

GREEN HORIZONS

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Carbon Credits: Now Money DOES Grow on Trees!

Jake Davis, Dogwood Carbon Solutions

Missouri's diverse forests provide significant economic opportunities in the wood products and tourism industries and for hunters and fishermen. Now, forest landowners can earn a new source of income from their forest landscape: payments for carbon stored by growing trees.

Forest landowners can gain access to the carbon market by enrolling in a new service provided by Dogwood Carbon Solutions, an enterprise that links Missouri forest and grassland owners with the emerging market for carbon storage (or carbon sequestration). Payments are made possible by Dogwood Carbon's relationship with the Chicago Climate Exchange (CCX).

Founded in 2003, the CCX is attempting to provide a market-based mechanism for reducing greenhouse gas emissions. Large-scale greenhouse gas producers (energy companies, paper mills, factories, etc.) voluntarily participate in the CCX as carbon credit buyers. These companies look to landowners, farmers and other carbon sequestering projects as carbon credit sellers to offset greenhouse gas emissions. Carbon credits are traded between buyers and sellers on the Chicago-

based CCX much like soybeans and pork bellies are traded on the Mercantile Exchange.

"Missouri's forestlands are one of the most valuable carbon storage buys on the market," says Dogwood Carbon's Jake Davis. "On a per acre basis, Missouri forests owners are in a solid position to earn a significant amount of income from the carbon credit trading system." (cont. pg 2)

Eastern Redcedar: Challenge or Opportunity?

Workshop Aug. 9-11, 2007 - Springfield, Mo.



Eastern redcedar is already a \$60 million dollar industry in the U.S. with a rapidly expanding national market.

Missouri has the fourth largest eastern red cedar (*Juniperus virginiana*) resource in the U.S., and demand is increasing rapidly along with prices. University of Missouri Center for Agroforestry market research has determined that red cedar is already a **\$60 million dollar industry** in the U.S. with a rapidly

expanding national market for an undervalued and abundant local natural resource. While it is a common tree found in Missouri forests, eastern red cedar is often regarded as a "trash" tree and not a marketing opportunity. The Center's research, including an in-depth market analysis of the industry, is helping lay the groundwork for Missouri and surrounding states to capitalize on this undervalued and underutilized resource and is stimulating development of value-added opportunities to expand the scope and economic impact of the industry.

"Like other opportunities in agroforestry, landowners ask 'How much money can you make?' and 'Where do you sell it?'" said Michael Gold, associate director, University of Missouri Center for (cont. pg. 3)

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Carbon Credits: Now Money DOES Grow on Trees! (cont. from pg 1)

At this time, eligible timber stands include trees that have been planted since 1990 or reforested areas through natural regeneration. Forest landowners are paid through a formula based on species and age of their timber stand multiplied times the price of carbon on the CCX.

- *Missouri hardwoods currently average \$18 per acre, per year.*
- *Pines and softwoods younger than ten years old are currently worth \$9 per acre, and pines planted since 1990 but older than ten years are worth \$30 per acre.*
- *Participants will be paid once per year and the price will move slightly up and down dependent upon the price of carbon.*
- *Dogwood Carbon deducts their brokerage fee (10% of the annual contract amount to cover trading costs) from the annual payment.*

In the next four to six months, uneven-aged management, timber stand improvement and other sustainable forest practices are all expected to become eligible for certification and participation.

Dogwood Carbon certifies that the forests are eligible through a three-step process:

- Plat maps to document ownership of a given tract of land, including the legal land description of the tract (Township, Range, etc.)
- A forest management or stewardship plan (documents for the Tree Farm System or Conservation Reserve Program are sufficient), and
- Documentation of the number of trees planted (such as a receipt from a nursery or cooperating forester).

Dogwood Carbon is currently enrolling landowners with contracts through December 31, 2010. For forest landowners with trees or reforested tracts planted before 2003, Dogwood Carbon can sell 2003, 2004, 2005 and 2006 credits as well. This would command an enhanced five-year payment for the first year of participation.

Because the CCX system is voluntary, participants are eligible for both government program payments and carbon credit payments. The Dogwood Carbon contracts stack perfectly upon existing payments through the Conservation Reserve Program, Environmental Quality Incentive Program or Missouri Tree Farm Program.

Dogwood Carbon's staff is ready to assist landowners in gaining access to these payments says Davis. "We're off and

running, and we're seeing a lot of excitement in the opportunities for an additional income source for Missouri's forest landowners."

To learn more or to enroll in Dogwood Carbon Solutions' carbon credit system, please call Jake Davis at 573-808-2559 or e-mail Jake at dogwoodcarbon@gmail.com. Visit Dogwood Carbon online at dogwoodcarbon.com. To learn more about the Chicago Climate Exchange, visit chicagoclimatex.com.
GH

"Missouri's forestlands are one of the most valuable carbon storage buys on the market," says Jake Davis, Dogwood Carbon. "On a per acre basis, Missouri forests owners are in a solid position to earn a significant amount of income from the carbon credit trading system."

Participant Profile: Joe Heckemeyer

Joe Heckemeyer is a diversified family farmer from Scott County in the Missouri Bootheel. In 1990, he planted 430 acres of loblolly pine and 170 acres of mixed hardwoods on former cropland through the USDA's Conservation Reserve Program. He recently signed a contract for carbon credit certification with Dogwood Carbon. Because of their age, Joe's pines are worth \$30 per acre at current carbon prices and hardwoods are worth \$15 per acre. This year, he will receive an enhanced payment for 2003, 2004, 2005, 2006 and 2007 for all of his enrolled acres. He will also receive annual payments in 2008, 2009 and 2010.



In addition to the income from selling his pine straw, in 2007 Joe Heckemeyer will receive an enhanced payment of \$69,525 (that includes back payments for 2003, 2004, 2005, and 2006 less 10% brokerage fee). He will then receive an annual payment of approximately \$15,450 through 2010, depending upon the current carbon market prices.

Eastern Redcedar: Challenge or Opportunity? Workshop Aug. 9-11, 2007, Springfield, Mo. (cont. from pg 1)

Agroforestry. "Even though we know cedar is bought and sold, we didn't have the data to answer those questions with certainty, so that's why we conducted the market analysis and why we continue to understand and identify opportunities for redcedar."

Gold attributes the industry's projected growth to the expanding list of uses for redcedar products. "From mailbox posts and mulch to novelty gifts and paneling, the list keeps growing," he said. "Many high-value products can be produced from small-diameter stock, and cedar's natural rot and insect resistance makes it an attractive substitute for pressure-treated lumber products, especially now that chromated copper arsenate (CCA) is no longer in use."

Working with fellow researchers and stakeholders, the Center is initiating additional research to explore the phytochemistry of eastern red cedar to create markets for additional value-added products, including mulch, cedar oils and pet bedding.

Eastern Redcedar: Challenge or Opportunity? **Aug. 9-11, 2007 - University Plaza Hotel, Springfield, Mo.**

A collaborative effort by a diverse group of researchers and stakeholders, the "Eastern Red Cedar: Challenge or Opportunity" workshop brings together landowners, foresters, and the redcedar industry to learn how to manage and market this often-maligned native tree species. Workshop topics include growth and management; log grading; pruning and thinning stands; insects and diseases; marketing; mechanical harvesting and a portable sawmill demonstration.

Workshop Sponsors:

Southwest Missouri RC&D, Great Plains Society of American Foresters, Missouri Society of American Foresters, Missouri Department of Conservation, University of Missouri Forestry Department, University of Missouri Center for Agroforestry, Kansas Forest Service, Kansas Forest Products Association, Missouri Forest Products Association, Nebraska Forest Service, Kansas State University Extension, Oklahoma State University Extension, and University of Missouri Extension.

Registration:

Registration fee of \$75 per person (does not include lodging) is due with payment by July 13, 2007 (postmarked). There will be an additional late fee of \$10 for all registrations postmarked after July 13, 2007. Send completed registration form by mail with check, cash or money order to: Redcedar Conference, Southwest MO RC&D, 283 US Hwy 60, Republic, MO 65738. A brochure and registration form is also available online at: www.centerforagroforestry.org

Booth space is available for exhibitors for a fee of \$50. To make arrangements, contact Skip Mourglia by email at skip.mourglia@mo.usda.gov; or by phone at (417) 732-6485, Mon-Fri.

Questions:

If you have any questions regarding registration or require special services, please contact the SW Missouri RC&D office at (417) 732-6485. Conference qualifies for 10 Society of American Foresters CFE credits.

Lodging:

The workshop will be held at the University Plaza Hotel located at 333 John Q. Hammons Pkwy in Springfield, Mo. Contact the hotel directly to reserve your room at (417) 864-7333. Mention you are with the Eastern Redcedar Workshop to receive the special rate of \$90 single or double occupancy. The block of rooms at this rate will be held until July 10, 2007. After this date, room availability and rates are subject

to change, so call early to reserve your room. There is a Holiday Inn Express within walking distance of the workshop at 111 East St. Louis St.; ph. (417) 862-0070. No special workshop rate has been arranged with this hotel.

Workshop program is available online at: www.centerforagroforestry.org. If you have questions regarding the conference program, please contact Craig McKinley, Oklahoma State Forestry Extension at (405) 744-8065 or email craig.mckinley@okstate.edu. **GH**

Eastern Redcedar: Challenge or Opportunity? **Aug. 9-11, 2007, University Plaza Hotel, Springfield, Mo.**

REGISTRATION FORM: (return with payment)

Optional FREE Spouses Tour: Ozark Treasure Hunt! After breakfast on Friday morning, take advantage of a guided tour to some of the area's best antique stores and weekly swap meets. Please indicate how many will attend on the registration form.

Pre-Registration Form:

Name: _____

Preferred Name on Nametag: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____

Organization (if any): _____

Registration per person **\$75** \$ _____
(Includes Fri/Sat. plated breakfast, Friday lunch, and all workshop materials)

Late Registration (postmarked after July 13, 2007) **\$85** \$ _____

Thursday (Aug. 9) Field Trip per person **\$10** \$ _____

Spouses Tour (indicate how many will attend _____) Free

Total: \$ _____

Method of Payment: (We accept checks, cash or money orders only.)

___ **Payment enclosed by check** (Make check payable to SWMO RC&D)

___ **Payment enclosed by cash**

___ **Payment enclosed by money order**

Mail completed pre-registration form with payment to:

Redcedar Workshop
Southwest MO RC&D
283 US Hwy 60
Republic, MO 65738

“You’re Never Too Old”: Reflections on the 2007 Woodland Owners Conference

Missouri Tree Farmer of the Year **Richard Boyt** was the featured speaker at the 2007 Missouri Woodland Owners Conference, held in February in Columbia, Mo. Richard and Libby Boyt have been Missouri Tree Farmers for 35 years. Their 715-acre farm in Neosho, Mo., is a testament to sustainable forestry.

You’re Never Too Old

Hank Stelzer and Richard Boyt

This was my fifth year serving as coordinator for Missouri’s annual Woodland Owners Conference. And I must admit, during the awards luncheon my mind was drifting off to all the “small stuff” that coordinating an event like this entails. But, I could not wander very far because of the words our Missouri Tree Farmer of the Year, Mr. Richard Boyt, was speaking.



Above: Richard Boyt, the 2007 Missouri Tree Farmer of the Year, shares his passion for trees at the annual Woodland Owners Conference in Columbia, Mo.

Below: Richard’s sketch of Libby, his wife of 58 years, who was unable to attend the conference.

Richard and Libby Boyt have been Missouri Tree Farmers for 35 years. Their 715-acre farm in Neosho, Mo., is a testament to sustainable forestry. A major part of their activity has been planting tens of thousands of walnut seeds and seedlings, building ponds for water containment and erosion control and timber stand improvement — which continues today.

My dad always said that experience was the best teacher. Not only did Richard share his years of experience, but his intense passion for being the best steward in his corner of the earth that he could be. I have attended a lot of meetings over the years, but I cannot remember a single one that generated the spontaneous standing ovation this one so richly deserved.

Richard said he was a teacher. In my opinion he still is. Like all good teachers, Richard wrote down what he wanted to share with attendees that day. And with his permission, here are some of those shared words:

“I confess that I am mystified why Libby and I were chosen to receive this award. There are so many of you who have achieved so much more than we have. ... I suspect that Libby and I were chosen because we are so old we would be leaving soon. Well, I have news for them. I have every intention to attend this conference in future years and to applaud you when you stand here where I stand.

In the meantime, I intend to plant trees; as many as I have the time and energy to plant. There is a saying, “Young men plant turnips. Old men plant trees.” Perhaps as we grow older we feel the need to leave something lasting behind that shows that we cared.

“The Gift of Green” is that wonderful substance we know as chlorophyll. It is found in nearly all plant life and even today continues to use energy from the sun to convert global-warming carbon dioxide into the very oxygen we breathe and biomass we can use in many ways. It is a gift we must pass on to the future.

I must admit that there is nothing much we can do as individuals to solve the growing problem of global warming due to increasing concentrations of greenhouse gases in our atmosphere. It is as if we would try to bail out the oceans with a teaspoon. Yet, is it not better to light one small candle than to simply curse the darkness?

So, today I bring with me 20 sacks of 50 nuts each from the finest two walnut trees I have so far found on the farm. The best tree is 25 inches in diameter and rises nearly flawless for 40 feet. Each sack should produce about 10 seedlings. If planted in good deep soil, and with luck, one might make a fine tree in a hundred years or so. Trees are our gift of green to future generations.”

- Richard Boyt, Missouri Tree Farmer of the Year

Preserving the Family Forest: Insights on Forest Planning

Editor's Note: *Kirk Fine is a Certified Financial Planner Practitioner, CFP® in Kansas City as well as a Tree Farm and Walnut Council member with a tree farm in Benton County, Mo. David A. Watson, CLU, ChFC, RHU, REBC is a Chartered Financial Consultant in St. Louis, as well as an owner of a 300 acre Tree Farm in Howard County and a Tree Farm member. In addition to these individuals, Larry Godsey, MU Center for Agroforestry economist, will provide his timber tax expertise. Landowners wishing to see a particular estate or tax planning topic discussed in future GH issues, or be an anonymous real-life example, please contact Hank Stelzer at stelzerh@missouri.edu or (573) 882-4444.*

Preserving the Family Forest

By Kirk Fine, Certified Financial Planner, Tree Farm and Walnut Council member

I have just returned from the 2007 Woodland Owners Conference in Columbia. As has been the case each year, I leave rejuvenated and ready to implement many of the practices I learned and go to work on my farm. I think this is the feeling most of the attendees have when they leave. The other great part of attending the conference is the chance to rekindle friendships with landowners and professionals that I have met over the years as well as the opportunity to share tricks of the trade with new acquaintances.

One recurring theme that I have seen at each of the past three conferences has been that of a concern for the sustainable future of Missouri's private farms and forests. The hard work that many landowners have expended through timber stand improvement (TSI) and wildlife improvement practices on the hundreds of thousands of acres of privately owned forestland throughout the state may be merely a generation or two from extinction. This concern was certainly evident again this year as we had presenters discussing the Forest Legacy Program and the use of conservation easements as strategies for maintaining the forest you have developed well into the future, if not in perpetuity.

As a Tree Farm member, I am concerned when I see a 500-acre woodland that has taken years (if not decades in the case of us weekend woodland warriors) to bring back a neglected forest into a sustainable and productive tree farm, suddenly split into multiple parcels and sold off by heirs that have no interest in maintaining the property as the landowner had during his lifetime. This situation happens all the time and in the future it will be a real threat to the forest industry, wildlife habitat and environmentally sensitive areas as sprawl and growth from metropolitan areas create a financial temptation too great for some to pass up.

As a Certified Financial Planner Practitioner specializing in

estate planning, I have a professional curiosity about how senior landowners feel about what will happen to the property and all of their hard work at their death. Second or later generation Tree Farm members express a concern about having to split inherited property among siblings or other relatives (bloodsuckers as one attendee put it) that do not share the same passion they do for maintaining the property as a tree farm. I have spoken with many landowners over the past three years and without exception, each has echoed the above concerns. I thank each of the attendees that have shared their concerns and stories with me in helping create this article.

What can be done and what strategies are available to the landowner to help keep the property in production and not risk creating dissension among the heirs for years to come? That's a very hard and complicated question to answer and certainly one that must be dealt with on an individual basis based on your specific goals and objectives.

Upon Hank's invitation, I and fellow woodland owner, David Watson, will become regular contributors to Green Horizons on estate planning and related topics. We will cover various strategies through hypothetical scenarios based upon discussions with woodland owners. It is our hope that these articles, along with presentations by experts at future events and workshops, will provide each of you with enough information to begin the process of protecting your legacy in the way you see fit. **GH**

Do you have timber, nuts, fruits, botanicals, native plants, mushrooms or other alternative agricultural products on your land to sell?

Missouri Exchange Workshop

July 19, 2007 - 9 a.m. to 3 p.m. - Columbia, Mo.

Do you have alternative agricultural products on your land to sell? Are there Missouri-grown products you are looking for but can't find? Land and forest owners and natural resource professionals are invited to learn how to post value added products for sale on the new Missouri Exchange web site (and how to purchase Missouri-made agricultural items) at the **Missouri Exchange Workshop** on July 19 at the University of Missouri campus, Columbia, Mo. Membership to Missouri Exchange is free (*all you have to do is register*) and allows users to network with other buyers/sellers of a diverse range Missouri agricultural products and native plants.

Workshop speakers will address using the site and tips for timber harvest, nut crops, specialty mushrooms and more. Educational booths from Missouri land and forest owners and a local-foods lunch will also be featured, with opportunities for networking with other growers or potential buyers. Registration is free, but limited to 60 participants and required by **July 10, 2007**. To register, contact Julie Rhoads, Events Coordinator, at (573) 882-3234; or email rhoadsj@missouri.edu. **See story, page 8.**

Workshop hosted by the University of Missouri Center for Agroforestry with funding from the USDA Sustainable Agriculture Research and Education program.

Midwest Forest Industry Show to showcase sawmill, logging and manufacturing - May 11-12, 2007, St. Charles, Mo.



One of the nation's largest showcases of sawmill, logging, pallet and related manufacturing equipment, supplies and services – the Midwest Forest Industry Show – is May 11-12, 2007,

at the Family Arena in St. Charles, Mo.

The biennial Midwest Forest Industry Show consistently draws a large, quality audience of the forest products industry's key personnel and customers. Just minutes from the St. Louis Lambert International Airport, the St. Charles Family Arena is easily accessible to exhibitors and attendees from throughout the United States and key foreign markets.

The 2007 show offers over 200,000 square feet of exhibit space, displays and active demonstrations. The region boasts 9,868

wood products companies and 393,573 loggers and wood products professionals. New events at the 2007 show include an equipment auction. Educational sessions will be offered throughout the show.

Participants can also explore St. Charles, one of the oldest river settlements in America. St. Charles offers attractions including the site of the first Missouri state capitol and several residences, restaurants and shops in a historic atmosphere.

For information on the 2007 Midwest Forest Industry Show, contact the Missouri Forest Products Office at (573) 634-3252. Additional information, including a brochure and registration form, is available on the Missouri Forest Products Association web site at www.moforest.org. **GH**

The Bid Box: A Look Back

Hank Stelzer

One day as I was electronically strolling through the Green Horizons archives I came across several "Bid Sheets" (forerunner to the present-day "Bid Box"). And while I'm sure I had something better to do, I decided to gather up all of these sale notices that we have published over the years and see if any patterns emerged.

Based upon the species involved, I grouped the sales into three categories:

Species	Number of Sales	Average number of bids per sale	Average percent of the highest bid over the lowest bid
Walnut	8 sales	8	80%
Red and White Oaks, with some Walnut	6 sales	7	130%
Mixed Oaks	8 sales	5	220%

It is interesting to note that the average price spread increased as species value declined. In a way that should not be surprising given the fact that a walnut buyer better know his or her business in buying top-shelf timber.

Now before I get my logging friends mad at me, let me caution woodland owners that these are averages. For any given sale, some spreads were narrower and yes, some were wider. The quality of your timber is a big driver. Do not expect a 220% spread between bids for your dead and dying black and scarlet oaks.

So, you might be asking yourself, "Okay, quality aside, how can there be such a wide spread for the same bunch of trees?"

Trees are only worth what someone is willing to pay and many factors go into a particular buyer's bid. How far away are your trees from the buyer's mill? How accessible are your trees with his equipment? How bad does the buyer need your particular trees to satisfy his particular orders? How many restrictions are you placing upon the harvest? These are just a few of the factors (besides the more obvious ones like current market prices) that are wrapped-up into any given bid.

All of these factors should convince a landowner even more to know what you have to sell and seek competitive bids. The only way to determine what someone will pay is to test the market! **GH**

Conferences and Resources



National Tree Farmer Convention

**Oct. 11-14, 2007
Madison, Wis.**

Hosted by the American Tree Farm System, the 14th 2007 National Tree Farmer Convention is themed: "Great

lakes. Great forests." The convention will be held in Madison, Wisconsin, at the Monona Terrace Community and Convention Center.

Registration: Visit the American Tree Farm web site at www.treefarmssystem.org for updated conference information, or call: (202) 463-2462.

Lodging: Conference rates have been secured at the Hilton Madison Monona Terrace. Call (866) 403-8838 to make a reservation (be sure to mention the National Tree Farmer Convention) or make lodging reservations online: www.hilton.com/en/hi/groups/personalized/msnmhfh_tree/index.jhtml (This is a direct link to the conference lodging reservation site.)

Ozark Chinquapin Field Tour: May 22, 2007

**9:30 - 12 noon
Family Life Center
200 E. 5th Street
Cassville, Mo.**

Learn how you can help the efforts to rescue Ozark Chinquapin, Missouri's only native chestnut tree. Field tour meets at 9:30 at the Family Life Center, 200 E. 5th Street, Cassville, Mo.

The day includes a presentation by Paul Sisco, American Chestnut Foundation science coordinator, followed by a field tour to a local ozark chinquapin research site. Male flowers will be in bloom.

To register, contact Skip Mourglia, Southwest Missouri RC & D, (417) 732-6485; or email skip.mourglia@mo.usda.gov.

Sponsored by the American Chestnut Foundation and USDA NRCS Southwest Missouri RC & D.

Resources for Storm-Damaged Trees

Since we ran our article on dealing with weather-damaged trees last summer, Missouri forestland and homeowners alike have seen more than their fair share of Mother Nature's bad side. From the St. Louis wind and ice storms, to southwest Missouri's crippling ice storm, many landscape trees and high-value hardwood plantations have been affected. In response, Forestry Extension has published MU Guide G6867, "**First Aid for Storm-Damaged Trees.**"

The guide contains quick tips for helping assess the damage and determine the best way to treat it. In addition, it illustrates the correct way to prune a damaged branch and implores everyone NOT to top their trees. But, above all, the guide reminds you to be patient, be safe, and don't fall victim to a scam.

Helpful, related publications are:

- *MU Guide Sheets G1958, "Felling, Bucking and Limbing Trees";*
- *G1959, "Basic Chain Saw Safety and Use";*
- *and G6866, "Pruning and Care of Shade Trees."*
- *The Missouri Department of Conservation has a pruning tip sheet, F00071, "Basic Pruning Guidelines."*



The topped trees on the right in this Buffalo, Mo., neighborhood did not fair well in this winter's ice storm, while the un-topped tree in the background will provide plenty of cool shade this summer.

From honey to timber: Missouri Exchange online marketplace broadens opportunities and shows quick growth

Rachel McCoy
University of Missouri Center for Agroforestry

From honey to homemade soap, and medicinal herbs to timber and native plant seeds, Missouri's land and forest owners offer a tremendous variety of value-added agricultural products. A new online marketplace, launched in January of 2007, is helping connect buyers and sellers of these products faster than you can say "wild bergamont."



As part of its mission to enhance sustainable income opportunities for family farms, the Center for Agroforestry teamed up with Grow Native! (a joint program of the Missouri Department of Conservation and the Missouri Department of Agriculture) to bring together buyers and sellers of Missouri-grown products with an innovative, free Web site. The site, called Missouri Exchange, is an online marketplace that allows producers to post products for

sale -- and buyers to list products they are looking for -- at no charge to the user. Generating a list of more than 110 members in less than three months, Missouri Exchange is rapidly expanding producers' markets.

"The site is broadening marketing opportunities for Missouri producers who specialize in niche market products," said Larry Godsey, economist, University of Missouri Center for Agroforestry. "One great thing about Missouri Exchange is that you don't have to be a big producer to participate. That's the whole point of this. We want small growers, too."

Local products in a global market

Products on the site include locally grown mushrooms, nuts and herbs; native plants; greenhouse plants; decorative woody florals; specialty wood products and timber products. "The online market is the fastest growing market area," Godsey said. "It's convenient, and the Internet provides immediate access to the information. Producers who list merchandise on the Web site have unlimited access to potential buyers throughout the state, throughout the country, even around the world."

Penny Frazier, co-owner and developer of Goods from the Woods, a native plant product and botanicals producer in the Ozark region of Missouri, is hoping Missouri Exchange will help connect her organic products to a range of buyers, especially in

urban areas. As consumer interest in certified organic products rises, Goods from the Woods receives requests for organic native plant materials that are difficult to find in adequate quantity. "Last year, we needed three times the hickory nuts than we could source. It is very hard to find a method for communicating about these plant products, but Missouri Exchange can be a key component in linking producers to urban markets and manufacturers.

"Everyone knows that the small rural producer's link to urban markets is one of the largest challenges to building a stable, sustainable rural community and capturing resource dollars for rural areas," said Frazier. "The site offers a perfect blended venue for those of us whose interests merge agriculture, forestry and non-timber forest products. It can also result in a greater understanding of the increasing value of native plant materials, especially organics."

Creating the perfect match

Buyers and sellers who wish to use www.missouriexchange.com must register on the site and can provide the level of contact information they choose. For example, a grower may post a phone number, an e-mail address, a short biography and a photograph of his or her farm. Others may list only the items they are selling or looking to buy and an e-mail address. No sales are made via the Web site, but once a potential buyer or seller locates the products they are seeking, information can be easily exchanged through email or by phone to enable transactions to occur between parties.

The site is designed to be quick and convenient. Registered buyers can browse offers to sell posted by sellers, and then contact the seller through the form provided. The seller will handle the buyer's offer directly. If a buyer doesn't find what he or she is looking for, a request to buy can be posted. At any time, the online directory of products offered can be searched.

"In comparison to sites that handle direct transactions, Missouri Exchange places a great deal of freedom and control in the hands of the buyers and sellers," said Ina Cernusca, market research specialist, University of Missouri Center for Agroforestry. "The site can provide detailed information to precisely match the needs of a producer to a buyer, and vice versa -- but this is dependent on users listing offers about their products (offers to sell), or those products they wish to buy (requests to buy) in addition to the directory page and making them as clear and specific as possible."

Once registered, sellers of agricultural products can post offers to sell using
(cont. pg 10)



Wildlife Enhancement - Diversifying Farm Income through Agroforestry and Lease Hunting: An Agroforestry Workshop, May 5, 2007



All agricultural actions performed on the land influence wildlife habitat. When the five practices of agroforestry are applied – windbreaks, riparian forest buffers, silvopasture, forest farming and alley cropping – many benefits can be provided to a farm, such as improved water quality, soil stabilization and income opportunities from niche agricultural products. These practices may also help land and forest owners make decisions that are better able to accommodate the needs of a variety of wildlife species and create environmental sustainability.

The University of Missouri Center for Agroforestry, founded in 1996, works to develop the sound science behind combinations of agricultural and forestry practices that achieve a more diverse, sustainable agricultural system. This collaborative effort is uncovering new information about the wildlife benefits of agroforestry practices, including options for alternative income from lease hunting – especially for mourning dove and bobwhite quail.

In Missouri, mourning doves (*Zenaid macroura*) offer an abundant and economically valuable resource for landowners. By providing favorable feeding areas within agroforestry plantings such as alley cropping, landowners can derive annual economic benefits from lease hunting of mourning doves. The Missouri Department of Conservation manages approximately 5,000 acres specifically for doves (89 areas total), with hunters requesting more hunting areas each year. There are approximately 40,000 dove hunters in the state; a figure translating to \$5 million in expenditures.

Bobwhite quail are another valuable wildlife resource, with 426,590 quail harvested during Missouri's 2003–04 season. This figure may

sound large, but during the 1969-70 season, 4 million birds were taken. Disappearing habitat appears to be the main reason behind dwindling quail numbers. Agroforestry, again, may offer opportunities to add or enhance quail habitat on agricultural lands.

Landowners and natural resource professionals are invited to attend a workshop on **Saturday, May 5**, addressing the components and benefits of agroforestry practices on wildlife habitat. Titled "**Diversifying Farm Income through Agroforestry and Lease Hunting**," the workshop is sponsored by the University of Missouri Center for Agroforestry and the Missouri Department of Conservation and will be held at the MDC James A. Reed Memorial Wildlife Area in Lee's Summit. Additional topics include the biology of dove and quail, and their connection to agroforestry; dove shooting field management; cost-share programs; lease hunting and timber production. A tour of selected areas of the James A. Reed Memorial Wildlife Area is planned for the afternoon.

Registration is free, but the workshop is limited to 30 participants. Registration deadline is Friday, April 27, 2007. To register, or for more information, contact Dusty Walter, UMCA Technology Transfer Specialist, at (573) 884-7991; or by email: WalterD@Missouri.edu. Additional information is available at: www.centerforagroforestry.org.

Agroforestry Workshop: Diversifying Farm Income through Agroforestry and Lease Hunting - Saturday, May 5, 2007
9 a.m. to 4 p.m.

Location: James A. Reed Memorial Wildlife Area (JARMWA)
Missouri Department of Conservation
Lee's Summit, Mo

Sponsored by: The University of Missouri Center for Agroforestry and The Missouri Department of Conservation

Community Forestry - What is a Rain Garden?



Homeowners in many parts of the country are catching on to rain gardens – landscaped areas planted with wild flowers and other native vegetation that soak up rain water, mainly from the roof of a house or other building. The rain garden fills with a few inches of water after a storm and the water slowly filters into the ground, rather than running off to a storm drain. Compared to a conventional patch of lawn, a rain

garden allows about 30% more water to soak into the ground.

Does a rain garden form a pond?

No. The rain water will soak in so the rain garden is dry between rain-falls.

Are they a breeding ground for mosquitoes?

No. Mosquitoes need 7 to 12 days to lay and hatch eggs, and standing water in the rain garden will last for a few hours after most storms. Mosquitoes are more likely to lay eggs in bird baths, storm sewers and lawns than in a sunny rain garden. Also, rain gardens attract dragonflies, which eat mosquitoes!

Do they require a lot of maintenance?

Rain gardens can be maintained with little effort after the plants are established. Some weeding and watering will be needed in the first two

years and perhaps some thinning in later years as the plants mature.

Is a rain garden expensive?

It doesn't have to be. A family and a few friends can provide the labor. The main cost will be purchasing the plants, and even this cost can be minimized by using some native plants that might already exist in the yard or in a neighbor's yard.

Where can I get more information?

You can go online and get a PDF copy of the excellent publication, "**Rain Gardens: A How-to Manual for Homeowners**" from the Wisconsin Department of Natural Resources. The link is www.dnr.state.wi.us/org/water/wm/dsfm/shore/documents/rgmanual.pdf

If you do not have online access, call the Wisconsin DNR at (608) 266-2621; or write to them at 101 S. Webster Street, PO Box 7921, Madison, WI 53707-7921. Ask for publication PUB-WT-776 2003. **GH**



Raingardens use water-loving native plants to slow down storm water runoff and allow it to percolate into the ground rather than feed swollen neighborhood creeks.

Missouri Exchange links buyers, sellers from timber to honey (cont. from pg 8)

product categories provided on the Web site. They can view requests to buy posted on the site and contact potential buyers using the forms provided. By joining the online directory of members in Missouri, a seller can provide additional information about their company, post photos and create a link to their Web page. Contact information is kept secure through the registration process and the creation of personal accounts.

In 2006, Grow Native! partnered with the MU Center for Agroforestry to develop the site. Funding for the Missouri Exchange site is provided by a grant from the Federal State Marketing Improvement Program (FSMIP), funneled through the Missouri Department of Agriculture. FSMIP, funded by annual appropriations to the USDA Agricultural Marketing Service, provides matching funds to state agencies to explore new market opportunities for U.S. food and agricultural products.

“It’s a very user-friendly site,” said Tammy Bruckerhoff, marketing and business development specialist for Grow Native!. Grow Native!’s charge is to restore the state’s biodiversity and increase awareness of native plants and their uses. “We frequently receive requests for places to buy native seeds and plants. Now, buyers can check this Web site for sources.”

Expanding to quality standards and education

The Missouri Exchange site includes product lists and a directory of members. Buyers and sellers can post feedback, ask questions, make offers for products or recommend items to friends. Producers can change prices and update offerings immediately.

Product information will be available to buyers and sellers, including that which may help establish quality standards for niche industries. “A broader market will help provide additional income opportunities for small farmers and landowners. We hope to use feedback from market participants to identify quality standards for products,” Godsey said. “Small niche markets often lack quality standards. We hope to post information that can help serve people who wish to participate in those small markets.”

Paul Gustafson, Sni Valley Seed Company, Centerview, Mo., has several product listings on Missouri Exchange, specializing in native wildflower seed production. The company is a project Gustafson is leading with plant science students at Grain Valley High School, with a vision to expand into live plant sales.

“Missouri Exchange gives us exposure as to what our small, but viable, business does and offers,” said Gustafson. “The one-stop shopping feature makes it a centralized place for everyone to see the niche markets in the state – and hopefully will boost our efforts to improve our plant science program.”

Godsey said the Web site would be closely monitored for appropriate postings and up-to-date information. “If something has been posted for 60 days, we will contact (the seller) to make sure it is still available,” he said. “Our hope is it will highlight the diversity of products that can be grown in Missouri.”

Missouri Exchange Partners:

The University of Missouri Center for Agroforestry is one of the world’s leading centers contributing to the scientific understanding of agroforestry. Linked with the Center’s solid science and research programs are several key collaborations and partnerships with landowners, natural resource professionals, federal and state agencies and non-profit organizations. Through these relationships, UMCA and its partners are producing an expanding list of positive outcomes for landowners, the natural environment and society as a whole. One of the Center’s primary goals is to create new income opportunities and markets for farm and forest landowners.

Grow Native! is a joint program of the Missouri Department of Conservation and the Missouri Department of Agriculture. Its objectives include helping protect and restore the state’s biodiversity by increasing conservation awareness of native plants and their effective use through partnerships among private industry, non-profit organizations, government agencies and landowners. **GH**
(See page 5 for details on the Missouri Exchange workshop, July 19.)

“Everyone knows that the small rural producer’s link to urban markets is one of the largest challenges to building a stable, sustainable rural community and capturing resource dollars for rural areas ... Missouri Exchange can be a key component in linking producers to urban markets and manufacturers.”

- Penny Frazier, Goods from the Woods native plant products company, Ozark region of Missouri



Visit www.missouriexchange.com to buy or sell Missouri-grown agricultural products.

Learn more at the Missouri Exchange Workshop, July 19, in Columbia, Mo. See page 5 for details.

The Back Page

Missouri Woodland Steward Now Online!

MU Extension's popular Missouri Woodland Steward Short Course is now available online as an independent study course through the Center for Distance and Independent Study.

- *For your \$100 course registration fee, you will receive a set of four, high-quality DVDs containing six hours of instruction from professionals and landowners who are actively managing their woodlands;*
- *Supporting publications from the Missouri Department of Conservation and MU Extension;*
- *Easy-to-follow online instructions.*
- *You will have access to a secure, online bulletin board to ask questions, post pictures and discuss topics with our professional staff and other course participants.*

Upon completing the indoor segment, we will invite you to take a "Walk in the Woods" with a professional forester

or private land conservationist and see first-hand some of the practices introduced during your at-home sessions.

To register for the course, visit: www.cdis.missouri.edu.

A Fond Farewell

They say that all good things must come to an end. And a really good thing is coming to an end here at Green Horizons.

My co-editor and good friend, Rachel McCoy, is leaving and returning to her roots in northwest Missouri. A promotion for her husband — coupled with the opportunity for the McCoys to be closer to family — was too good a deal to pass up. Rachel brought to GH a journalistic professionalism that I will strive to maintain. On behalf of everyone associated with GH, I want to thank her for a job well done and best of luck in her future endeavors!

- Hank Stelzer

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Calendar of Events

May 5, 2007: Diversifying Farm Income through Agroforestry and Lease Hunting: An Agroforestry Workshop, Lee's Summit, Mo. Hosted by the University of Missouri Center for Agroforestry and the Missouri Department of Conservation, topics include dove shooting and field management, cost-share programs, biology of quail and dove and a tour of selected areas at the James A. Reed Memorial Wildlife Area in Lee's Summit. To register, contact Dusty Walter at (573) 884-7991; or email walterd@missouri.edu. **See additional details, page 9.**

May 11-12, 2007: Midwest Forest Industry Show, St. Charles, Mo. Sponsored by the Missouri Forest Products Association, this event is a showcase of the nation's sawmill, logging and related services industries. For more information, visit www.moforest.org; or contact the Missouri Forest Products Association at (573) 634-3252. See additional information, page 6.

May 22, 2007: Ozark Chinquapin Field Tour, Cassville, Mo. Learn how you can help the efforts to rescue Ozark Chinquapin, Missouri's only native chestnut tree. Field tour meets at 9:30 at the Family Life Center, 200 E. 5th Street, Cassville, Mo. The day includes a presentation by Paul Sisco, American Chestnut Foundation science coordinator, followed by a field tour to a local ozark chinquapin research site. Male flowers will be in bloom. **To register**, contact Skip Mourglia, Southwest Missouri RC & D, (417) 732-6485; or email skip.mourglia@mo.usda.gov. **For more information, see page 7.**

July 19, 2007: Missouri Exchange Workshop, Columbia, Mo. If you have timber, nuts, fruits, mushrooms, botanicals or other alternative agricultural products to sell -- or are looking for Missouri-grown products to buy -- attend this free workshop to learn about the Missouri Exchange online marketplace. Registration is required by July 10, 2007. To register, contact Julie Rhoads at (573) 882-3234; or email rhoadsj@missouri.edu. **See page 5 for details.**

July 29 - Aug. 1, 2007: National Walnut Council Meeting, Dubuque, Iowa. For more information, visit www.walnutcouncil.org.

Aug 9-11, 2007: Eastern Redcedar -- Challenge or Opportunity? Workshop, Springfield, Mo. Estimated to be a \$60 million industry, opportunities for eastern redcedar will be explored, in addition to marketing, production and management. See list of sponsors and registration information on page 3.

Oct. 11-14, 2007: National Tree Farmer Convention, Madison, Wis. Hosted by the American Tree Farm System, the 14th National Tree Farmer Convention features speakers, presentations and more. For registration information, visit www.treefarmssystem.org. See page 7 for additional details.

Mark your Calendar: The 5th Annual Missouri Chestnut Roast is Saturday, October 13th at the Horticulture and Agroforestry Research Center, New Franklin, Mo. Check *Green Horizons* and www.centerforagroforestry.org for details as they become available.