshop
Anne Wells, Springpond Holistic Animal Health & Ozark Pasture Beef, LLC
Emily King, Heifer International & River Grass Farm

8:30 A.M. – 12:30 P.M. Farm Financial Management Workshop
D. Chongo Mundende, Langston University
Clark Williams, Langston University

12:30 P.M. BOX LUNCHES

1:00 P.M. FIELD TRIPS
STAGING WILL BE AT
4205 N LINCOLN BLVD [PARKING LOT]
OKLAHOMA CITY, OK

FARM TOUR 1
Langston University
E. (Kika) de la Garza American Institute for Goat Research
Aquaculture Research Facilities
[Langston, Logan County]

FARM TOUR 2
Winery
Plasticulture Garden
AgTourism
[Oklahoma County]

5:00 PM Pumpkin Patch, Arcadia, OK

THURSDAY, MAY 27, 2010

8:00 A.M. – 5:00 P.M. REGISTRATION

8:00 – 8:30 A.M. BREAKFAST
Room: AUDITORIUM

8:30 – 8:55 A.M. PLENARY SESSION
Room: AUDITORIUM

Presiding

Dr. Vernon Jones
Associate Administrator, Extension and Outreach
Langston University

Welcome

Dr. Marvin Burns
Dean and Research Director
School of Agriculture and Applied Sciences

Welcome

The Honorable Terry Peach
Secretary and Commissioner
Oklahoma Department of Agriculture, Food, and Forestry

Welcome

The Honorable Mike Shelton
Oklahoma House of Representatives

9:00 – 10:10 A.M. CONCURRENT SESSIONS 1

TIME	FARM SAFETY Room: Auditorium	LIVESTOCK MANAGEMENT Room: Small Conference Room
	Facilitator: Carl Henderson, Extension-Outreach Specialist, Langston University	Facilitator: Dwight Guy, USDA/1890 Liaison Officer, Langston University
9:00 AM	Mesonet Drift Risk Advisor <i>Albert Sutherland, Oklahoma State University</i>	The Power of Value Added Activities: Perspective Transformation <i>Nancy Alexander, Langston University</i>
9:35 AM	Oklahoma AgrAbility – Farming with a Disability <i>Sandra Stevenson, Oklahoma State University</i>	Practical Tips for Forage Management on Small Acreages <i>Bob Woods, Oklahoma State University</i>

BREAK
10:10 – 10:30 AM

10:30 A.M. – 12:15 P.M. CONCURRENT SESSIONS 2

TIME	VALUE-ADDED AGRICULTURE Room: Auditorium Facilitator: Joshua Kigeya, Extension-Outreach Specialist, Langston University	PROGRAMS AND SERVICES Room: Small Conference Room Facilitator: Sandra Wade-Penn, Program Manager, Langston University
10:30 AM	Exploring Value-Added Agriculture for Small Farmers <i>Elicia Chaverest, Alabama A&M University</i>	Rural Development <i>Brian Wiles, Business and Community Programs Director</i>
11:05 AM	Growing Grapes <i>David Martin, Deer Creek Vineyard</i>	Risk Management Agency, <i>LaShaun Smith, Risk Management Specialist</i>
11:40 AM	Enhancing Sustainability of Dairy Goat Operations through Research, Extension and International Collaboration. <i>S. Steve Zeng, Langston University</i>	National Agricultural Statistics Service, <i>Wilbert C. Hundl, Jr., State Director</i>

LUNCHEON

12:30 – 1:45 P.M.

Room: AUDITORIUM

Keynote Speaker: Mr. William “Bill” Buchanan
Director, Civil Rights and Community Outreach, **USDA Risk Management Agency**

1:45 – 3:30 P.M. CONCURRENT SESSIONS 3

TIME	ALTERNATIVE ENTERPRISES Room: Auditorium Facilitator: Carl Henderson, Extension-Outreach Specialist, Langston University	FARM PLANNING Room: Small Conference Room Facilitator: Randall Ware, Extension-Outreach Specialist, Langston University
1:45 PM	Looking at the Goat Business before Leaping into It <i>Steve Hart, Langston University</i>	A PRIMER for Selecting New or Alternative Enterprises for Your Farm Business <i>Duncan M. Chembezi, Alabama A&M University</i>
2:20 PM	Plasticulture Gardens <i>Micah Anderson, Oklahoma Department of Agriculture, Food, and Forestry</i>	Estate Planning <i>Odell Campbell, The Campbell Law Firm, PLLC.</i>

2:55 PM	Fish Opportunities <i>Conrad Kleinholz, Langston University</i>	Improving Business Communication Skills: How to Handle the Irate Customer <i>Alan Ware Alan Ware and Andrea Braeutigam, Oklahoma State University</i>
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BREAK
3:30 – 3:45 PM

3:45 – 5:30 P.M. CONCURRENT SESSIONS 4

TIME	MONEY MANAGEMENT Room: Auditorium Facilitator: Lovie Carter, Extension-Outreach Specialist, Langston University	PROGRAMS AND SERVICES Room: Small Conference Room Facilitator: Randall Ware, Extension-Outreach Specialist, Langston University
3:45 PM	Cool-Season Grasses - Annuals or Perennials? <i>Paul Bartholomew, Agricultural Research Service</i>	Natural Resources Conservation Service <i>Ronald Hilliard, State Conservationist</i>
4:20 PM	Health Insurance Reforms and How They Might Affect Small Farmers <i>Ari K. Mwachofi, University of Oklahoma</i>	Farm Service Agency <i>Francie Tolle, Oklahoma State Executive Director</i>
4:55 PM	SARE Funding Opportunities - Writing a Winning Proposal <i>James Hill, Fort Valley State University</i>	Tractor Safety [Parking Lot] <i>Tim Counts & Brandon Floyd, P&K Equipment</i>

MEET YOUR FELLOW PARTICIPANT RECEPTION

5:45 – 7:30 P.M.

Room: AUDITORIUM

FRIDAY, MAY 28, 2010

**8:00 – 8:30 A.M. BREAKFAST
AUDITORIUM**

8:30 A.M. – 10:15 A.M. CONCURRENT SESSIONS 5

TIME	RENEWABLE ENERGY Room: Auditorium	LEGAL CONSIDERATIONS Room: Small Conference Room
	<i>Facilitator: Sandra Wade-Penn</i>	<i>Facilitator: Joshua Kigeya, Extension-Outreach Specialist, Langston University</i>
8:30 AM	Alternative Energy Options for Small Farmers <i>Leif Kindberg, National Center for Appropriate Technology</i>	Land Owner Liability <i>William Wheeler, Assistant District Attorney</i>
9:05 AM	Wind Energy as a Rural Development Tool for Communities of Color <i>Paul Reeves</i>	Organic Vegetables and Herbs for Oklahoma: A Developing Opportunity <i>Jim Shrefler, Oklahoma State University</i>
9:40 AM	Biodiesel Demonstration [Parking Lot] <i>Willard Tillman, Oklahoma Black Historical Research Project, Inc.</i>	

**BREAK
10:15 – 10:30 AM**

10:30 A.M. – 12:15 P.M. CONCURRENT SESSIONS 6

TIME	FARM BASICS Room: Auditorium	PROGRAMS AND SERVICES Room: Small Conference Room
	<i>Facilitator: Lovie Carter, Extension-Outreach Specialist, Langston University</i>	<i>Facilitator: Dennis Howard, Assistant Administrator, Extension-Outreach, Langston University</i>
10:30 AM	Adding Value to Your Calf Crop <i>Greg Highfill, Oklahoma State University</i>	Oklahoma Department of Agriculture, Food, and Forestry <i>Steve Thompson, Associate Commissioner</i>
11:05 AM	Mineral Basics <i>Kent Barnes, Oklahoma State University</i>	What Is <i>That</i> in Your Hands? Marketing Techniques for the Small Farmer <i>Rochelle M. King, The Garden Spot</i>

11:40 AM	Goats for Weed Control <i>Terry Gipson, Langston University</i>	
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AWARDS LUNCHEON

12:15 – 2:30 P.M.

Room: AUDITORIUM

Keynote Speaker: The Honorable Pearlie Reed
USDA Assistant Secretary for Administration

2010 FARMERS OF THE YEAR AWARD

Ray and Arnetta Burris
Frank and Matilda Caldwell
Alan Dee Kaulaity
Rochelle King
Ramona Louis

2010 PARTNER'S AWARD

USDA Agricultural Research Service

2010 SPECIAL AWARD

Buck LeGrand
Jasper Parker

2010 PRESENTATIONS

A PRIMER for Selecting New or Alternative Enterprises for Your Farm Business

Duncan M. Chembezi, Associate Professor and Director, Small Farms Research Center, Alabama A&M University

Farmers and ranchers usually deal with a number of questions as they seek to diversify their ranch/farm operations. They often ask, "What can I produce to sustain or improve profits on my farm or operation?" Producers are often seeking a miracle crop or livestock enterprise that will bring immediate prosperity. The search for "*what*" to produce has led many farmers and ranchers to experiment with new and different or alternative crop and livestock opportunities with varying degrees of success. Success or failure often depends on how well issues beyond the "*what*" are dealt with. Perhaps the major emphasis should not be on "What to produce?" but on "How to select the right enterprise for my ranch or farm operation." New or alternative enterprises are likely to have a different set of financial, marketing, management, and policy options than growers have experienced with traditional enterprises. Focusing on "How to select the right enterprise" instead of the "What to produce" will allow you to thoroughly evaluate a wide range of options instead of concentrating on a few "*pie in the sky*" alternatives that might work for a few producers and fail for many. This presentation will systematically discuss a series of factors to consider before adopting a new or alternative enterprise for your ranch or farm business.

Adding Value to Your Calf Crop

Greg Highfill, Area Extension Livestock Specialist, Oklahoma State University

A review of management practices that can maximize weight gain, reduce shrink at sale time, and optimize genetic potential. I will discuss the requirements for value-added calf programs such as preconditioning and Age and Source Verification that can bring producers a premiums at sale time.

Alternative Energy Options for Small Farmers

Leif Kindberg, Farm Energy Specialist, National Center for Appropriate Technology

Small farms can use energy efficiency and renewable energy to reduce operating costs and meet farm energy needs. This presentation will discuss issues pertaining to energy conservation, solar water pumping, solar hot water for heating greenhouses and biodiesel use on the farm. The costs and return on investment as well as state and federal incentives and rebates that are available to small farmers and businesses will be discussed.

Cool-season grasses - annuals or perennials?

Paul Bartholomew, Research Agronomist with the USDA - Agricultural Research Service - Grazinglands Research Laboratory

This presentation will highlight the results from the research at Langston with annual ryegrass and to outline the current work with tall fescue. Some advantages and disadvantages (as we see them) of annual and perennial cool-season grasses for small & resource-limited farms will be discussed.

Enhancing sustainability of dairy goat operations through research, extension and international collaboration.

S. Steve Zeng, Chairperson, Department of Agriculture and Natural Resources, Langston University

The dairy goat industry in the U.S. has taken off since mid 1980's. As the research and extension leader in the U.S. as well in the world, the American Research Institute for Goat Research has established many programs to make the U.S. goat industry sustainable. The dairy food program is one of the flagship programs at Langston University. Research conducted by dairy scientists in milk quality, mastitis control, antibiotic residue testing, and factors affecting yield and quality goat milk and cheese has generated a wealth of scientific information and advanced the technology in dairy goat products. Workshops and trainings hosted and/or instructed by dairy goat extension specialists on utilizing goat milk for manufacture of cheeses, yogurts, ice cream, Cajeta, smoothie and even goat milk soap around the U.S. have helped the goat milk producers and processors add value to goat milk and enhance household income. This presentation highlights information dissemination methodology, learner-centered teaching strategy, and education-focused training practice at Langston in making the dairy goat operation sustainable.

Estate Planning

Odell Campbell, Attorney, The Campbell Law Firm, PLLC.

This presentation will explore estate planning, including the methods of estate planning, intestate succession, last will and testament, and intervivos trusts.

Exploring Value-Added Agriculture for Small Farmers

E'licia L. Chaverest, Marketing Specialist, Small Farms Research Center, Alabama A&M University

Value-added agriculture entails changing a raw agricultural product into something new through packaging, processing, cooling, drying, extracting or any other type of process that differentiates the product from the original raw commodity. Examples of value added agricultural products include bagged salad mix, artisan bread, lavender soaps and sausages, just to mention a few. Adding value to agricultural products is a worthwhile endeavor because of the higher returns that come with the investment, the opportunity to open new markets and extend the producer's marketing season as well as the ability to create new recognition for the farm operation. Increasingly, value-added products are hitting the local market as producers take advantage of high-demand product niches. This is the key to success in value added agriculture—niche markets are where smaller producers can be most successful in creating value and establishing a profitable business. This presentation highlights important aspects of value-added agriculture and how small and limited resource producers may take advantage of it to increase their profit margins and remain sustainable.

Goats for Weed Control

Terry Gipson, Research Scientist and Goat Extension Specialist, E. (Kika) de la Garza American Institute for Goat Research, Langston University.

Goats can be used to control unwanted vegetation in pastures and forestlands. Langston University and the Kiamichi Forestry Research Station of Oklahoma State University have developed a forestry and goats demonstration. For two grazing seasons, Boer and Spanish goats were placed on the demonstration site for several weeks in 2008 and 2009. Animals were fitted with GPS collars, weighed, body conditioned scored, and FAMACHA scored. Goats showed a remarkable ability to eradicate undesirable vegetation species. The goats also demonstrated fairly definite pattern of utilization and exploration of the study area. This presentation will report on those findings.

Growing Grapes

David Martin, Owner, Deer Creek Vineyard

This presentation will explore the potential for growing grapes. The discussion will include the needed basics, buying grapes, kinds of grapes to buy, what to do after they are planted, including pruning, and harvesting grapes.

Health insurance reform and how they might affect small farmers

Ari K. Mwachofi, Associate Professor, University of Oklahoma Health Sciences Center

This discussion will address the main problems that triggered the reforms and the most significant changes introduced by the new health insurance reforms. It will also include specific effects of these changes on those who are self-employed. The discussion will pay special attention to the law's differential effect on small farmers and on large farmers.

Improving Business Communication Skills: How do we handle the mad customer?

Alan Ware Alan Ware, Outreach Specialist, and Andrea Braeutigam, Program Manager, Oklahoma Agriculture Mediation Program, Oklahoma State University

This presentation will cover the basic concepts that producers will need to improve their communication skills in a business setting. During this presentation, producer will learn important techniques to assist them in any situation, but especially in business. It will include interactive activities and lots of fun examples for the participants. Discussion on how we handle stressful situations and how to develop a more professional climate will also be covered. Please join us as we explore better communication skills.

Land Owner Liability

William Wheeler, Assistant District Attorney, Logan County

Overview of legal issues surrounding land owner liability. Issues discussed will include the duty that a landowner owes to guests and/or trespasser upon his land, liability for acts (both known and unknown) that happen on your land, public and private nuisance actions and remedies, strict liability and the attractive nuisance doctrine, and ways to protect yourself, your family and your assets from liability. Estate planning and the selection/creation of appropriate business entities, i.e. corporation, limited liability company, partnership or sole proprietor, will be discussed as useful tools which can act to shield a landowner from personal liability.

Looking at the Goat Business before Leaping into It

Steve Hart, Research Scientist and Goat Extension Specialist, E. (Kika) de la Garza American Institute for Goat Research, Langston University.

This talk provides an overall introduction to the goat business and covers things that the producer needs to consider before starting in the goat business. A list of sources of goat information will be provided as well as an overview of budgets, resources, and labor considerations for getting into the goat business.

Mesonet Drift Risk Advisor

Albert Sutherland, OSU Mesonet Agricultural Coordinator, Oklahoma State University

Weather conditions can make it tough for farmers and ranchers. Weather can be a real challenge when it comes time to make a spray application. The new Mesonet Drift Risk Advisor can help identify times when spraying is safer for the applicator and nearby crops. Weather variables are compared to a 84-hour forecast to identify better spraying conditions hour by hour.

Mineral Basics

Kent Barnes, Area Extension Livestock Specialist, Oklahoma State University

Proper mineral feeding contributes to a strong immune system, good reproductive performance, and animal weight gain. A properly balanced mineral program requires consideration of the intake and mineral concentration of hay, pasture, feed and mineral supplement. Diets with mineral imbalances may cause poor animal performance, resulting in reduced profitability. As a general rule, our forages do not have severe mineral deficiencies compared to forages in many other states. An understanding of the need for minerals is necessary for making decisions about what and how much mineral to feed. Major attention here will be focused on those minerals most likely to pose a problem in Oklahoma and how to provide a low cost mineral supplement program.

Oklahoma AgrAbility – Farming with a Disability

Sandra Stevenson, Program Manager, Oklahoma AgrAbility Project, Oklahoma State University

The Oklahoma AgrAbility Project provides state-wide services through education, direct assistance and networking in an effort to support farmers and ranchers with disabilities and their families. An overview of the project, disabling conditions in agriculture, agriculture hazards, assistive technology, and funding sources will be discussed as well as on-farm assessments that assist in identifying barriers and needed accommodations for the continued success of the farming operation.

Organic Vegetables and Herbs for Oklahoma: A Developing Opportunity

Jim Shrefler, Area Extension Horticulturist, Oklahoma State University

Sustainable vegetable production systems require knowledge of suitable crop varieties, horticultural techniques, soil management procedures and effective pest management. The adoption of organic production requires the reconsideration of each of these aspects in order to develop a system that will not only be productive and but one that will also conform to the constraints of organic certification. This presentation will review work that has been done at the Lane Agriculture Center to develop organic vegetable production systems for southeast Oklahoma.

Practical Tips for Forage Management on Small Acreages

Bob Woods, Area Extension Agronomy Specialist, Oklahoma State University

This session will show how to evaluate available resources, determine the production potential, and match animal numbers to forage yield potential. We will look at the forage requirement for large versus small ruminants and which specie or combination of grazing species might best fit the goals of the manager.

SARE Funding Opportunities - Writing a Winning Proposal

James Hill, 1890 Land Grant Liaison, Southern Region SARE Program, Fort Valley State University

Are you interested in becoming more successful in developing a winning SARE grant proposal? If so, you can participate in the FREE SARE workshop. The objective of this workshop is to prepare Extension Specialists and Outreach Specialists, Farmers, and NGO's working in sustainable agriculture with the necessary skill for the preparation and submission of a successful SARE On-Farm Research Grant, Producer Grant, and Sustainable Community Innovation Grant.

The Power of Value Added Activities: Perspective Transformation

Nancy Alexander, Director, Rural Economic Development Center, Langston University

This presentation will provide training on how to tap into new or niche markets and how to think creatively about how to sell your agricultural products.

What Is *That* in Your Hands? Marketing Techniques for the Small Farmer

Rochelle M. King, Owner and Operator, The Garden Spot

The goals of this presentation include encouraging others to start a garden, develop a marketing plan, and find a niche that is in demand. Baby step rules to a successful growing season will be presented as well.

Wind Energy as a Rural Development tool for Communities of Color

Paul Reeves, Principal, Upepo Energy Group

This presentation will look at the various forms of financing available for wind energy to communities of color, including CREB bonds, IRS tax funding, state incentives, USDA energy programs, and Minnesota Flip strategies.

CENTER FOR OUTREACH PROGRAMS

MISSION

To provide outreach services that equip underserved farmers, ranchers, and rural communities with necessary resources to improve their quality of life.

THE 2010 PLANNING COMMITTEE

Lovie Carter
Dwight N. Guy
Mathilda Hall
Carl Henderson
Vernon Jones
Joshua Kigeya
D. Chongo Mundende
Sandra Wade-Penn
Randall Ware

SPECIAL THANKS

Paul Bartholomew
Dusty Oldenburg
Ray Penn
Robert Williams
Steve Zeng

**Mark Your Calendar for Next Year's (20th Anniversary) Conference:
May 25-27, 2011
Langston University Oklahoma City campus**

Langston University, in compliance with Title VI and Title VII of the Civil Rights Act of 1964, Executive Order 11246 as amended, Title IX of the Education Amendments of 1972, Americans with Disabilities Act of 1990, and other federal laws and regulations, does not discriminate on the basis of race, color, national origin, sex, age, religion, disability, or status as a veteran in any of its policies, practices, or procedures.

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