

Opportunities for Iowa Livestock Farmers

July 20, 2017

Brian Waddingham

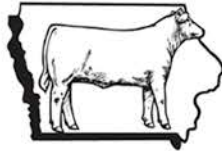
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Coalition to Support Iowa's Farmers: a team effort



Iowa Cattlemen's



Association



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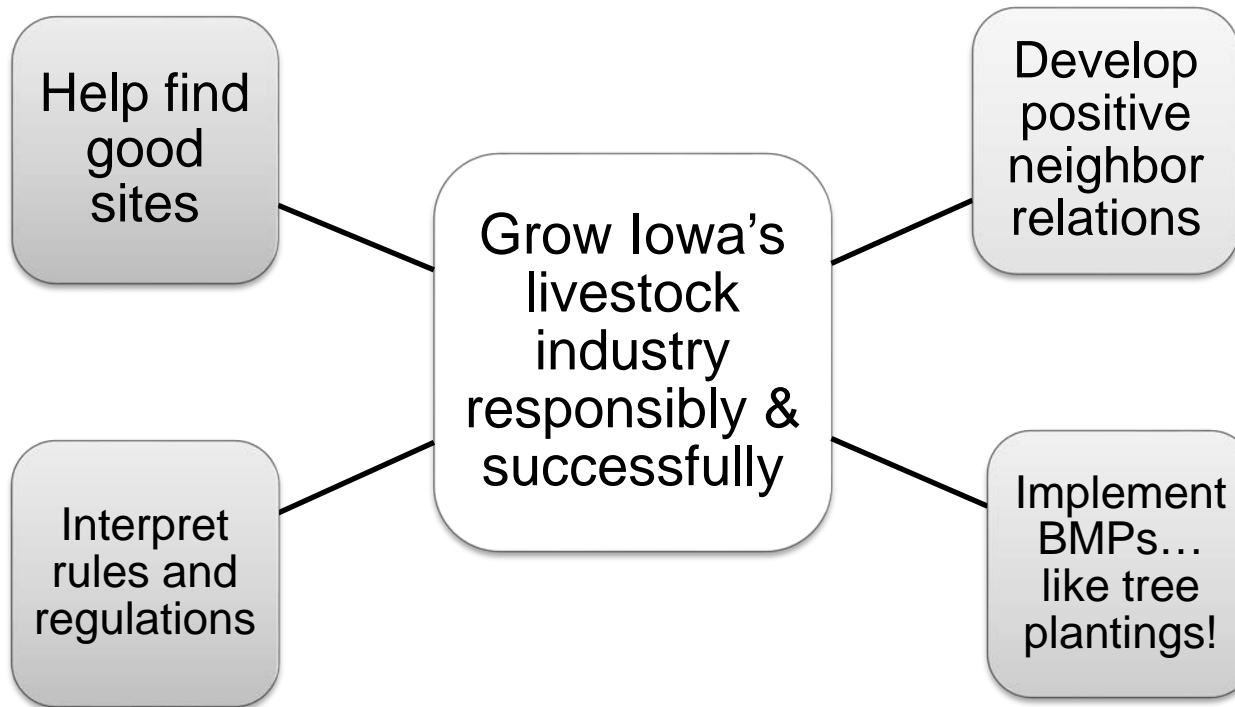
What We **Don't** Do...

- Enforce or fine
 - We are not a government agency
- Lobby
- Develop policy
- Require a membership
- Charge for our services



What We Do

No cost AND confidential services for Iowa farm families



Highly Regulated Industry

- There are more than **200 pages** of rules and regulations that apply to the raising of livestock and poultry production
- **This is one of the primary reasons the Coalition exists**



What We Are Seeing Today

- Livestock!
 - Cautious Optimism
 - Diversification
 - Young people returning
 - Growth on existing farms
 - New projects on crop farms
 - Livestock being added on farms that haven't had any for 2-3 generations



#Trending

- Beef

- Cattle coming back to Iowa
- Cattle moving into confinements
 - Fed cattle
 - Cows



- Dairy

- Growth is moderate (milk price)
- Environmental Compliance



#Trending

- Swine

- Integrators growing cautiously
- Increased farmer interest last 30 days



- Poultry/Turkey Growth

- Layers
- Broilers
- Turkeys



“New” Opportunities

- Shrimp Farming
- Fish Farming



Challenges Today

- New livestock and poultry barns
 - Financing issues
 - Best sites already taken
 - Lack of Communication
- EPA & DNR compliance
- Neighbor relations issues
 - Written vs. unwritten rules
 - Nuisance lawsuits



Doing Things Right – the CSIF Way

- Never too early to start planning
- Sit down with the farm family
- Look ahead
- Develop a plan
- Farmer must tell their story to neighbors and the community- new, growing or maintaining



Neighbor Relations: Critical To Grow Your Farm

- This will be key moving forward in Iowa if we want to keep growing
- Whether you are adding livestock to your farm for the first time, or growing your existing farm, you must talk to your neighbors



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Communicating With Neighbors

- One of the most important steps in the whole process
- Let them know before you make big changes (i.e. building a new facility)
 - Not asking for permission
 - Simply communicating your plans
- Provide the correct information before the rumors start



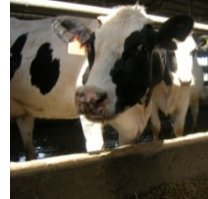
Why Does It Matter?



VS.

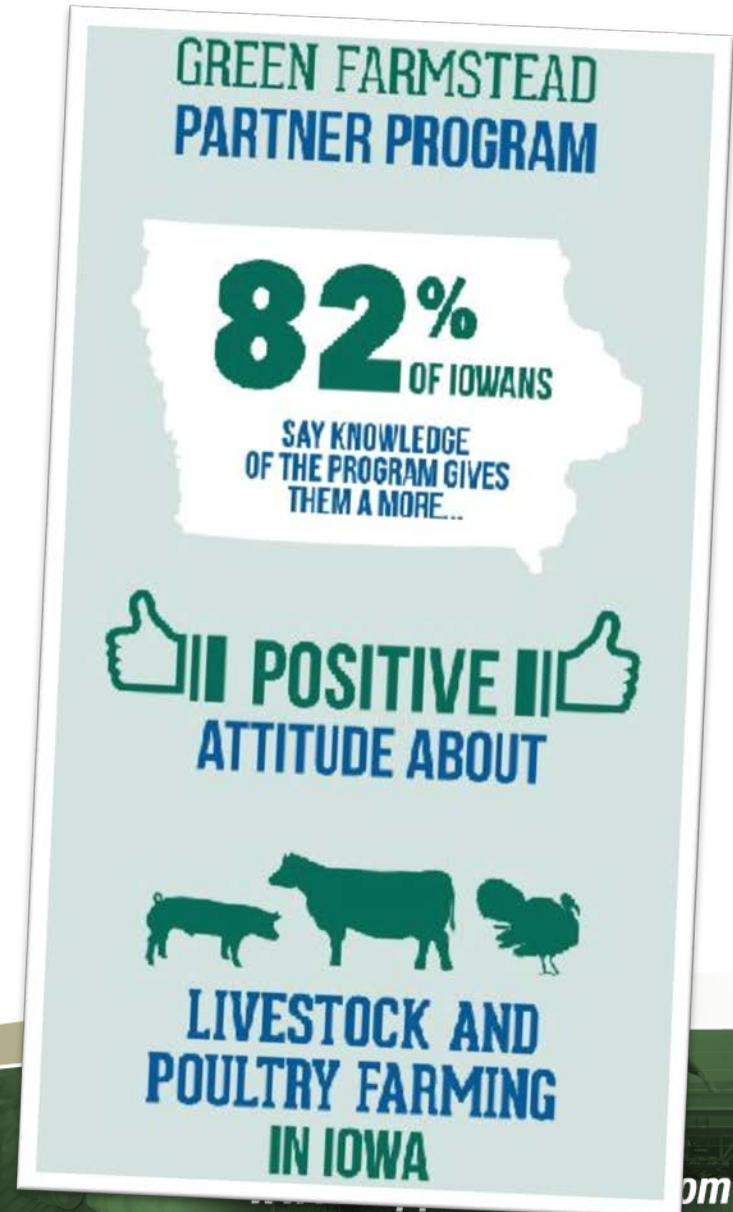


Enhancing Neighbor Relations



Green Farmstead Partner Program

- Assists farmers in planting windbreaks for livestock barns
- Partnership with Trees Forever and INLA
- Network of 25 landscapers
- Since the program's launch in 2009, over **66,000 trees** have been planted on 144 farms



Benefits of Trees

- Improve aesthetics and provides visual screening
- Improve relationships with neighbors
- Reduces odor
- Control snow so it's not deposited on driveways, bulk bins, pit fans or roofs
- Save energy



What do looks have to do with it?



If You Can't See It, You Can't Smell It



May 2013: The day the hybrid willows were planted



June 2014: One full year of growth



Changing Minds... One Tree at a Time

How can one person improve the image of their farm and the public perception of the livestock industry? For one southeast Iowa farmer, planting trees was the answer!

Ryan Reed, a young farmer from Ottumwa, wanted to get back to the farm full-time. When he and his wife Lana began the process to construct two new hog barns, they received pushback from neighbors and community members, even though the sites met and exceeded all of the legal requirements.

However, the Reeds knew they wanted to do things right. Their desire to protect the environment and improve relationships with community members motivated them to plant trees once the barns were built.

The Reeds were working with the Coalition to Support Iowa's Farmers (CSIF) on siting and neighbor relation issues and wanted to find an expert to consult prior

to planting. With the help of CSIF, Trees Forever and nursery professional Kevin Kelly, they planted two rows of hybrid willows, two rows of pine trees and one row of bushes around their hog barns in the spring of 2008.

(Editors note: the Green Farmstead Partner program was created a year later to help answer questions families like the Reeds had.)

Ryan used cost-share programs through the National Resources Conservation Service (NRCS), including the Resource Enhancement and Protection (REAP) and Conservation Reserve Program (CRP) programs.

Although the trees are only four-years old, when you drive up to the farm, the trees are the first thing you notice. In fact, the majority of people who originally opposed the hog barns have since complimented the family on how nice their sites look.

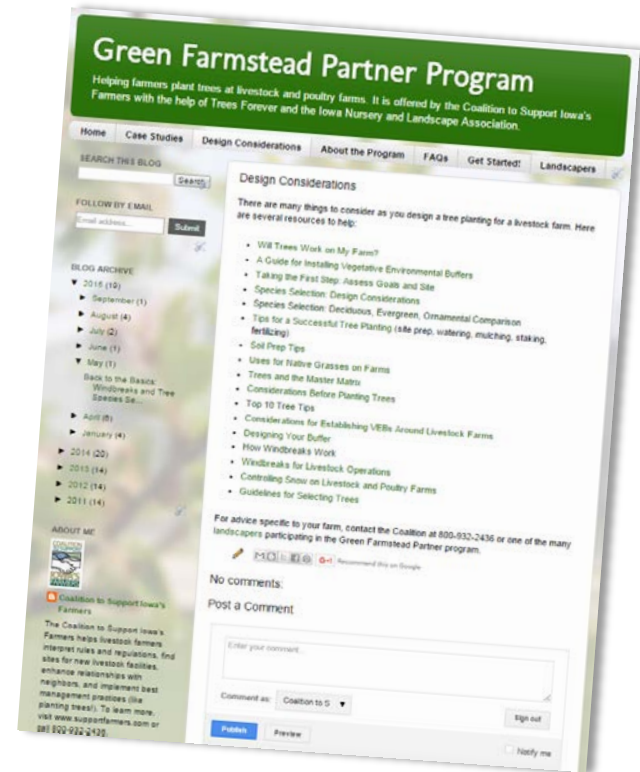


Ryan Reed, hog farmer from Wapello County, stands next to his Green Farmstead Partner (GFP) program sign. The sign and extensive tree planting draw attention to his site - in a positive way.

Online Resources

Green Farmstead Partner Program Blog

- Blog features:
 - Case studies
 - Design considerations
 - Archive of posts and articles



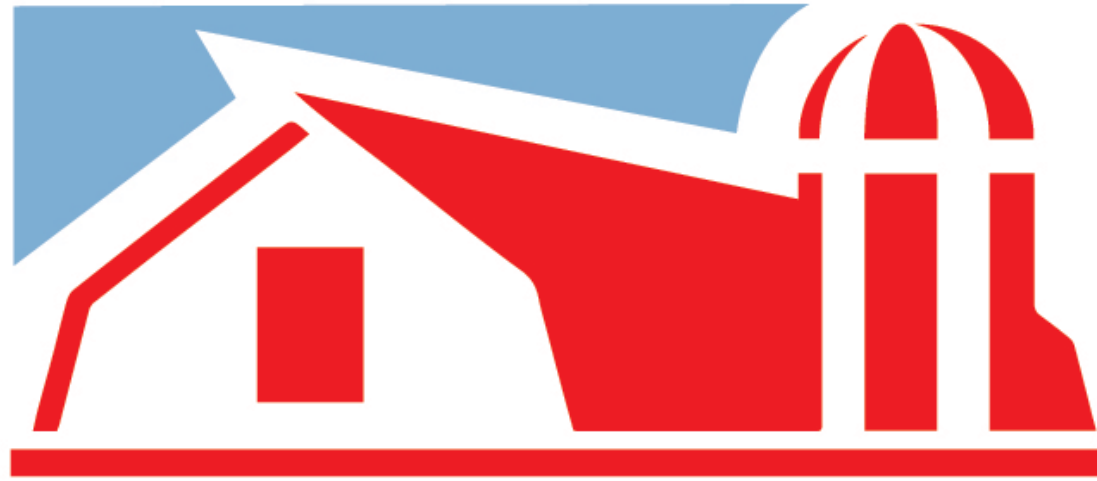
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THE WERGIN



GOOD FARM NEIGHBOR
AWARD '17



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Wergin Good Farm Neighbor Awards

- **From all across the state**
 - January: Montgomery County
 - February: Warren County
 - March: Mahaska County
 - April 7: Washington County
 - April 14: Benton County
 - May 24: Lucas County
 - June 5: Cherokee County

**An easy way to bring a positive ag message
to YOUR community!**

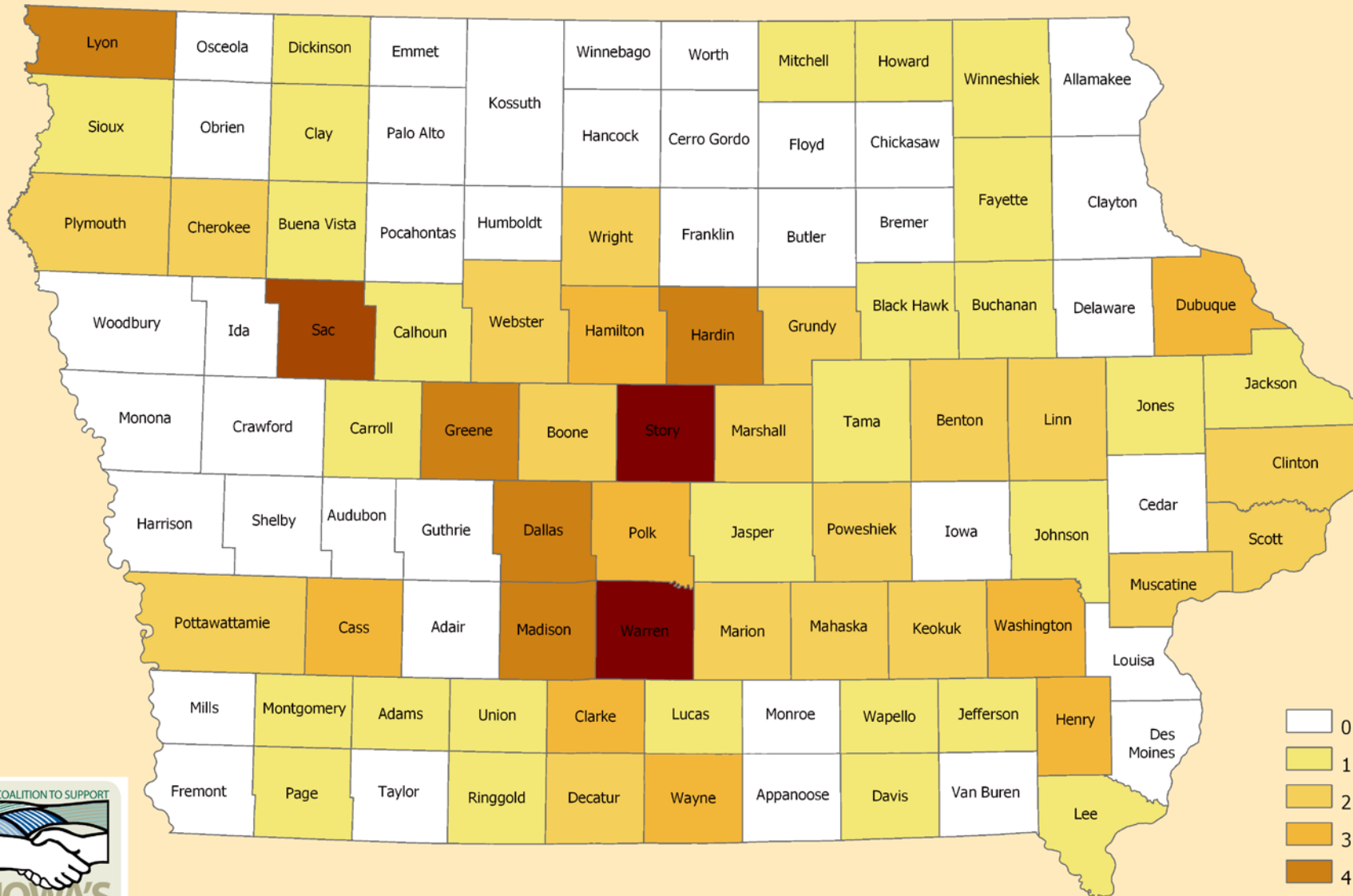
Nominate your Neighbor at www.supportfarmers.com



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Good Farm Neighbor Awards by County



May 2017

Tremendous opportunities...

But there are challenges...



- CSIF plays a big role in maintaining a positive outlook in Iowa agriculture
- We all need to work together and focus our efforts on growing the livestock industry in Iowa

The Coalition is here to help all livestock farm families...

- Develop a plan for growth
- Siting new barns
- Open feedlot compliance
- DNR/EPA inspections
- Improve neighbor relations
- Connect you to those that can help you!



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Stay Connected with the Coalition

- Website – www.supportfarmers.com
 - New farmer testimonials, upcoming events, new information and updates impacting farmers today
- E-TEAM Newsletter
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Questions?



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