



Understanding Change

1998 Annual Report

Farm Foundation

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Farm Foundation's Mission

To improve the economic and social well-being of U.S. agriculture and rural people by helping private and public sector decision makers identify and understand forces that will shape the future.

Farm Foundation

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Chairman's Message

Change is apparent in all of Farm Foundation's priority areas. These changes are having significant social and economic impacts on farmers and ranchers, rural communities, agribusiness, government and private sector institutions, and rural citizens. Many farmers are examining the potential of joining integrated production/marketing systems. Rural communities are coping with a changing population base as immigrants fill many food processing industry jobs. Agribusinesses are restructuring to adapt to emerging global markets. Farm Foundation explores these changes and their implications for agriculture and rural communities.

I am particularly proud of Farm Foundation's efforts to help farmers and rural leaders understand the social and economic changes that are occurring in rural communities as growing food processing industries attract migrant and immigrant labor into rural communities. These changes upset traditional thinking about social and economic relationships, but they bring opportunities for increased understanding and economic growth. Farm Foundation's efforts to bring divergent interests together to explore these issues and opportunities are beginning to show results.

We are also working to increase our understanding of the new social environment facing production agriculture. Nonfarm rural residents are more reluctant to accept production practices that increase odors, produce dust or raise the possibility of pesticide drift, or other environmental hazards. These citizens are demanding

more local control of production practices which can create regulatory conflicts among local, state and national government agencies, and may cause economic hardships on certain sectors of agriculture. The future of U.S. agriculture depends in part on our ability to help communities resolve these conflicts in

ways that protect the environment while maintaining the economic viability of production agriculture.

Farm Foundation will continue to explore the range of issues evolving from these changes and the changing relationships in the agricultural and rural economies.

While Farm Foundation's programs

retain a U.S. focus, there is an increasing need to explore the international aspects of these issues. Some of the Farm Foundation activities involve exploring new research topics or areas. Others involve enhancing educational programming through extension and other delivery mechanisms. Still others provide the forum for dialogue on policy issues. Farm Foundation's niche is to stimulate industry, government, and academic representatives to explore the issues, directions of change, and implications. Many groups have particular stakes in various aspects of these issues. Farm Foundation remains committed to exploring the range of alternatives for dealing with the issues and providing for a more informed dialogue leading to better decisions in the public and private sector in this time of change.



Dan Smalley
Chairman of the Board

Managing Director's Report

Change continues to sweep agriculture. Swine producing areas are experiencing significant revamping in how business is transacted, who makes decisions and the efficient size of operating units. Traditional swine producers in the Midwest are being forced to compete with large-scale integrated operations in the Southeast and Southwest. Fresh fruit and vegetable distributors coordinate deliveries with production units all over North and South America. Food products cross the Atlantic and Pacific in both directions each day. Grain farmers have the technology, though not necessarily the information base, to match inputs with soil conditions every square meter. Businesses in rural towns can sell products around the world via the Internet.

Understanding and coping with change has been a constant theme of Farm Foundation programs for 65 years. While none of us can manage or control change, we can prepare ourselves for the future by understanding the forces of change and their consequences for agriculture and rural people. This has been a core objective of Farm Foundation programs since Alexander Legge and Frank Lowden gathered a group of their friends together one Chicago winter morning in early 1933 to examine what they could do to improve the plight of farmers caught in the middle of the Great Depression.



Walter Armbruster
Managing Director

This year a number of Farm Foundation programs have focused on helping farmers understand the new risk environment created by the policy changes contained in the 1996 farm bill. Some of our programs have targeted opportunities for rural value-added businesses made possible by emerging global markets. Others have helped agricultural scientists and other professionals have a better understanding of how they will fit in a changing agriculture and the areas in which they need to focus their work.

Farm Foundation approaches selected potential projects as a catalyst. We use our financial and human resources to initiate ideas and partner with a variety of individuals and organizations, public and private, to stimulate a better understanding of the forces of change working in agriculture and rural communities.

I hope this report of our programs over the past year sparks an idea you will share to help us continue our tradition of improving the economic and social well-being of U.S. agriculture and rural people by helping private and public decision makers identify and understand the forces of change that will shape the future.

The Organization

Farm Foundation is governed by a twenty-nine member board of trustees, which represents the broad diversity of U.S. agriculture and its related institutions. The current members are:

Officers

Dan Smalley, *Chairman of the Board*
William F. Kirk, *Vice Chairman of the Board*
Steve A. Halbrook, *Secretary*

Executive Committee

William F. Kirk, *Chairman*
Gary H. Baise
Emmett Barker
Kenneth R. Farrell
Allan R. Johnson
Dan Smalley

Finance Committee

William R. Gordon, *Chairman*
Richard L. Gady
Bernard L. Hardiek
Roderick N. Stacey

Audit Committee

Allan R. Johnson, *Chairman*
Nicholas C. Babson
Donald B. Villwock

Nominating Committee

Emmett Barker, *Chairman*
William R. Gordon
Kenneth L. Peoples

New Funds Committee

J. B. Penn, *Chairman*
Ed Dickinson
Owen J. Newlin
Donald E. Jacoby

Trustees

Nicholas C. Babson
Chairman of the Board & CEO
Babson Brothers Company
Naperville, IL

Gary H. Baise
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Emmett Barker
President
Equipment Manufacturers Institute
Chicago, IL

Paul G. Brower
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Gold Kist Inc.
Atlanta, GA

Drew R. Collier
Vice President and General Manager
Union Pacific Railroad
Omaha, NE

Ed Dickinson
Publisher
Progressive Farmer
Birmingham, AL

Kenneth R. Farrell
Vice President - Emeritus
University of California
Oakland, CA

Charles Fischer
Vice President - North America
Dow AgroSciences
Indianapolis, IN

Richard L. Gady
Vice President of Public Affairs
and Chief Economist
ConAgra, Inc.
Omaha, NE

William R. Gordon

President
Hancock Natural Resource Group, Inc.
Boston, MA

Bernard L. Hardiek

President
Worldwide Agricultural
Equipment Division
Deere & Company
Moline, IL

Milton Hertz

Hertz Farms
Mott, ND

Donald E. Jacoby

Vice President of Sales
Novartis
Minneapolis, MN

Allan R. Johnson

President
Farm Progress Companies
Carol Stream, IL

William F. Kirk

Senior Vice President
DuPont Agricultural Products
Wilmington, DE

Dean R. Kleckner

President
American Farm Bureau Federation
Park Ridge, IL

Ronald D. Knutson

Director, Agricultural and
Food Policy Center
Texas A&M University
College Station, TX

James R. Moseley

Jim Moseley Farms Inc.
Clarks Hill, IN

Bobby D. Moser

Vice President for
Agricultural Administration
The Ohio State University
Columbus, OH

Owen J. Newlin

Des Moines, IA

Jack C. Parnell

Government Relations Advisor
Kahn, Soares & Conway
Sacramento, CA

J. B. Penn

Senior Vice President
Sparks Companies, Inc.
McLean, VA

Kenneth L. Peoples

Chairman & CEO
The Peoples Group, Ltd.
Arlington, VA

Orion Samuelson

Agricultural Services Director
WGN Radio
Chicago, IL

Dan Smalley

Red Hill Farms
Guntersville, AL

Roderick N. Stacey

President
R. Matthew Neil and Company, LLC
Capitola, CA

Alan T. Tracy

President
U.S. Wheat Associates
Washington, DC

Ann M. Veneman

Secretary
California Department of Food
and Agriculture
Sacramento, CA

Donald B. Villwock

Villwock Farms
Edwardsville, IN

Farm Foundation employs a small professional staff to carry out its programs. Current staff members are:

Walter J. Armbruster

Managing Director

Steve A. Halbrook

Associate Managing Director

Toni Purves

Administrative Assistant

Sandy Young

Administrative Assistant

Operating Vision

Farm Foundation's Strategic Plan and Priority Area Action Plans provide a guiding vision for our mission to improve the economic and social well-being of U.S. agriculture and rural people. This vision articulates the objectives of our founders in the context of the 21st Century. We implement it by helping private and public sector decision makers identify and understand forces that will shape the future.

Vision and Values. Our vision is to enhance Farm Foundation's base as a widely recognized, objective and respected catalyst to increase the productivity and competitiveness of U.S. agriculture and improve the quality of life for rural people.

We pursue this vision by employing Farm Foundation's special strength in promoting understanding of relationships between natural resources, human capital, technology, institutions, and society. The Foundation's unique contributions are to stimulate economic and social sciences research on emerging topics, foster educational programs drawing on those research results, and encourage policy dialogue on the public and private sector issues involved.

Farm Foundation's board believes that agriculture and rural people are important and integral elements of our national economy and social structure. Moreover, those who work in agriculture and live in rural America continually face significant challenges

and changes. A profit-oriented market system relying upon individual honesty and integrity is the best means of making economic decisions. Government actions are appropriate to facilitate market operations, provide public goods, and allocate nonmarket resources. The development of human capital, technology, and institutions through education and research leads to improved decisions in the public and private sector and to long-term economic viability.

Program Strategy. Farm Foundation is an operating rather than a grant-making foundation and takes a proactive leadership role in helping to develop the projects it sponsors. Farm Foundation's chief assets are its history as a catalyst, a reputation for objectivity, and the flexibility to respond to critical issues. Program efforts stimulate the research agenda, improve educational programming through extension and other outreach education, and sponsor forums to foster policy dialogue on important issues facing agriculture and rural people. The Foundation's niche is its emphasis on economic and social science aspects of the issues. It provides risk funding to develop ideas that may generate additional support and frequently collaborates with cosponsors.

Farm Foundation acts as a catalyst to increase knowledge about agricultural and rural issues; apply that knowledge through education programs dealing with the challenges, issues and opportunities faced by agricultural and rural people; develop human capital; facilitate interaction about emerging issues among agribusiness and policy leaders, govern-

ment officials, and the academic community; explore policy alternatives; and, facilitate communication about the issues and alternatives.

Farm Foundation's strength as a catalyst is our emphasis on the long-term view. Linkages with agricultural economists and social scientists brings disciplinary knowledge to bear on our priority areas. Interaction of business and policy leaders, government officials, and educators allows them to explore strategies and policy options. The results provide a solid basis for informed private and public sector decisions.

Foundation management provides proactive leadership to develop national and regional conferences, workshops, and meetings organized to encourage new research and education programs, develop human capital, and foster policy dialogue. Farm Foundation stimulates the formation of coalitions focusing on specific rural and agricultural projects. It serves as a liaison to communicate with agricultural, agribusiness, academic, and related groups on private and public sector policy issues that impact agriculture and rural people. Farm Foundation supports human capital development to better prepare those working with agriculture and rural people to be effective leaders, communicators, and spokespersons on important policy issues. It seeks innovative approaches to bringing about positive impacts on the priority areas identified.

Program Objectives. To improve the quality of private and public sector decisions, Farm Foundation:

- Identifies the forces of change that will shape the future;
- Stimulates research and education that

increase human capital, and build a body of knowledge on the forces of change and on the issues evolving from them;

- Fosters informed dialogue to increase understanding of opposing views and move toward consensus on important public issues and policies; and
- Builds networks that enable improved economic and human capital development for U.S. agriculture and rural people.

Each Farm Foundation project is designed to address one or more of these objectives.

Priority Areas. The following key priority areas help focus Farm Foundation programs to assist agricultural and rural leadership in meeting the challenges they face:

- Globalization
- Environmental and Natural Resource Issues
- New Technologies
- Consumer Issues
- Role of Agricultural Institutions
- Rural Community Viability

Specific program objectives for each of these Priority Areas are discussed in the following pages.

For more detailed descriptions of individual projects, see Farm Foundation's Internet home page (<http://www.farmfoundation.org>).

Globalization

Agricultural enterprises must adapt to the new realities of international trade. The emergence of reliable global markets for agricultural commodities and food products is having an impact on farmers and ranchers, agribusiness, and rural communities. This year Farm Foundation programs have focused on three objectives:

- Impact of food trade on economic growth.
- Impact of foreign and multinational institutions on agricultural trade.
- Understanding changes in the global food system.

Impact of food trade on economic growth. Farm Foundation cosponsored two major projects dealing with the links between trade in food and agricultural commodities and the economic future of U.S. agriculture: Linking Science to Wheat Markets; and Keys to U.S. Agricultural Growth in a Post-Subsidy World.

U.S. wheat exports have been hurt in recent years because of real and perceived quality issues related to wheat diseases. Farm Foundation has worked with the National Association of Wheat Growers (NAWG) to commission an economic analysis of the impact of these diseases on wheat markets, to develop an industry-wide research agenda to address the disease and quality issues, and to initiate an industry forum to bring all segments of the industry, from producers to bakers, together to discuss future strategies. These activities are designed to help the U.S. wheat industry compete in the changing trade environment. This effort has received additional financial support from the NAWG Foundation,

The [National Wheat Industry Research Forum] was considered a tremendous success by both the grower leadership and industry. Of the surveys collected to date, over 80% rated the sessions "Very Useful". Nine out of ten growers stated that as a result of participation in this forum, they would change their farming practices/ their perception of the wheat industry/ their interaction with industry participants.

Richard Owen
NAWG Foundation

USDA, and several state wheat associations. The first industry-wide forum was held in January 1998 in conjunction with the NAWG annual meeting.

A new farm bill that reduces government involvement in agricultural markets, combined with trade policies that are removing barriers to international trade in food and agricultural commodities, is creating a new environment for our agricultural research and education system. This conference, organized by the Council for Food Agricultural and Resource Economics, promoted a dialogue among private and public decision makers and research economists on the impact of increased international commerce in agricultural/food products on rural and national economic growth, and the benefits and costs for various farmers and agribusinesses. Farm Foundation is funding a conference executive summary that will be widely distributed to congressional and executive branch leaders and to the agribusiness and academic communities.

Impact of foreign and multinational institutions on agricultural trade. The North American Free Trade Agreement (NAFTA) has changed the institutional framework for agricultural trade across the continent.

Over the past three years, Farm Foundation has sponsored a series of workshops on various aspects of agricultural trade in North America.

The third workshop, held in April 1997, focused on harmonization, convergence, and compatibility of agricultural trade policies among the NAFTA signatories. Fifty invited participants from the three countries reviewed current trade policies, identified areas where policy changes may be needed, and developed an agenda for future research that will contribute to better understanding of agricultural trade policies. The workshop proceedings have been published and widely distributed to private and public sector decision makers. The publications from the three workshops



provide a unique reference library for issues related to agricultural trade in North America. They are referenced on our Web site and are available from Farm Foundation and Texas A&M University.

A fourth workshop was held in April 1998 focusing on the grain/livestock sectors of agriculture.

Understanding changes in the global food system. Farm Foundation has sponsored three distinct activities during the past year to help U.S. agricultural

interests understand the new world of agricultural trade.

Over the past three years, Farm Foundation has sponsored a series of activities designed to increase understanding of the impacts of freer trade in food products in the Pacific region. An April 1997 conference in Hawaii resulted in a comprehensive publication titled *Pacific Food Outlook 1997-98*, the first publication of its kind to focus on demand for food and agricultural products in the Pacific region. This publication was used as background material for the APEC heads of state meeting in Vancouver in the fall of 1997. Subsequently, Walt Armbruster has been asked to serve on the Advisory Committee for an Open APEC Food System to work with business leaders to promote freer trade in food products throughout the Asia-Pacific region.

Over 100 agricultural and community leaders, and extension professionals from the Four Corners region of the Southwest attended a March 1997 training session to explore ways that agricultural-based business could be developed to take advantage of new international marketing opportunities. Action teams from different communities explored ways to develop new business opportunities consistent with the natural

resource base in their locations. The plans developed through action team discussion were compiled and published as "A Guide to Value-Added Agricultural and Forestry Enterprises." This publication has been sent to all participants to be used as a

I am very appreciative of the scholarship which I was awarded and once again, the IAMA forum provided some of the best speakers and contacts in the agri-food world today. Not only was I able to meet key people and discuss issues with them first hand in the food and fibre sector, but I was able to experience the completely different culture and environment in Indonesia.

Jonathan Hewitt
Wye College

reference for economic development opportunities back home.

Farm Foundation was the initial supporter of the program to provide travel scholarships to agribusiness students to attend the World Congress of the International Food and Agribusiness Management Association (IAMA). Farm Foundation's initial investment has been leveraged into a significant element of the IAMA program. In 1998, travel grants totaling \$40,000 went to 40 students to attend the IAMA Congress in Jakarta, Indonesia. These students were able to present papers and meet agribusiness leaders from around the world.

Environmental Issues

Water quantity and quality, waste management, endangered species, and land use issues are the center of the many conflicts between agriculture and environmental quality. This year, Farm Foundation has focused its environmental and natural resource programs on four objectives:

- Property rights and society.
- Public and private rights related to water, air, and soil.
- Agriculture and environmental quality.
- Alternative approaches to regulation of resource use.

Property rights and society. For the past three years, Farm Foundation has sponsored public policy education workshops at the annual meeting of the National Association of County Agricultural Agents. These workshops were designed to provide agents with educational tools to help them deal with controversial public issues such as conflicts over environmental regulation

I have received some feedback from several of the workshop participants. Everyone found the "Building Common Ground Workshop" in Nashville to be an excellent educational opportunity. Several of the participants indicated that the workshop gave them the information needed to take back to their respective states and conduct similar workshops.

Eugene Schurman
National Association of
County Agricultural Agents

and property rights. Participant responses indicate that these workshops have improved the ability of local extension educators to provide meaningful educational programs on controversial issues, including property rights.

Public attitudes about environmental policy are not always based on scientific facts. Values and other non-quantifiable factors are important elements of the policy process. A Farm Foundation-sponsored seminar of range scientists was designed to introduce these biological scientists to the impact of economics, values, and other social forces on public attitudes and policy related to management of public lands.



Public and private rights related to water, air, and soil. A spring 1997 conference cosponsored with the American Farmland Trust and Economic Research Service-USDA to study the effects of public policy on the market for U.S. farmland resulted in the publication of a monograph titled "Competition for the Land." This publication has been circulated broadly in the academic community and to key public officials. It is a valuable resource to local officials who are called on to make critical decisions related to land use.

Suburban growth into the rural countryside and the growth of large confinement livestock operations have combined to create a series of controversial land use issues. These "rural/urban interface" issues range from "odor" to farmland preservation. In 1997, Farm Foundation organized a task force of social scientists to study these issues and develop educational materials to help policy makers and the public understand them.

This task force has printed a preliminary report; established a working arrangement with the Kettering Foundation to publish a book on land use issues for use in citizen discussions and education programs for policy leaders and officials; and initiated a subcommittee to work specifically on the implications and impacts of siting regulations for confinement livestock operations.

Agriculture and environmental quality. Farm Foundation has provided financial support for Project Food, Land and People (FLP) to finish their curriculum materials for use in America's schools and to develop the concept of an international center for FLP at the Presidio park for the environment in San Francisco. The curriculum materials have been approved for classroom use in several states. Training workshops in their use are being organized for educators. Progress is also being made on the Presidio center and this next year will be critical to fundraising for the center.

What works? A Southern region water quality/waste management workshop was designed to increase the knowledge, skills, and programming capacity of extension professionals in water quality, waste management, and management of environmental issues. A total of 236 people attended the workshop in April 1997. Over 90 percent of participants believed that the

workshop strengthened their capacity to produce successful educational programs on these topics. And 70 percent reported



that the workshop increased their understanding of the economics of these issues and the costs and benefits associated with different approaches to water quality management.

Farm Foundation cosponsored a national round table to improve the interaction between extension and research in the land grant universities and the Natural Resource Conservation Service of USDA. The objective was to build new partnerships and programs that strengthen linkages between agricultural and forest productivity, and natural resource conservation. Evaluators noted that the meeting generated a very rich dialogue on criteria, needs, values, and costs of partnering. Participants took away a great deal of information that will continue to be useful to changing individual and institutional behavior to promote successful teamwork at the local level.

Secretary of Agriculture, Dan Glickman, was briefed on the project and has promised to implement workshop recommendations.

Alternative approaches to regulation of resource use. "Business-Led Initiatives in Environmental Management" was the title of a preconference workshop held in conjunction with the 1997 annual meeting of the American Agricultural Economics Association. It focused on emerging and innovative environmental management experiences. The program was organized by Bennett Agricultural Round Table member Sandra Batie and included industry leaders, farm/agribusiness representatives,

Dave and Sandra organized and conducted an outstanding program ["Business-Led Initiatives in Environmental Management"] that has helped me develop my own work here at Ohio State.

Larry W. Libby
The Ohio State University

and leading scholars. One participant described the workshop as a "good balance" of ideas and people who use economic information. He indicated that he would use many of the ideas and contacts to develop future research programs. The proceedings will be published and distributed later this year.

New Technologies

The future of production agriculture, agribusiness, and rural people will be profoundly affected by how well they adopt and adapt to new and evolving technologies. This is particularly true of biotechnologies and information technologies that require more sophisticated management expertise. This year Farm Foundation programs have focused on two objectives:

- Economic and social benefits and costs of new technologies.
- Privatization and internationalization of agricultural research and development.

Economic and social benefits and costs of new technologies.

In the spring of 1997, Farm Foundation cosponsored a meeting of agricultural representatives and scientific leaders from USDA, EPA, other federal agencies and universities to review the state of knowledge concerning hypoxia in the Gulf of Mexico. Of particular interest is the development of models of hydrologic flow which can incorporate hyperspectral imaging data to trace sources of nutrient flows into waterways. This can allow more accurate determination of agricultural and non-agricultural sources and provide the basis for management strategies to deal with any problems. Since that time, USDA and EPA have initiated several projects to study this issue.

TRADESIM is going to be a tremendous educational package available to students worldwide. I have already had numerous requests from professors to use it without any formal notification of its existence. It is impossible for us to know at this time the student demand for this simulator, but we are setting it up for the potential of thousands of students using it. We could easily have 20,000 students a year using TRADESIM to learn about futures markets.

Raymond M. Leuthold
University of Illinois

Farm Foundation is a cosponsor of an effort organized by the Future Farmers of America to develop a set of instructional materials for use in vocational agricultural courses in secondary schools that will (1) help students understand how technology, science, and agriculture are interrelated, (2) comprehend the scope of contemporary and emerging technologies and their potential impacts, and (3) select the appropriate new technology to solve agriculture-based problems. Farm Foundation provides financial support for this project and participates on the project's National Advisory Task Force which first met in October 1997.

Last year, Farm Foundation supported the development of a computer-based futures trading simulation program to be used to teach students how to use futures markets as an agricultural risk management tool. The

program was first tested in the 1996-97 academic year. Revisions were made and the program was expanded. Currently, students in four states (Illinois, Idaho, Oklahoma, and Texas) are using the program in conjunction with a marketing class. Over 200 students use the program on a daily basis. The developers are exploring com-

mercial uses for this program to make it more widely available.

Privatization and internationalization of agricultural research and development.

Farmers are adopting GPS and other electronic information systems at a rapid pace. These systems, however, have not matured to the point that their contribution to farm

AERO's AgEcon Search (funded by Farm Foundation, University of Minnesota and ERS) is an ongoing project which has grown phenomenally in the past year. In July 1996, there were 80 full text papers online and today there are 341. There are also 55 abstracts online. There have been 16,957 papers and 18,107 abstracts downloaded since July 1996. This service is certainly advancing the technological aspect of information dissemination.

Sue Sparling
Colorado State University

productivity can be accurately measured. Farm Foundation partnered with Iowa State University and the Ag Electronics Association to organize a conference to examine the current state of knowledge about these systems and establish a dialogue among producers, manufacturers, and the university research community to guide research and future product development, foster collaboration across state lines and establish improved dialogue among the research and education community, product users, and all elements of the industry producing the hardware and software involved. The conference featured speakers from industry, production agriculture, and the academic community. Topics discussed included problems related to integrating different pieces of equipment into GPS systems, calibration, data storage, the role of universities in technical research and assistance, standards, and legal issues. The primary outcome of this conference was the devel-

opment of a working dialogue among all the groups interested in this technology. This dialogue should improve future products and farm productivity.

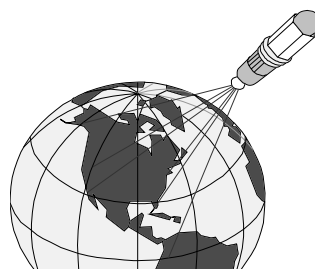
The transition to electronic publishing of many government data sets and analyses has reduced costs and

made this material available to users in an inexpensive easily accessible form. However, there has been no comprehensive strategy to store and preserve these data and analyses for the long term. Farm Foundation participated in an effort organized by the Albert Mann Library at Cornell University to develop an action plan for the long-term preservation of USDA materials published in electronic form. The deliberations of a March 1997 workshop of reference librarians and data users formed the basis for an action plan for the preservation of permanent public access to digital USDA publications. The plan was presented to USDA's Chief Information Officer in the fall of 1997. The National Agricul-

tural Library is beginning to implement elements of the plan.

Significant changes have taken place in the structure of U.S. agricultural research in the last two decades. Private sector research now exceeds public sector research and private funding is growing faster than public funding. This change has significant consequences including the type of technology that is developed. Farm Foundation partnered with USDA's Economic Research Service to hold a workshop to explore the changing world of Public-Private Collaboration in Agricultural Research. The workshop explored issues related to financing research, institutions to foster public-private collaboration, international facets of public-private collaborations, and specific collaborative experiences. Industry, government, and academic research professionals participated. A publication on highlights and findings is being prepared for wide distribution.

Farm Foundation has helped the reference librarians in agricultural economics departments across the country to make significant strides in information dissemination within the profession and to the public. The recent development of an Internet depository for working papers allows recent research findings to be shared quickly within professional circles, with industry and with the public.



Consumer Issues

Consumers are a driving force in all segments of the food production, processing, and distribution system. Consumer tastes determine what foods are produced, how they are processed, and where and how they are sold. Farm Foundation programs seek to understand the impacts of these preferences on the food system and the individuals and businesses that are a part of that system. This year Farm Foundation programs have focused on four objectives:

- Consumption habits
- Welfare reform
- Food safety regulation
- Health and nutrition

Consumption habits. The economic realities of the livestock industry in the North Central region are being changed in part by the food consumption habits of consumers. Producers and extension specialists need to understand the impacts of consumer preferences. Farm Foundation helped organize and sponsor a training opportunity for extension livestock and farm management professionals that emphasized consumer preferences and images of the livestock industry. Over 225 extension professionals attended the conference. Participants came from 16 states and one Canadian province. Farm Foundation supported a presentation by a representative of Disney University Professional Development Programs on developing and maintaining positive images. Evaluations indicated that the conference accomplished its purpose. Participants responded that

they had a new appreciation for the impacts of consumer preferences and product images. Participants were impressed with the value of an interdisciplinary workshop and are eager for similar training in the future. Many of the concurrent session papers were made available on Iowa State University's IDEA home page (<http://idea.exnet.iastate.edu/idea/marketplace/workshop/>) for future reference by participants and others.

Urban Food Policy Councils (FPCs) are activist organizations that have emerged in several large urban areas in the 1990s. Their objective is to increase access to affordable and nutritious food for disenfranchised urban residents and influence public policy on food-related issues. Farm Foundation sponsored a forum where directors of selected FPCs could interact with academics to discuss the impacts of FPCs on linkages between urban and rural population groups and food policy. Farm Foundation funded this forum because of our interest in how urban social groups

I believe that the major attraction of the session [Urban Food Policy Council sessions], and the reason why it was so well received, was that it gave the many academics in the audience an opportunity to learn about the real problems, and some of the potential solutions, related to the issue of food distribution in the United States.

Ray Jussaumme
Washington State University

influence consumer preferences for food and how these groups are responding to food-related welfare reform.

Welfare reform. Farm Foundation is providing partial funding for a project organized by the Southern Rural Development Center to develop and distribute concise information briefs on different aspects of welfare reform in the South. The first two briefs are complete and available on the Internet. A series of briefs will be made available during the next year.

As welfare reform was working its way through Congress, Farm Foundation cosponsored a June 1996 conference to increase the skills of extension professionals in dealing with family and community needs in the welfare reform era. The conference emphasized linkages across disciplinary lines and partnerships with non-extension partners. Farm Foundation provided funding for several mini-grants that were given to conference participants to do work back home. Subsequently, over 60 percent of attendees reported making an initiative to develop program linkages with new partners in their communities and two-thirds of them reported that these new partnerships have been successful.

Food safety regulation. Farm Foundation has agreed to partner with NE-165 Regional Research Committee on Private Strategies, Public Policies, and Food System Performance, USDA's Economic Research Service, and others to organize a comprehensive conference

on the economics of the HACCP approach to food safety regulation. This June 1998 conference will bring industry, government, and academic representatives together to share research

The conference [Linking Family and Community Strengths] was a supportive factor in my work direction. For the first time our family, youth and community development extension specialists jointly created a 4-year plan-of-work for the state. All project areas integrate work across program areas.

anonymous comments of an extension specialist.

information and ideas about this new regulatory approach to protecting the food system. Its goals include: exploring ways to measure the costs and benefits of HACCP in practice; identifying the most cost-effective points for intervention or control of food safety in the food chain; evaluating how well HACCP regulations are working to improve food safety, including the benefits to consumers; and understanding the impact of HACCP on

industry incentives and structure.

Health and nutrition. Consumer concerns related to health, nutrition, and eating habits are having impacts on the food system worldwide. Farm Foundation provided planning and financial assistance for a conference on food safety, sufficiency, and security organized by CAST to explore emerging issues in food safety, sufficiency, and security, and their relationship to food systems. The conference addressed both domestic and international implications of these issues. Over 150 people from industry, government, nonprofit organizations, and the academic community attended the conference. Proceedings expected to be printed this summer promise to be a valuable reference for food safety, security, and sufficiency issues in the coming years. This conference was supported by numerous

agribusiness firms, government agencies, and foundations. Farm Foundation funds will make possible the development of a two-page interpretive summary to be distributed widely to government, industry, and academic leaders.



Agricultural Institutions

A changing agriculture requires public and private institutions that are resilient and can accommodate today's realities. This year Farm Foundation programs have focused on three objectives:

- New institutional arrangements.
- The role of the public sector.
- Private sector institutions.

New institutional arrangements. The cooperative form of business organization is taking on new facets as we move into the 21st century. Farm Foundation is working with the University of Wisconsin Center for Cooperatives on a project designed to help professionals who work for or with cooperatives to understand these new structural and financial ar-

rangements and make this information available in easily accessible form. The planning process began in late 1997 with a group of business, government, and academic leaders interested in cooperatives reviewing current trends and identifying issues to be addressed at a symposium planned for the fall of 1998.

Government agencies and private companies are changing their traditional approach to agricultural

research and development. Representatives of 13 countries met in Australia in 1996 to examine changing policies regarding public and private support for agricultural research and development. An executive summary of the conference was distributed in the fall of 1997. This thorough but concise publication is an informative resource for government officials, business leaders, and members of the academic community for future discussions and actions related to agricultural research policies and funding.

Farm Foundation helped develop a newly published book, *Visions for*

American Agriculture, which takes a long-term view of the future of U.S. agriculture and its many institutions. Beginning with a look back over past visions of American agriculture, this book examines the economic and social landscape of farming and rural communities. It addresses issues such as farm families, agriculture and the environment,

farm workers, nutrition and food needs, and the scientific foundations of agriculture's future.

The role of the public sector. The elimination of price-triggered deficiency payments in the 1996 farm bill shifted the management of price risk from the government to farmers, and challenged public sector institutions to help farmers adjust to this change. Farm Foundation has assisted in several programs to help farmers understand this new risk envi-

The support of Farm Foundation is appreciated. Change has become a continuing process, not a series of events. The multidisciplinary and diverse group of workshop participants engaging in discussion of continuous changes required by scientific societies to remain relevant to the evolving food, agricultural, environmental, and social system will be a valuable contribution to enhancing the role of scientific societies in our future.

Richard E. Stuckey
Council for Agricultural Science
and Technology

ronment, such as the development of a 15-lesson course titled "Managing Risks and Profits for Midwest Grain Producers." The course was made available via the DTN satellite network in the fall of 1997. USDA's Risk Management Agency has expressed interest in underwriting the cost of the electronic classes so that they can be delivered at low or no cost to farmers nationwide.



Farm Foundation organized a multi-year project, partially funded by W. K. Kellogg Foundation, designed to improve the agricultural economics profession's contributions to society by 1) enhancing leadership and developing human capital within the profession, 2) expanding collaboration with other disciplines and interest groups, and 3) reaching out to existing and untapped potential audiences with the profession's knowledge base. This three-year effort has resulted in several operational changes in AAEA to better serve members and help members better serve society. An interactive web site has stimulated member dialogue and made research

findings available to industry and policy leaders.

Farm Foundation has supported with funding and active involvement an effort organized by the Council for Agricultural Science and Technology (CAST) and funded in large part by the W.K. Kellogg Foundation to help the agricultural

professional societies understand the forces of change working in the industry. The goal is to give members of these societies a better understanding of their role in a changing world.

Private sector institutions.

Farm managers are rethinking critical cropping and enterprise decisions in light of the 1996 farm bill. This was an essential finding of an effort cosponsored by Farm Foundation to get an early read on the impacts of the farm bill on private sector decision makers. Eight focus groups of professional farm managers were conducted between January and May of 1997. Results have been presented in publications by Farm Foundation, USDA's Economic Research Service, and the American Society of Farm

Managers and Rural Appraisers. Presentations of study results have been made to numerous lay and professional audiences. While crop acreage numbers do not show dramatic shifts to date, the study shows that changes are being made on farms in regions that can grow a variety of crops. The study findings have been widely disseminated and have raised interesting questions in many circles. They also set the stage for further surveys to monitor changes in acreage tied to the policy changes.

For more than 30 years, the Chicago Agricultural Economist's Club (CAEC) has served as a professional networking forum for economists employed by the many agribusiness firms, government agencies and nonprofit organizations in the Chicago metropolitan area. This year a concerted effort was made to expose CAEC members to cutting-edge professional developments, increase member understanding of policy and market trends, expand interaction between club members and their government and university colleagues, and provide club members with an introduction to the services provided by the American Agricultural Economics Association. These enhanced programs and services have attracted a broader audience to club meetings.

Rural Communities

Rural communities are adapting to the globalization and industrialization of the agricultural economy, the information age technological revolution, and the demographic changes these forces generate. This year Farm Foundation programs have focused on four objectives:

- Improved dialogue among rural interest groups.
- Characteristics of rural places.
- Delivery of essential services.
- Links between agriculture and rural communities.

Improved dialogue among rural interest groups. Many factors are changing the labor market in production agriculture and agricultural processing. Immigrant labor has become a major component of the work force. This has changed the demographics and character of many rural communities. Farm Foundation has sponsored three conferences, the latest in Newark, Delaware, to focus on how businesses and communities cope with a changing work force and community population. These conferences have been very well received and have generated extraordinary discussion among participants, including local and state policy leaders. Farm Foundation's Bennett Agricultural Round Table addressed this issue at their January 1998 meeting. A recent *Newshour with Jim Lehrer* segment dealt with this topic and featured several Round Table speakers.

Farm Foundation provided funding to the 1997 Small Farms Conference sponsored by North Carolina A&T



State University to hold a symposium on women and minorities in agriculture. The primary objective of this effort was to provide a networking opportunity for minority women who have an interest in agriculture and rural communities. Most of the participants had never attended a conference like this and they reported that the presentations and discussion helped them have a better understanding of many issues they face on the farm and in their communities.

Characteristics of rural places. There are many theories about the similarities and differences between rural communities and their urban and suburban counterparts. Farm Foundation programs seek to examine these theories.

Farm Foundation is partnering with several other nonprofit organizations and academic leaders to produce the millennial edition of *Historical Statistics of the United States*. The last edition of the publication was in 1976. The objective is to create consistent, long, comprehensive, and relevant historical data series that can be used to better understand past changes in U.S. agriculture and rural communities, see where we are today, and make realistic and knowledgeable projections about the future.

“Social capital” is a concept that increasingly is being used to explain intangible elements of the “value” of life in communities, especially rural communities. Social capital is related to the networks of human interaction that occur in communities, and draw from many academic disciplines. Farm Foundation is supporting efforts to utilize this growing body of knowledge to examine the characteristics of life in rural America.

Delivery of essential services. The telecommunications revolution and the rapidly changing health care delivery system pose unique opportunities and challenges for rural communities.

A February 1997 conference on the future of telecommunications in rural communities organized by the North Central Regional Center for Rural Development generated a publication titled “Making Wise Choices,” which explores several critical issues related to making emerging telecommunications technologies available to rural communities. The publication features presentations by business and academic leaders, and a series of rural community case studies. It has been distributed to policy makers and is available on the Internet (www.soc.iastate.edu/rdi-tech/page7.html).

Farm Foundation partnered with the Southern Rural Development Center and the W.K. Kellogg Foundation to sponsor a conference on building partnerships for rural health in the South. The goal was to foster dialogue among all public and private organizations with interests in delivery of health care services to rural communities.

Attendees from each state were encouraged to discuss specific problems of rural health care delivery they face at home. Participants were offered the opportunity to apply for mini-grants to improve health care delivery at the community level and foster a continuation of the dialogue begun at the conference.

Links between agriculture and rural communities. New production and information technologies are causing changes in the way agricultural firms are structured and function. These changes in turn are causing a change in the relationship between firms and the communities in which

they operate. A Farm Foundation-sponsored workshop was designed to explore new theoretical concepts related to transactions costs, models of principal-agent relationships, analysis of property rights, and information asymmetries that are being used to better explain firm behavior.

In the future, these concepts should give us better insights into how firms interact with their community environments.

Farm Foundation has worked with many individuals and organizations to encourage a regional research/extension project in the West to examine the relationship between the changing regulatory environment related to public land in the West and economic development of the region. This project has received funding from a variety of sources. One important anticipated outcome of this effort is the development of a model to study the impacts of changes in public land management policy on rural communities.

The support from Farm Foundation made it possible for us to offer a high quality program [Learning Workshop on “New Theories of the Firm”] at a cost that was affordable for professional and student members of the AAEA. Comments to me and other workshop participants were consistently positive. Discussions during the workshop focused not only on agribusiness examples, but also on the applicability of new theories of the firm to understanding the design of regulatory mechanisms and structure of government agencies.

Robert P. King
University of Minnesota

Communications and Leadership

Leadership and communications are key elements of Farm Foundation's commitment to improve the economic and social well-being of U.S. agriculture and rural people. Programs to encourage leadership development and enhance communications about agriculture and rural issues cut across all program priority areas. This year Farm Foundation funded three types of leadership and communications programs.

- Awards to outstanding leaders.
- Financial assistance to emerging leaders.
- Direct participation with groups of agricultural leaders.

Awards to outstanding leaders. The 1997 winners of the NEAFCS Public Policy Education Awards were Kathy M. Jump of Simpson County, Kentucky, and a team of five extension educators in Wisconsin. Ms. Jump was recognized for a seven-month program to prepare county citizens to be involved in the public policy decision making process on issues critical to the future direction of their county economy. The Wisconsin team was honored for helping county officials across the state gain new insights about how local policy decisions impact families. Farm Foundation funds the awards to recognize outstanding public policy

education extension programs. This recognition helps encourage other extension educators to undertake educational efforts on important public issues.

The George Washington Carver Public Service Hall of Fame Award is given annually to individuals affiliated with an 1890 land grant institution or who have worked with 1890 institutions over a career, who exemplify the public service philosophy and leadership qualities of George Washington Carver.

Farm Foundation sponsors these annual awards to recognize distinguished service and to inspire others to follow

I want to add this letter of thanks and appreciation for the Farm Foundation's support and participation in the presentation of the George Washington Carver Public Service Award and induction into the George Washington Carver Hall of Fame.

Ronald C. Wimberley
North Carolina State University



the examples of Carver and these recipients in their career choices. The 1997 recipients were Dr. Thomas T. Williams, long-time 1890 administrator who is now a regional administrator for the U.S. Department of Health and Human Services, and Dr. Ronald C. Wimberley, renowned rural sociologist from North Carolina State University.

Financial assistance to emerging leaders. For many years, Farm Foundation has provided fellowships for extension professionals who are pursuing graduate training. This program helps increase the competence of extension leadership by opening training opportunities to a group of potential leaders. Many previous recipients are in prominent leadership positions in land grant universities and related institutions.

Direct participation with groups of agricultural leaders. Farm Foundation professional staff participate in and provide significant programmatic leadership for several organizations that do work related to Farm Foundation's priority areas. These organizations include: The Chicago Farmers, Chicago Agricultural Economist's Club, National Farm-City Council, Rural Church Network, National Policy Association, and Council of Professional Asso-

ciations on Federal Statistics. Participation in these organizations helps the staff develop contacts with industry leaders and policy makers, and to communicate Farm Foundation's program priorities to a wider industry audience.

Several organizations work to increase understanding about agriculture and the food system with youth and the general public. During the past year, Farm Foundation has organized an effort to increase knowledge among the organizations of each other's goals, program thrusts, and operating style; identify areas of commonality where collaboration is advantageous; and develop a well-articulated, brief, but comprehensive description of their programs, their respective roles, and how they complement each other. This group has developed a brochure to be used with educators and potential funders to explain how these programs relate to each other. Planned activities include development of a comprehensive plan for educating about



agriculture, joint displays at conventions of educators, a national agricultural education summit, and joint efforts to generate support from government and agribusiness.

Each year, Farm Foundation cosponsors a gathering for agricultural economics administrators at the AAEA annual meeting. It provides a key opportunity for networking and communication among these administrators who control teaching, research, and outreach budgets across the country. It gives Farm Foundation an opportunity to discuss our program priority areas and have some input on budget decisions to support work related to our priority areas.

Staff Activities

Farm Foundation's program goes beyond project funding. Staff participation in many of the Foundation-sponsored activities is a hallmark of our program. In addition, the staff provides leadership for professional, agricultural, and educational organizations which allows Farm Foundation priorities to help shape their agendas to pursue our program objectives.

This year, Foundation staff provided significant leadership to the following program activities, among others: chaired the Coordinating Committee on Agricultural Literacy Education; helped lead the National Public Policy Education Committee Task Force on Land Use in the Rural-Urban Fringe; served on the Council on Food, Agricultural, and Resource Economics; chaired the steering committee for the W.K. Kellogg Foundation grant project, "Food, Agricultural, and Resource Economics in the 21st Century"; participated on the executive committee for the Food and Agricultural Marketing Consortium; and coordinated the planning committee for the 1997 National Public Policy Education Conference.

Foundation staff also played a significant role in other sponsored activities including: Scientific Societies - Conversations on Change Workshop; Canada/U.S. Trade Disputes Workshop; Project Food, Land and People Advisory Board; American Farmland Trust Conference, "Effects of Public Policy on the Market for U.S.

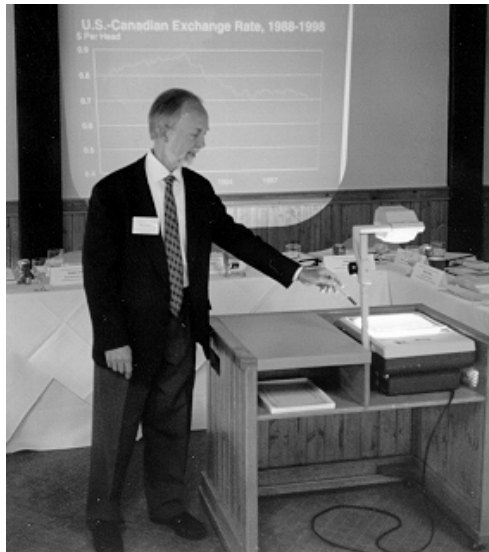
Farmland;" First Pacific Food Outlook Meeting; and Symposium on Cooperative Growth and Development Planning.

Farm Foundation staff served as officers or directors of organizations whose goals and programs support Farm Foundation's mission, including: American Agricultural Economics Association; National Farm-City Council, Inc.; American Agricultural Law Association; International Association of Agricultural Economists; Fund for the International Conference of Agricultural Economists; National Policy Association's Food and Agriculture Committee; FFA Farm Business Management Contest Committee; North Central Regional Center for Rural Development; Southern Rural Development Center; Chicago Agricultural Economist's Club; and University of Maryland-Eastern Shore Agribusiness Advisory Council.

Staff also furthered Farm Foundation objectives by participating on the following

boards and committees: NEC-63 Executive Committee; Agribusiness Council, South Carolina State University; Advisory Board, College of Agriculture, Forestry and Life Sciences, Clemson University; Editorial Advisory Board, *Society and Natural Resources: An International Journal*; American Farm Bureau Federation's Distinguished Service Award Committee; National Institute for Com-

modity Promotion Research & Evaluation Steering Committee; Board of Directors, North American Chapter, International Food and Agribusiness Management Association; and Planning Committee for the American Agricultural Law Association Conference.



Bennett Agricultural Round Table

Farm Foundation's Bennett Agricultural Round Table is an invitational group of agricultural and agribusiness leaders. The current 137 members represent a wide range of commodity and business interests from across the nation. The Round Table meets twice yearly to provide a forum for discussion and interaction among members and invited agribusiness, agricultural, government, academic, and other interest group leaders.

The Round Table is an integral part of Farm Foundation's broader program. Each meeting focuses on an issue of importance to agriculture and rural people. Other Foundation projects and activities are highlighted in Round Table meetings and the discussions during the meetings generate many new programming ideas. Round Table member financial contributions support all Farm Foundation programs.

The June 1997 program focused on innovative approaches to environmental and food safety issues in agriculture. The program included presentations by California farmers who have used unique approaches to meeting environmental regulations, and members were able to dialogue with an EPA official working on air quality issues related to agriculture. Members also had the opportunity to tour the diverse agriculture of California's Salinas Valley.

In January 1998, the Round Table met in Tucson to examine immigration, agricultural labor, and rural communi-



ties. Members were treated to an informative presentation by John Sampier, mayor of Rogers, Arkansas, a community that has experienced rapid immigration of Hispanics drawn to jobs in the poultry processing industry. The mayor and business leaders from Rogers relayed their experiences dealing with a changing workforce and community demographics. Members toured the U.S.-Mexican border station at Nogales and the agriculture of Southern Arizona.

These policy forums provide an opportunity for frank and open dialogue among agricultural and agribusiness leaders, policy makers, university leaders, and interest group advocates. Programs are designed to ensure that a wide range of interests are represented and that informed disagreements are welcomed. This exchange of ideas fosters understanding of different approaches to problems, which ultimately leads to better private sector decisions and public policy.

Bennett Agricultural Round Table

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Bernard L. Hardiek	Eric Thor
Stuart B. Hardy	Alan T. Tracy
Milt Hertz	Robert Tracy
Jim Hildreth	Union Pacific Railroad Company
William A. Hiller, Sr.	University of California-Berkeley
Gerald E. Hillier	University of California-Davis
Chip Hinton	Del Van Horn
Ralph P. Hofstad	Bronson Van Wyck
Donald C. Hoganson	Ann M. Veneman
IRG Ltd.	Villwock Farms
InterAg Technologies, Inc.	Lu Achilles Wall
Iowa State University Foundation	Larry A. Werries
Donald E. Jacoby	Sara Wyant

Financial Summary

Statements of Financial Position For Fiscal Years Ended April 30^a

	1997 ^b	1998 ^c
Cash	\$ 55,965	\$
Money Market Fund	1	
Securities		
Vanguard Index 500 Fund	10,160,171	14,109,458
PIMCO Total Return Fund	8,064,404	8,227,243
PIMCO Low Duration Fund	531,069	642,293
TOTAL ASSETS	\$18,811,611	\$22,978,994

Statements of Activities For Fiscal Years Ended April 30^a

	1997 ^b	1998 ^c
REVENUE AND GAINS		
Dividends and interest	\$ 708,389	\$ 1,050,840
Realized gain on investments	2,545,404	8,121
Change in unrealized gain on investments	(1,117,989)	3,997,409
Investment expenses	(69,156)	(5,095)
NET INVESTMENT RETURN	2,066,648	5,051,275
Gifts	250,744	169,854
TOTAL REVENUE AND GAINS	2,317,392	5,221,129
PROGRAM AND OPERATING EXPENSES		
Personnel compensation and benefits ^d	\$ 384,971	\$ 415,505
Services ^d	102,192	117,823
Projects:		
Rural Community Viability	66,858	75,676
Communication and Leadership	47,857	50,772
Consumer Issues	15,447	39,967
Environmental and Natural Resource Issues	87,864	75,275
Globalization	78,286	67,654
New Technologies	36,754	31,810
Role of Agricultural Institutions	217,643	119,458
Bennett Agricultural Round Table	8,227	4,226
Travel ^d	57,578	57,232
TOTAL PROGRAM AND OPERATING EXPENSES	\$ 1,103,677	\$ 1,055,398
INCREASE IN UNRESTRICTED NET ASSETS	\$ 1,213,715	\$ 4,165,731

^a Modified Cash Basis

^b Taken from 1997 audited financial statements

^c Unaudited

^d Project allocations do not include the expenses incurred through Farm Foundation staff participation.

Publications

The following publications resulted from conferences, seminars, workshops, symposia, and research projects which received Farm Foundation support.

Agricultural Production and Nutrition. Proceedings of an International Conference, March 19-21, 1997, in Boston MA. Medford, MA: Tufts University, School of Nutrition Science and Policy, September 1997.

The Bottom Line: Welfare Reform, the Cost of Living, and Earnings in the Rural South. Zimmerman, Julie N. and Lori Garkovich. Mississippi State, MS: Southern Rural Development Center, Information Brief: A Special Series on Welfare Reform in the South, Number 2, April 1998.

Building an Open, Efficient Food System on the Pacific Rim: A Call for APEC Action. This document describes an open food system for the Asia-Pacific region and presents policy recommendations to APEC.

Competition for the Land: A Workshop on the Effects of Public Policy on the Market for U.S. Farmland. Working papers from February 7, 1997, workshop held in Sycamore, IL. DeKalb, IL: American Farmland Trust, Center for Agriculture in the Environment, 1997.

Devolution in Environmental Policy. Southgate, Douglas D., ed. Proceedings of the Resource Policy Consortium Symposium, June 5, 1997, in Washington, D.C. Columbus, OH: The Ohio State University, 1998.

Foreign Direct Investment and Processed Food Trade. Henneberry, Shida Rastegari, ed. Proceedings of the NCR-182 "Organization and Performance of World Food Systems" Conference, March 9-10, 1995, in Arlington, VA. Stillwater, OK: Oklahoma State University, Department of Agricultural Economics, March 1997.

Global Agricultural Science Policy for the Twenty-first Century. Proceedings of the preconference workshop held August 25, 1996, in Knoxfield, Victoria, Australia. East Melbourne, Victoria, Australia: Department of Natural Resources and Environment, 1997.

Harmonization/Convergence/Compatibility in Agriculture and Agri-Food Policy: Canada, United States and Mexico. Proceedings of the Third Agricultural and Food Policy Systems Information Workshop. College Station, TX: Texas A&M University, October 1997.

Increasing Understanding of Public Problems and Policies - 1997. Ernstes, David P. and Dawne M. Hicks, eds. Proceedings of the 47th National Public Policy Education Conference, September 21-24, 1997, in Charleston, SC. Oak Brook, IL: Farm Foundation, 1998.

Increasing Understanding of Public Problems and Policies - Executive Summary. Ernstes, David P. and Dawne M. Hicks, eds. Highlights of the National Public Policy Education Conference, September 21-24, 1997, in Charleston, SC. Oak Brook, IL: Farm Foundation, 1997.

Industrialized Animal Agriculture, Environmental Quality, and Strategies for Collaborative Problem Solving and Conflict Resolution. Proceedings of SRIEG-10 regional workshop held May 22, 1997, in Atlanta, GA. SRDC Publication No. 208. Mississippi State, MS: Southern Rural Development Center, December 1997.

Interstate Water Allocation Economics and Incentive-Based Approaches to Environmental Regulatory Reform. Proceedings of two regional workshops sponsored by the Southern Regional Information Exchange Group (SRIEG-10). SRDC Publication No. 206. Mississippi State, MS: Southern Rural Development Center, June 1997.

Long-term Installment Land Contracts. Revision of a former publication by Doug C. Nelson and Philip A. Henderson. NCR-56. Ames, IA: MidWest Plan Service, 1997.

New Theories of the Firm. Learning Workshop organized by the Professional Activities Committee of the American Agricultural Economics Association at the 1997 annual meeting in Toronto, Ontario, Canada. Ames, IA: American Agricultural Economics Association, 1998.

Pacific Food Outlook 1997-1998. Report on the first region-wide coordinated effort to provide the short-term outlook for the Pacific food system. Singapore: Pacific Economic Cooperation Council, November 1997.

A Rural Development Strategy for Slovakia. Elterich, Joachim and Ludmila Nagyova. Proceedings of the International Workshop, September 15-18, 1996, in Mlynky, Slovakia.

Rural Latino Resources: A National Guide. Rochin, Refugio I. and Emily Marroquin. East Lansing, MI: Michigan State University, Julian Samora Research Institute, June 1997.

Tax Planning when Buying or Selling a Farm. Revision of a former publication by Robert S. Smith and Richard N. Weigle. NCR-43. Ames, IA: MidWest Plan Service, 1997.

Telecommunications for Rural Community Viability: Making Wise Choices. Abbott, Eric A., ed. Proceedings of a workshop held February 25-27, 1997, in Kansas City, MO, and sponsored by the North Central Regional Center for Rural Development. Ames, IA: Iowa State University, February 1998.

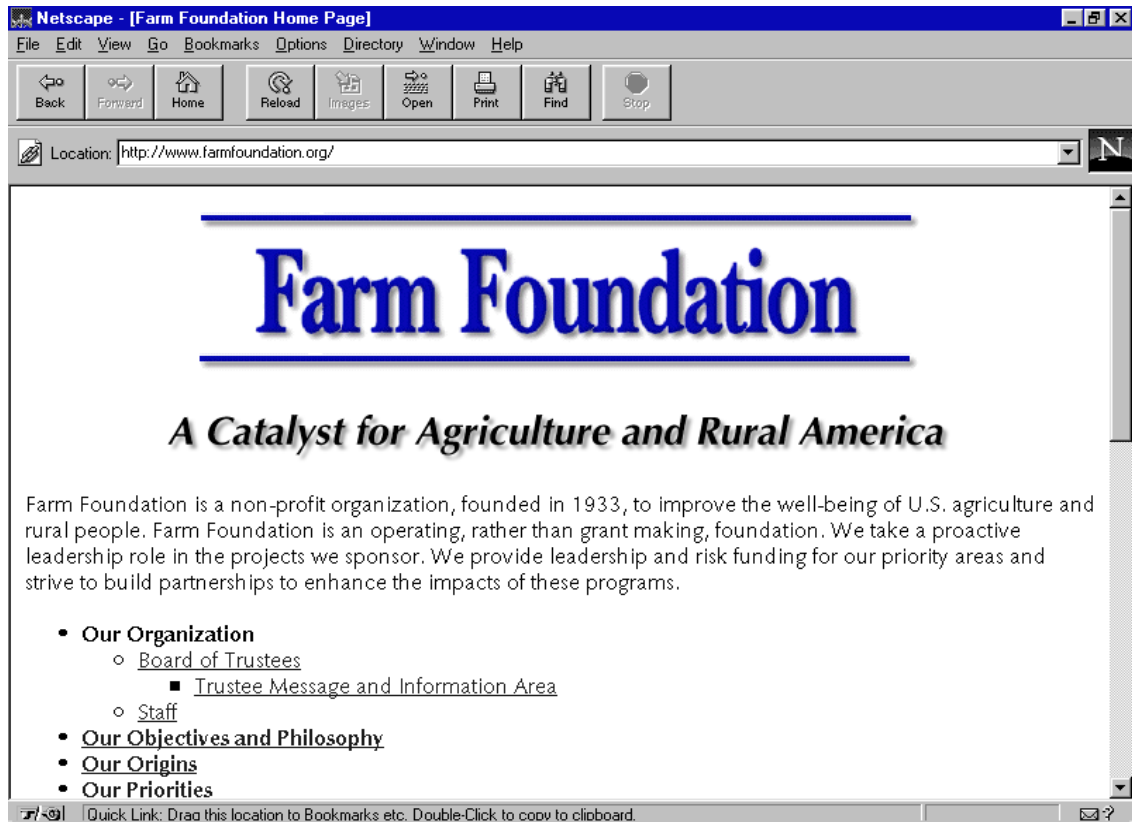
Understanding Agriculture's Transition into the 21st Century: Challenges, Opportunities, Consequences and Alternatives. Saxowsky, David M. and Marvin R. Duncan. Agricultural Economics Miscellaneous Report No. 181. Fargo, ND: North Dakota State University, March 1998.

Visions of American Agriculture. Lockeretz, William, ed. Ames, IA: Iowa State University Press, 1997.

Wheat Industry Research Initiative Symposium. Proceedings of the June 30-July 1, 1997, symposium held in Portland, OR. Hosted by the National Association of Wheat Growers and the National Association of Wheat Growers Foundation. Washington, DC: National Association of Wheat Growers, 1997.

Working Together for a Change: Creating Pathways from Poverty. Summers, Gene F., ed. A report on the Pathways from Poverty Project of the Rural Sociological Society Task Force on Persistent Rural Poverty, which has hosted four regional workshops and organized state teams in all 50 states. Madison, WI: University of Wisconsin, Land Tenure Center, 1997.

Internet Home Page



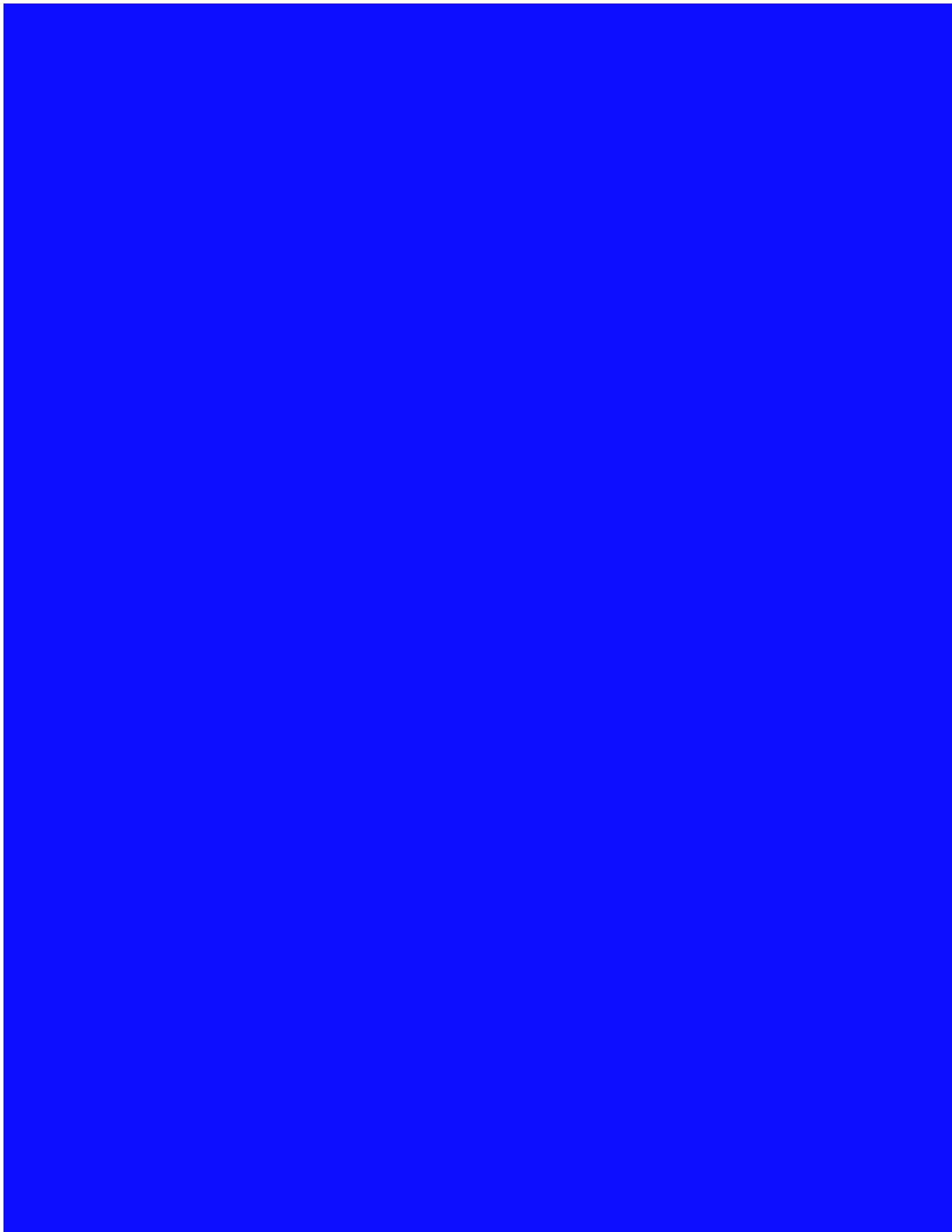
In late 1997, Farm Foundation's Internet home page (<http://www.farmfoundation.org>) underwent a major expansion and enhancement. Some of the new features are:

- Revised information about Farm Foundation, its funding, philosophy, strategic plan, and priority areas.
- Current information about upcoming events.
- Internet links to Farm Foundation-sponsored projects on the World Wide Web.
- Trustee and Bennett Round Table Message and Information Areas.

- Online versions of *Catalyst*, *Increasing Understanding of Public Problems and Policies* and the *Annual Report*.
- Expanded information about the board of trustees and staff.

We intend to continue to utilize this new communications medium. We see this technology as an ideal way to help expand our outreach.

Please visit us online. If you have any comments or suggestions as to how we can serve you better through the web site, do not hesitate to contact us. We can be reached through E-mail at ff@farmfoundation.org.



Farm Foundation

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