



**Daviess County Office**

**Comments from Clint**

Instead of a personal New Year's resolution, consider an improved management resolution for your farm. Your business can improve by implementing changes to you, your farming partners, and your employees' management style. Dr. Steve Isaacs, Extension Farm Management Specialist at U.K., presented the following discussion at the Farm Succession Seminar way back in 2015. The points he made then hold true today.

Dr. Isaacs states the ten traits he has observed in all successful farm managers are that they are goal driven, they seek and apply data, they are leaders, they are networked, they are dissatisfied, they are organizers, they are risk takers, they are smart, they work hard, and they take time to recharge.

Goal driven managers have a written mission statement for the business including a definition of their business, family, and organization which describes what it is, what its values are, and what is trying to be accomplished. It is the basis for strategic planning. Goals are required as objectives to accomplish. They must be "smart" goals. Specific in that they explain exactly what they want to do. Measurable so that benchmarks can be achieved. Attainable because an impossible goal contributes nothing to the business. Relevant so that it applies to the mission statement. Timed so that there is a conclusion for the goal.

Good managers are data driven. They strive to know their cost of production. They like to establish and achieve benchmarks. They understand the value data provides their business and take time to explain it to their partners. General examples include farms who conduct variety demonstration plots, closely monitor field yield trends, and provide records to the Ohio Valley Farm Business Management Association. Good managers use data to make the most informed decisions.

Good managers are leaders in their business and their community. They develop communication channels within their business among family, employees, and

business partners. They coach, not boss. Good managers delegate, encourage, share credit, and serve. They trust, are consistent in demeanor, are sincere, confident, and have vision and passion for their work.

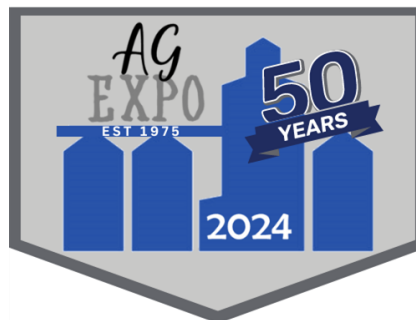
Good leaders are networked among peers. They realize their lack of ability and surround themselves with talent to fill the voids. Many have mentors to call on and often unknowingly serve mentees who recognize their talents and strive to replicate them in their businesses.

Good managers are not happy with the status quo and always seek innovation and efficiency. They are willing to adapt and even seek out change. Good managers are also organized. They take time to arrange all aspects of the farm for increased efficiency, they are focused, and they prioritize tasks to accomplish.

Good managers are risk takers. They view the future offensively and are willing to take risks. They understand the risk/returns relationship as it relates to opportunity cost. Good managers read, attend training, understand economics, are lifelong learners, and are curious to discover. They want to teach, not employ the next generation.

Good managers take time to recharge. Vacations are not for luxury, rather are opportunities to step away from the business allowing time to unwind and others to assume leadership roles in their absence. A well-managed farm should not require the manager's presence 52 weeks a year.

If you need a resolution for 2024, here's an idea. Plan to cross train a farm family member or employee on at least one activity and assign them the responsibility to master it. This may require attending some off-farm training or inviting a third party to the farm to train them. Examples include anything you are doing that no one else has a clue about. That might be the process you have for entering payroll and paying bills, landowner relations, selecting seed and herbicides, or managing machinery technology and data.



### CONGRATULATIONS TO ROB NALLEY

Masonville resident Robert Nalley, a University of Kentucky College of Agriculture graduate student in the Department of Plant and Soil Sciences, recently earned first place at the Tri Societies



International Meeting in St. Louis, Missouri, held by the American Society of Agronomy, Crop Science Society of America and Soil Science Society of America. Nalley’s research, a study in the field of sustainable agriculture, investigates the balance between corn and various cereal cover crops in no-till farming systems, with a focus on nitrogen competition. The study, “Investigating the Nitrogen Penalty of Cereal Cover Crops in No-Till Corn,” co-authored with advisor Chad Lee and Hanna Poffenbarger, compared wheat, barley and cereal rye as cover crops. The research aimed to identify if barley is less competitive for nitrogen than rye, potentially improving corn yields. Nalley’s winning study was funded by the Kentucky Corn Promotion Council and in part by the U.S. Department of Agriculture Hatch Project No. KY006125.

### EXTENSION YIELD CONTEST WINNERS

Weather presented challenges across the county last year for crop production. The good but not incredible yields decreased participation in the extension yield contests but, Daviess County had some winning accomplishments at the state level. O’Bryan Grain Farms at Curdsville had the highest full season soybean entered in the state yield contest at 100.8 bushels per acre. Goetz Bros. Farms at Masonville had the highest double crop soybean yield measured in the state at 88.29 bushels per acre. Scott Zoglmann at Philpot had the second highest corn yield measured in the state at 322.30 bushels per acre. Goetz Bros. Farms had the third highest corn yield measured in the state at 312.76 bushels per acre. Jason Crisp and Jeff Coke had the highest wheat yield measured in the state at 143.42 bushels per acre in Mclean County. These winners will be recognized at the Kentucky Commodity Conference in Bowling Green January 18. Printed plot books containing all yield demonstration location results and yield contest entries are available at the extension office or online at <https://daviess.ca.uky.edu/daviess-grain-plots>

### APPRECIATION TO CHRIS PANTLE

Our appreciation goes to Chris Pantle who completed his second three year term on the Daviess County Extension District board December 31. He served as chairperson of the board for three years. Board members for 2024 are Judge Charlie Castlen, Ryan Trunnell, Dan Styke, Merrit Bates-Thomas, Monica Connelly, Susan Zoglmann and Katie Cecil.



### AGRICULTURAL SALES TAX EXEMPTION

I receive occasional calls regarding the farm use sales tax exemption. Farmers are required to apply to the Kentucky Department of Revenue to receive an agricultural sales tax exemption number (AE). The current AE Numbers will expire on December 31, 2026 and renewals will expire after 4 years. If the farmer does not renew their AE numbers, purchases made after those dates will be subject to sales tax, even on qualified farm purchases. The AE Number must be renewed prior to expiration. The Department of Revenue will provide renewal details at a later date. For retailers, the Department of Revenue has established a website to search for approved agriculture exemption license numbers. Go to [revenue.ky.gov](https://revenue.ky.gov) and under the Business section, choose “Sales and Use Tax”. There is a link to search for or verify an agriculture exemption number, using a known AE number, a driver’s license, federal EIN, or other options. If a farmer has applied for an AE number, they can also use this search option to see if they were approved for an AE license number but have not received the confirmation letter. If you need further assistance, please contact the Division of Sales and Use Tax at 502-564-5170.

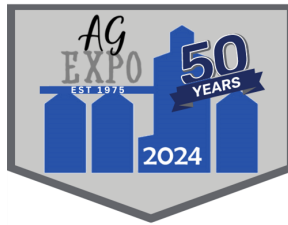
### AG TAG

As we look to March for farm plate renewals, we ask that you remember to make your voluntary donations on each farm license plate you renew. That money goes directly to Kentucky 4-H, Kentucky FFA, and Kentucky Proud to support our agriculture community (and its future) here locally and across the Commonwealth. Think of the impact that could have on your community and its future leaders!



## 50th ANNUAL AG EXPO and AGRICULTURAL HALL OF FAME RECEPTION

Plans for the 50th Annual Ag Expo are well underway, and the planning committee is taking special effort to make this event one that will be remembered for years to come. As always, the program will be on the last Wednesday of January, January 31, at the Owensboro Convention Center. Doors will open to the trade show at 7:30 a.m. with the program starting at 8:30. Several ideas are underway to reflect on our history while embracing the future. Mark your calendars, don't be left out.



Make plans to attend a reception for the 2024 Agricultural Visionaries Hall of Fame inductees and their families. This endeavor was initiated in 2023 with great success and the committee is excited to include three special people who have made significant contributions to local agriculture this year. The reception will be January 30 from 5-6:30 p.m. in the Ag Expo trade show area of the convention center. Open to all, this is a great fellowship opportunity and opener for Ag Expo.

## SOYBEAN SUCCESS SCHOOL

Soybeans are traditionally a low-risk crop, one that can be planted with a reasonable yield expectation even in extreme weather years. They are the least expensive crop we grow and the price is usually at a profitable level, even if it's less than preferred. With that said, soybeans are a great crop for us. This year, it looks like soybean profit is going to be as important as ever to cover the anticipated breakeven of growing corn.

To help in preparing to grow a high profit soybean crop, I've planned a one-day Soybean Success School at the office February 19 to help understand the agronomic, fertility and disease control factors which affect yield, and those which don't. Marketing, historical basis and budgets will be covered as well. There will be a \$10 registration fee and pre-registration is requested by calling the Extension office or emailing me. CCA and Pesticide CEU's are requested.

## ANNIE'S PROJECT FARM MANAGEMENT PROGRAM FOR WOMEN

It's been over eight years since we conducted Annie's Project in this area and are excited to bring it back. The program dates are in the included calendar, and classes will rotate between Daviess and Henderson Counties. Annie's Project is a general farm management program designed to help spouses better understand the business side of the farm operation.

Many women are involved in bookkeeping and payroll, some are active in production activities. Most have limited involvement focusing on the house, kids, and their own career.

Annie's Project is for women in all the above scenarios. The program discusses interpersonal relationships between family farm partners and employees. Financial discussions include lending, terminology, and investments. Legal topics such as how land and property might be titled and general liability will be discussed. Also covered are aspects of production and enterprise evaluation and product marketing.

The goal is to empower farm women with knowledge that will contribute to the overall vitality of their family business. It is a hands-on and enjoyable way to meet and network with people from across the area.

There will be a registration fee of \$30 to cover the cost of meals. Please call the Extension Office at 270-685-8480 to register or for more information.



**ANNIE'S PROJECT**  
EMPOWERING WOMEN IN AGRICULTURE

## WELCOME BACK, ASHLEY

Ashley Marshall is the newest staff assistant at the Extension Office.

I am excited to be back at the Extension Office and serve Daviess County after spending two years in Charleston, South Carolina. I have a Bachelors degree in English Literature and a Master's degree in Library and Information Sciences. In my free time, I enjoy reading, cooking, and traveling.



[www.facebook.com/daviesscountyextension](http://www.facebook.com/daviesscountyextension)



[www.instagram.com/daviesscountyextension/](http://www.instagram.com/daviesscountyextension/)



## CALENDAR OF EVENTS

- January 18** Kentucky Commodity Conference - Sloan Convention Center, Bowling Green
- January 25** *Emerging Marketing Approaches and Opportunities for Farmers' Markets*, 6:00 p.m.-  
Daviness County Extension Office
- January 29** Private Pesticide Applicator Training, 6:00 p.m. - Daviness County Extension Office
- January 30** Daviness County Agricultural Visionaries Hall of Fame Reception, 5:00 - 6:30 p.m. -  
Owensboro Convention Center
- January 30** Farmers' Market Informational Meeting and Signup, 6:00 p.m. - Daviness County Extension  
Office
- January 31** 50<sup>th</sup> Annual Ag Expo, 7:30 a.m. - Owensboro Convention Center
- February 1** Winter Wheat Meeting, 9:00 am - 4:00 p.m. - Bruce Convention Center, Hopkinsville
- February 2** Private Pesticide Applicator Training, 8:30 a.m. - Daviness County Extension Office
- February 7** Tobacco Production and GAP meeting, 6:00 p.m. - Daviness County Extension Office
- February 8** Kentucky Alfalfa and Stored Forage Conference - Warren County Extension Office
- February 8** Kentucky Crop Health Conference, 10:00 a.m.- 6:00 p.m.- National Corvette Museum, Bowling  
Green
- February 14-17** National Farm Machinery Show - Kentucky Fair and Exposition Center, Louisville
- February 15** Deadline for Farmers' Market application without late fees
- February 19** Soybean Success School - *Make the most from your soybeans*,  
8:30 a.m. to 3:00 p.m. - Daviness County Extension Office
- February 21,28 March 6,13,20 and 27** Annie's Project - *Farm Management information program for  
women involved on the farm or married to one.*  
5:30-8:30 p.m. - Daviness and Henderson County Extension offices
- February 22** Beef Quality and Care Assurance Training, 4:30 p.m. - Daviness County Lions Club  
Fairgrounds, Bittel Hall
- February 22** Winter Beef Cattle Meeting, 6:00 p.m. - Daviness County Lions Club Fairgrounds, Bittel Hall
- February 22** New and Beginning Beekeeping, 6:30 - 8 p.m. - Daviness County Extension Office
- February 24** Farm City Breakfast, 7:30 a.m. - Daviness County High School
- February 24** New and Beginning Beekeeping, 9 - 10:30 a.m. - Daviness County Extension Office
- February 26** Private Pesticide Applicator Training, 8:30 a.m. - Daviness County Extension Office
- March 11** Intermediate and Experienced Beekeeping, 9:30 -11a.m. - Daviness County Extension Office
- March 12** Farmers' Market Annual Member Meeting, 6:00 p.m. - Daviness County Extension Office
- March 28** Italian Ryegrass Control Field Tour, 8:30 a.m. - Caldwell Co Extension Office



Clint Hardy  
Daviness County Extension  
Agent for Agriculture and  
Natural Resources  
Education  
Email: [chardy@uky.edu](mailto:chardy@uky.edu)

### Cooperative Extension Service

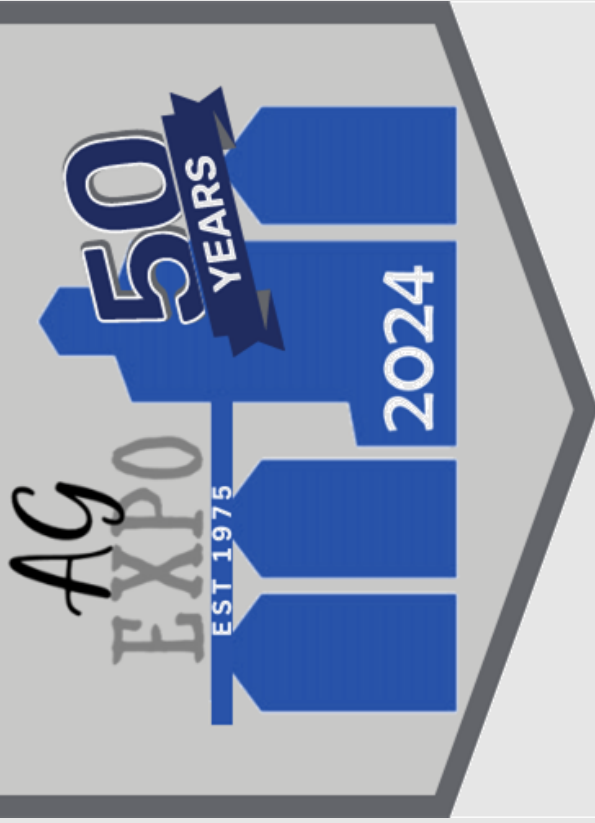
Agriculture and Natural Resources  
Family and Consumer Sciences  
4-H Youth Development  
Community and Economic Development

### MARTIN-GATTON COLLEGE OF AGRICULTURE, FOOD AND ENVIRONMENT

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Disabilities  
accommodated  
with prior notification.



# 50<sup>th</sup> ANNUAL MEETING

*Presented by Grain Day Inc.*

WEDNESDAY, JANUARY 31, 2024

OWENSBORO CONVENTION CENTER  
501 WEST SECOND STREET  
OWENSBORO, KENTUCKY 42301

*Developing Our Future  
Celebrating Our Past*



SNOW OR RAIN, NO POSTPONEMENTS

# AG EXPO TIMELINE

From Grain Day to Ag Expo | Rain or Shine - No Postponements

- 1975** The First Annual Green River Area Grain Day was held on February 18, 1975, at the Dugan Best Park Recreation Building.
- 1976** The Green River Area Grain Day moved to the National Guard Armory in 1976.
- 1977** Between 1977 and 1979, The Green River Area Grain Day was held at the Owensboro Sports Center.
- 1980** In 1980, The Green River Area Grain Day moved to the Executive Inn Exhibition Center where it remained through 2008.
- 1994** In 1994, the name of the event changed to Ag Expo.
- 2009** Ag Expo moved to The Hines Center in 2009, but was canceled for the first time ever due to the ice storm and no electricity. The event stayed at The Hines Center through 2013.
- 2014** Ag Expo moved to the brand new Owensboro Convention Center.
- 2021** The educational portion of Ag Expo was held virtually due to the COVID-19 Pandemic restrictions.
- 2024** Ag Expo celebrates 50 Years! The event continues to be held at the Owensboro Convention Center.

## Grain Day Committee Members - Past and Present

Kenny Saalweaether	Rob Moorman	Jeff Rice	Mike Mullican
Royce McCormick	Rod Kuegel	Mark Johnson	Jesse Horn
Billy Joe Miles	Rick Kamuf	Todd Barlow	Tyler Miller
Ruth Adkins	Bob Alvey	Phil Schmidt	Nick Stephen
Leo Payne	Wayne Mattingly	Paul Walker	Mary Higginbotham
Tommy Claypool	Mike Hayden	Debbie Ellis	Jordan Beyke-Hall
James H. Rafferty	Wayne Pannell	Jimmy Gillis	Philip Ebelhar
Mike Newman	Ron Ford	Jeff Nalley	Camille Lambert
Marty Mitchell	Nick Meyer	Bryan Ebelhar	Troy Muse
Phil Beyke	Scott Kuegel	Terry Joe Payne	Clint Hardy
Vince Hayden	C.A. Pantle	Philip Anderson	
Tom Curtsinger	Terry Rhodes	Annette Heisdorffer	
Mike Robinson	Jon Burns	Anita Fuqua	



## AG EXPO 2024 PROGRAM

Registration will be in the front lobby from 7:30 a.m. to 10:30 a.m.

The trade show will be in Expo Hall 2 – 3 from 7:30 a.m. to 4:00 p.m.

*All sessions will be held downstairs in Expo Hall 1*

8:30 – 9:15

### Grain Markets Outlook

Dr. Grant Gardner  
*Extension Grain Marketing Specialist*  
*University of Kentucky*



12:00 – 1:30

### LUNCH

**Developing Our Future,  
Celebrating Our Past**  
Tim Farmer  
*Host and Producer of Kentucky Afield*  
*and Tim Farmer's Country Kitchen*



9:15 – 10:00

### BREAK TO VIEW EXHIBITS

10:00 – 10:30

### The Importance of Soil Health

Steve Blandford  
*State Soil Scientist*  
*USDA-NRCS*



1:30 – 1:45

### BREAK TO VIEW EXHIBITS

10:30 – 11:15

### Comparing Fungicide Coverage: Drones, Helis, & Ground

Dr. Kiersten Wise  
*Extension Grain Crops Disease Specialist*  
*University of Kentucky*



**Property Insurance Issues on the Horizon**  
Moderated by Jordan Shockey  
*Extension Farm Management Specialist*  
*University of Kentucky*



Matt Warye  
*Senior Vice President & Field Executive*  
*Liberty Mutual Business, Safeco,*  
*State Auto Insurance*

11:15 – 11:45

### Current Status of Carbon Programs for Grain Farmers

Dr. Jordan Shockey  
*Extension Farm Management Specialist*  
*University of Kentucky*



Kelly Justice  
*Farm Account Manager*  
*Kentucky Farm Bureau Insurance*

11:45 – 12:00

### BREAK TO VIEW EXHIBITS

*Special thanks to all of the sponsors! To be a booth sponsor, call the office at 270-685-8480 by January 19. A complete list of sponsors will be included in the program at Ag Expo.*