

# Weekly Market Summary

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Bob Holden, Governor

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## MISSOURI WEEKLY FEEDER CATTLE WEIGHTED AVERAGE REPORT

Receipts 32,132; Week ago 30,822; Year ago 32,190  
 Medium and Large 1 (Medium Flesh)

Fdr. STEERS:		Fdr. HEIFERS:		Hols. STEERS	
363 lbs.	142.46	364 lbs.	126.77	376 lbs.	108.65
456 lbs.	130.08	452 lbs.	119.74	442 lbs.	106.69
547 lbs.	123.97	542 lbs.	115.01	540 lbs.	98.60
636 lbs.	119.39	649 lbs.	112.17	662 lbs.	92.12
743 lbs.	119.07	758 lbs.	112.28	759 lbs.	88.49
840 lbs.	114.95	819 lbs.	110.30	842 lbs.	87.47
939 lbs.	106.77			913 lbs.	87.17

## SOUTHERN MISSOURI WEEKLY SUMMARY

(West Plains, Gainesville)

Receipts 8300; Week ago 8458; Year ago 7165  
 Compared to last week steers under 700 lbs and heifers under 650 lbs  
 2.00-4.00 lower. Heavier yearlings steady to 1.50 higher. Slaughter  
 Cows opened steady to 1.00 higher, closing weak to 2.00 lower.

STEERS:		HEIFERS:	
Medium and Large 1		Medium and Large 1	
300-400 lbs.	132.00-145.00	300-400 lbs.	115.00-134.00
400-500 lbs.	120.00-134.00	400-500 lbs.	110.00-127.00
500-600 lbs.	114.00-125.00	500-600 lbs.	105.00-118.00
600-700 lbs.	110.00-120.00	600-700 lbs.	103.00-111.00
700-800 lbs.	112.00-119.00	700-800 lbs.	105.00-108.00
800-900 lbs.	Scarce	800-900 lbs.	Scarce

### Large 3 Holsteins

250-350 lbs.	Scarce
350-400 lbs.	Scarce
400-500 lbs.	Scarce
600-700 lbs.	94.00-98.00
700-800 lbs.	85.00-92.50

**SLAUGHTER BULLS:** Yield  
 Grade 1-2, 1200-2050 lbs., 64.00-  
 72.00, high dressing 72.00-77.00,  
 low dressing 58.00-66.00.

**COW & CALF PAIRS:** Medium  
 and Large 1-2, 2 to 7 yrs 1100-  
 1350 lbs with baby to 300 lb  
 calves 995.00-1200.00

### SLAUGHTER COWS:

Breaking and Boning (70-85%  
 lean) 51.00-57.50, high dressing  
 54.00-59.50. Lean (85-90%)  
 47.00-54.00, low dressing 37.50-  
 48.00.

**REPLACEMENT COWS:**  
 Medium and Large 1-2, 2 to 7 yrs,  
 1150-1400 lbs 2nd to 3rd stage,  
 880.00-1010.00 per head.

## SOUTHWEST MISSOURI WEEKLY SUMMARY

(Joplin and Springfield)

Feeder Cattle Receipts 8575, week ago 8300, year ago 8920  
 Cow and Bull Receipts 750; week ago 940 ; year ago 1546  
 Dairy Cattle Receipts 1440; Norwood 09/09/04

Compared to last week steer and heifer calves 2.00-4.00 lower, year-  
 lings fully steady. Slaughter cows weak to 1.00 lower, bulls steady.

STEERS:		HEIFERS:	
Medium and Large 1		Medium and Large 1	
300-400 lbs.	123.00-156.00	300-400 lbs.	117.00-131.00
400-500 lbs.	117.00-132.00	400-500 lbs.	110.00-122.00
500-600 lbs.	101.00-126.00	500-600 lbs.	107.00-118.00
600-700 lbs.	102.00-119.50	600-700 lbs.	105.00-117.00
700-800 lbs.	107.00-113.50	700-800 lbs.	104.50-108.00
800-900 lbs.	100.50-110.00	800-900 lbs.	94.00

### HOLSTEINS:

Large Frame 3

200-300 lbs.	Scarce
300-400 lbs.	91.00-112.00
400-500 lbs.	100.00-115.00
500-600 lbs.	76.00-107.00
600-700 lbs.	85.00-96.75
700-800 lbs.	85.00-90.00
800-900 lbs.	81.50-90.50
900-1000 lbs.	80.00-89.75

### REPLACEMENT COWS:

Medium and Large 1-2, 1000-  
 1300 lbs, 2 to 7 yrs, 3rd stage,  
 775.00-1175.00 per head.

### COW & CALF PAIRS:

Medium  
 and Large 1-2, 2 yrs to ss, 950-  
 1250 lbs. with 100-300 lb calves,  
 950.00-1225.00 per pair.

### Dairy Cattle Sales

Springer Heifers: Supreme  
 1700.00-2125.00, Crossbred  
 1400.00-1525.00, Approved  
 1500.00-1725.00, Bred Heifers 4  
 to 6 months Supreme 1675.00-  
 1935.00, Approved 1300.00-  
 1685.00. Open Heifers; Approved  
 700-800 lbs 1110.00-1270.00,  
 600-700 lbs 1030.00-1175.00,  
 500-600 lbs 885.00-1090.00,  
 Baby Calves: Holstein Heifers  
 330.00-500.00. Bulls 150.00-  
 190.00

**SLAUGHTER COWS:** Breaking  
 and Boning (70-85% lean) 54.50-  
 60.00, high dressing 60.00-63.50  
 Lean (85-90%) 49.00-55.00.

**SLAUGHTER BULLS:** Yield  
 Grade 1-2, 1300-2360 lbs., 69.00-  
 76.00, high dressing 77.00-81.00,  
 low dressing or fleshy 62.00-  
 66.50.

## INTERIOR MISSOURI DIRECT HOGS

Weekly Receipts 10,279; Week ago 10,689; Year ago 10,889  
 Compared to last weeks close barrows and gilts 4.00 higher.  
 Sows 1.00 higher.

### BARROWS AND GILTS:

Base carcass meat prices 75.00  
 Weekly top price Friday 75.00

### SOWS:

300-500 lbs 39.00-42.00  
 Over 500 lbs 43.00-45.00.

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**WEST CENTRAL MISSOURI WEEKLY SUMMARY**

(Kingsville and Sedalia)

Receipts 2634; Week ago 3012; Year ago 3023

Compared to last week feeder steers and heifers under 600 lbs steady to 7.00 higher, over 600 lbs steady to 1.00 higher. Slaughter cows and bulls were steady to 1.00 higher.

**FEEDER STEERS:**

Medium and Large 1&amp; 1-2

300-400 lbs.	132.00-159.00
400-500 lbs.	125.00-152.00
500-600 lbs.	125.00-136.50
600-700 lbs.	120.00-133.50
700-800 lbs.	113.50-120.00
800-900 lbs.	109.00-113.75

**FEEDER HEIFERS:**

Medium and Large 1 &amp; 1-2

300-400 lbs.	143.00
400-500 lbs.	119.00-140.50
500-600 lbs.	116.00-129.00
600-700 lbs.	109.00-122.00
700-800 lbs.	103.00-111.50

**REPLACEMENT COWS:**

Medium and Large 1-2, 2 to 7 yrs, 900-1385 lbs, 2nd and 3rd stage, 850.00-1225.00 per head.

**SLAUGHTER COWS:** Breaking

and Boning (70-85% lean) 54.50-59.50, high dressing 60.25-66.50, Lean (85-90%) 50.00-56.75.

**COW & CALF PAIRS:** Medium

and Large 1-2, 2 to 6 yrs 975-1475 lbs with baby to 450 lb calves 1085.00-1700.00 per pair.

**SLAUGHTER BULLS:**

Yield Grade 1-2, 1265-2215 lbs. 66.00-74.00, high dressing 75.00-81.00.

**EAST CENTRAL MISSOURI WEEKLY SUMMARY**

(Bowling Green, Kingdom City, and Boonville)

Receipts 3358; Week ago 4896; Year ago; 4856

Compared to last week feeder calves unevenly steady and yearlings not well tested. Slaughter cows steady to firm.

**FEEDER STEERS:**

Medium and Large 1 &amp; 1-2

350-400 lbs.	130.00-155.00
400-500 lbs.	120.00-145.00
500-600 lbs.	115.00-138.00
600-700 lbs.	114.00-127.00
700-800 lbs.	107.00-121.00
800-850 lbs.	107.00-113.50

**FEEDER HEIFERS:**

Medium and Large 1 &amp; 1-2

350-400 lbs.	124.00-144.50
400-500 lbs.	114.00-129.00
500-600 lbs.	110.00-125.50
600-700 lbs.	105.00-119.00
700-750 lbs.	105.00-111.50

**SLAUGHTER STEERS:**

High Select and Choice 2-3, 79.00-83.00.

**SLAUGHTER COWS:** Breaking,

Boning, and Lean (70-90% lean) 49.00-59.00, high dressing 55.50-64.00, low dressing 35.00-50.00

**SLAUGHTER HEIFERS:**

High Select and Choice 2-3, 78.50-80.50.

**SLAUGHTER BULLS:** Yield

Grade 1-2, 1350-2100 lbs, 64.00-74.00, high dressing 74.00-77.00.

**NORTHEAST MISSOURI WEEKLY SUMMARY**

(Palmyra, New Cambria, and Green City)

Feeder Cattle Receipts 4789; Week ago 1502; Year ago 3730

Slaughter Cattle Receipts 162; Week ago 228; Year ago 285

Compared to last week feeder steers and heifers 3.00-5.00 higher. Slaughter cows steady. Slaughter steers and heifers steady.

**FEEDER STEERS:**

Medium and Large 1-2

300-400 lbs.	148.00-151.50
400-500 lbs.	141.00-148.00
500-600 lbs.	133.00-142.50
600-700 lbs.	124.25-133.75
700-800 lbs.	119.00-127.50
800-900 lbs.	144.25-119.10
900-975 lbs.	106.70-108.35

**FEEDER HEIFERS:**

Medium and Large 1 &amp; 1-2

300-400 lbs.	130.00-143.00
400-500 lbs.	123.00-130.50
500-600 lbs.	115.00-127.50
600-700 lbs.	116.25-123.75
700-800 lbs.	111.50-116.85
800-850 lbs.	106.20-115.40

**SLAUGHTER STEERS:** Choice 2-3, 1100-1400 lbs 82.00-84.25**SLAUGHTER COWS:** Breaking and Boning (70-85% lean) 56.00-61.75, low dressing 51.00-56.00.**SLAUGHTER HEIFERS:** Choice 2-3, 1000-1300 lbs 81.00-83.25**SLAUGHTER BULLS:** Yield Grade 1-2, 1400-2300 lbs. 65.00-70.255.**SOUTHEAST MISSOURI WEEKLY SUMMARY**

(Patton Junction and Fruitland)

Receipts 1582; Week ago 1690; Year ago 2247

Compared to last week, steers 1.00 to 2.00 lower and heifers 2.00 to 3.00 higher. Slaughter Cows and Bulls 4.00 higher.

**FEEDER STEERS:**

Medium and Large 1-2

250-300 lbs.	135.00-141.00
300-400 lbs.	118.00-145.00
400-500 lbs.	118.00-133.50
500-550 lbs.	107.00-125.00
600-700 lbs.	102.50-114.00
700-800 lbs.	100.00-108.50
800-875 lbs.	94.00-103.00

**FEEDER HEIFERS:**

Medium and Large 1-2

200-250 lbs.	130.00-132.00
300-400 lbs.	113.00-136.00
400-500 lbs.	107.00-129.00
500-600 lbs.	102.00-115.00
600-650 lbs.	98.50-110.00
700-750 lbs.	88.00-98.50
825-900 lbs.	85.00-88.00

**REPLACEMENT COWS:**

Medium and Large 1-2, 2 to 7 yrs 960-1330 lbs in 2nd to 3rd stage 660.00-890.00 per head.

**SLAUGHTER COWS:** Breaking

and Boning (70-85% lean) 46.00-54.25, high dressing 52.00-58.00, Lean (85-90%) 37.50-42.00.

**COW & CALF PAIRS:** Medium

and Large 1-2, scarce.

**SLAUGHTER BULLS:** Yield

Grade 1-2, 1280-2180 lbs 60.25-68.75, high dressing 76.25.

**SOUTH CENTRAL MISSOURI WEEKLY SUMMARY**

(Cuba and Vienna)

Receipts 3548; Week ago 3306; Year ago 4642

Compared to last week steers and heifers steady to 2.00 lower.

Slaughter cows steady to 2.00 lower.

**FEEDER STEERS:**

Medium and Large 1

360-400 lbs.	135.50-145.00
400-500 lbs.	126.00-138.00
500-600 lbs.	121.50-132.50
600-700 lbs.	115.50-129.00
700-820 lbs.	113.25-115.50
850-900 lbs.	Scarce

**FEEDER HEIFERS:**

Medium and Large 1

360-400 lbs.	130.00-133.50
400-500 lbs.	115.50-131.00
500-600 lbs.	112.50-123.50
600-700 lbs.	111.00-120.25
700-725 lbs.	108.50-116.50
800-950 lbs.	89.75-90.75

**REPLACEMENT COWS:**

Medium and Large 1-2, Medium and Large 1-2 4 to 7 yrs 1000-1350 lbs 1st to 3rd stage 875.00-1070.00.

**SLAUGHTER COWS:** Breaking

and Boning (70-85% lean) 50.50-55.00, high dressing 55.00-61.00, Lean (85-90%) 46.00-52.00, low dressing 41.00-47.00.

**COW & CALF PAIRS:** Medium

and Large 1-2, Scarce

**SLAUGHTER BULLS:** Yield

Grade 1-2, 1500-2100 lbs, 64.00-69.00, high dressing 71.25, low dressing 60.00.

**MISSOURI WEEKLY DIRECT  
SLAUGHTER CATTLE REPORT**

Weekly Receipts 800; Week ago 600; Year ago 600

Compared to last week, trade rather slow. No Live sales, dressed sales on a grid basis steady to 1.00 lower. Demand and seller interest light to moderate.

**STEERS:** No Sales**STEERS AND HEIFERS:**

Carcass sales: No Sales

**HEIFERS:** No Sales**GRADE AND WEIGHT (Grid):**

Choice 3 550-950 lbs 132.00-134.00, few late 137.00. Select 3 550-950 lbs few 129.00-131.00.

**MISSOURI WEEKLY DIRECT  
WEANER AND FEEDER PIG REPORT**

Receipts: 11,763 (FOB 2,571 Delivered 9,192).  
Compared to last week, weaner pigs 1.00 higher and feeders steady.  
Moderate demand for moderate supply.

Early weaned pigs 10 lb base weights.  
Fob the farm, 9% negotiated.  
2,571 head 10 lbs 31.50-35.50 weighted average price 32.32.

Early weaned pigs 10 lb base weights. (5,850 Ark to ILL, NEB)  
Delivered, 34.9% negotiated.  
8,662 head 32.75-37.70 weighted average 10 lbs 34.63.

Feeder pigs in all lot sizes. Delivered 100% negotiated.  
530 head 40 lbs 44.00.

**MIDWEST SHEEP REVIEW**

Slaughter Receipts

This week 59,000; Week ago 57,000; Year ago 56,000

Slaughter Lambs steady Slaughter Ewes: Utility and Good  
Slaughter Ewes steady 1-3 35.00-45.00, Cull 1 25.00-  
Feeder Lambs steady 35.00.

Slaughter Lambs: Choice and Feeder Lambs: Medium and Large  
Prime 2-3 woolled 110-120 lbs 1-2 60-80 lbs 100.00-110.00, 80-  
83.00-85.00, 120-140 lbs 85.00- 100 lbs 90.00-100.00.  
87.00.

**WEEKLY HAY SUMMARY**

As fall arrives, there is a huge difference in conditions throughout the state. As one reporter said, some areas are "wading in knee-high dust." It's hard to believe in the last 30 day some counties have had more than 12 inches of rain, while others have had less than a half inch. Hay demand, even in the dry counties, hasn't pick up much as many farmers had a good supply of hay from early in the year. But as fall comes and goes and winter arrives, that supply could decrease at a fast pace. Prices remain mostly steady with the best demand for high quality horse and dairy hay. Movement is mostly light to moderate, and supply is heavy. The Missouri Department of Agriculture has a hay hotline available for both buyers and sellers. To be listed, or for directory, call 1-800-877-4HAY(4429) (All prices per ton unless specified and most reflect delivered prices) Supreme quality Alfalfa(RFV>185) 100.00-140.00 Premium quality Alfalfa(RFV170-180) 80.00-110.00 Fair to Good quality Alfalfa(RFV130-170) Round bales 30.00-80.00 Small, Big squares and baleage (dry weight) 70.00-100.00 Good quality mixed Alfalfa and grass small square bales 2.50-3.00 per bale 30.00-45.00 per large round bale Fair to good quality Prairie hay 50.00-75.00 Good quality Brome 50.00-85.00 Good quality Timothy Hay 2.50-3.50 per small square bale Good quality Red Clover hay 25.00-60.00 Good quality Mixed Grass hay 20.00-35.00 per round bale 1.25 to 2.50 per small square Fair quality large round bales Fescue 10.00-20.00 per bale Wheat hay 50.00-60.00 Wheat straw 1.50-3.00 per small square bale

**WHOLESALE FEEDSTUFFS PRICES  
(DOLLARS PER TON-BULK BASIS)**

Area	Soybean Meal 48% Solvent	Cottonseed Meal 41% Solvent	Meat Meal	Wheat Middlings
Kansas City	169.40	164.75	160.00	66.00
St. Louis	202.50	162.50	165.00	62.50

**WEEKLY LIVESTOCK SLAUGHTER**

CATTLE HOGS SHEEP

Week to date	616,000	2,113,000	59,000
Last week	641,000	2,093,000	57,000
Last Year	690,000	1,987,000	56,000
2004 yr. to date	23,845,000	73,694,000	1,954,000
2003 yr. to date	26,663,000	71,491,000	2,063,000

**MIDWEST EGG REVIEW**

Large .03 higher, Medium .03 higher, Small unchanged. IOWA-MINNESOTA-WISCONSIN: Prices paid to producers. (cents per dz.) Large .37-.44, Medium .20-.24, Small .05-.07.

**By-Product Feed Prices**

Soy Hulls Mexico, MO 70.00, Alfalfa Pellets 17% St Louis, MO 115.00, Distillers Grain dried, Macon, MO 85.00, Corn Gluten Feed pelleted, Decatur, IL 59.00, Brewers Grain pressed 70% moisture, St Louis, MO 34.00. Prices per ton.

**WEEKLY COMMODITY GRAIN FUTURES TRENDS**

Compared to last Friday: Soybeans .28 to .30 lower, Wheat .08 to .12 lower, Corn .08 to .10 lower, KC Wheat .05 to .23 lower, Soybean Meal 5.40 to 6.10 lower. (All price trends approximate ranges).

Daily Grain Futures Closes

	Mon.	Tues.	Wed.	Thurs.	Fri.
Soybeans					
Nov	543 3/4	542 1/2	538 1/4	537 3/4	523 1/2
Jan	550 3/4	549 1/2	546 1/4	545 1/2	531 1/4
Mar	558 3/4	557 1/4	554	553 1/2	539 1/2
May	565	564 1/4	561	560 1/4	546 3/4
Jul	571	570 1/2	566 1/2	566	553 3/4
Wheat					
Dec	328 3/4	334 3/4	325 3/4	325 1/4	321 3/4
Mar	340	345 1/4	337	336 1/2	334
May	344 1/2	348 3/4	341 1/2	340 1/4	338
Jul	346 1/2	350 1/2	345	343 1/2	341 1/4
Sep	344	355	350 1/2	349	347
Corn					
Dec	212 3/4	212 3/4	210 1/4	207 3/4	205 1/4
Mar	222 3/4	222 3/4	220 1/2	218 1/4	216 1/4
May	229 1/2	229 1/4	227	225	222 3/4
Jul	235	234 3/4	233	231	229
Sep	240	240 1/4	238 1/2	235 3/4	235
KC Wheat					
Dec	357	363 1/4	355	354 3/4	351 3/4
Mar	364 1/4	370 1/2	363	363	359 1/2
May	364	369	362	363 1/2	361
Jul	365	367	362 1/2	363	358 3/4
Sep	374	374	374	368	366
SB Meal					
Oct	161.80	159.90	159.40	159.40	156.90
Dec	163.40	162.30	161.70	162.10	159.30
Jan	165.00	163.90	163.70	163.60	161.30
Mar	168.20	167.40	166.90	166.80	164.70
May	171.30	170.50	170.00	169.80	167.50

**WEEKLY COMMODITY FUTURES TRENDS**

Compared to last Friday: Live Cattle .25 to 1.70 lower, Lean Hogs .23 to 4.42 higher, except May .37 lower, Pork Bellies 1.43 to 10.50 higher, Feeder Cattle .20 to 1.30 higher.

Daily Futures Closes

	Mon.	Tues.	Wed.	Thurs.	Fri.
Cattle					
Oct	86.00	85.65	84.85	85.07	84.47
Dec	88.67	88.37	87.60	87.47	86.97
Feb	90.05	89.85	89.05	89.15	88.60
Apr	87.82	87.60	87.15	87.35	86.90
Jun	83.90	83.72	83.32	83.37	82.92
Lean Hogs					
Oct	73.80	74.75	74.15	76.15	76.42
Dec	69.70	69.57	69.42	71.20	70.82
Feb	68.35	68.05	67.65	68.65	67.85
Apr	65.87	65.87	65.65	66.65	65.92
May	65.55	65.10	64.90	65.30	64.55
Prk Bel					
Feb	101.02	101.22	100.37	103.37	100.50
Mar	101.25	101.55	101.25	104.25	102.75
May	98.60	99.50	99.52	101.52	101.45
Jul	97.00	97.50	98.00	101.00	103.20
Aug	96.00	—	94.00	95.00	103.50
Fdr Cat					
Sep	115.20	114.70	114.70	114.82	115.15
Oct	112.80	112.52	112.45	112.65	112.12
Nov	112.00	111.40	111.30	111.45	110.90
Jan	107.20	106.42	106.60	106.87	106.65
Mar	103.30	102.70	102.40	102.50	102.47
Milk					
Sep	14.67	14.67	14.65	14.66	14.72
Oct	13.57	13.70	13.75	13.93	13.95
Nov	12.67	12.70	12.75	12.89	12.89

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**September 24, 2004**

**MISSOURI GRAIN WEEKLY TRENDS**

Soybeans .35-.49 lower  
 Wheat .05 to .13 lower  
 Corn .02-.20 lower  
 Grain Sorghum .18 to .80 lower

**Weekly Missouri Selected Cash Grain Bids**

Area	#1 Soybean	#2 Soft Wheat	#2 Corn	#2 Grain Sorghum
<u>Kansas City</u>				
Monday	5.54	3.43	1.88	3.36
Tuesday	5.42	3.48	1.88	3.36
Wednesday	5.38	3.40	1.85	3.30
Thursday	5.38	3.40	1.83	3.27
Friday	5.14	3.37	1.80	3.21
<u>St. Louis</u>				
Monday	5.33-5.36	3.30	1.98-1.99	3.60
Tuesday	5.34-5.36	3.37	1.96-1.98	3.60
Wednesday	5.30-5.34	3.31	1.94	3.57
Thursday	5.28-5.33	3.26	1.88-1.89	3.48
Friday	5.09-5.13	3.24	1.81-1.83	3.43
<u>Central</u>				
Monday	5.14-5.17	3.16-3.17	1.83-1.90	2.96
Tuesday	5.08-5.22	3.22-3.23	1.83-1.85	2.94
Wednesday	5.04-5.18	3.13-3.14	1.80-1.85	2.89
Thursday	5.04-5.18	3.12-3.13	1.78-1.81	2.86
Friday	4.91-5.04	3.09-3.12	1.75-1.78	2.77
<u>S.E. MO</u>				
Monday	5.31-5.33	3.19-3.29	1.91-1.94	3.57-3.58
Tuesday	5.27-5.30	3.23-3.35	1.85-1.92	3.52-3.57
Wednesday	5.24-5.26	3.15-3.26	1.81-1.88	3.46-3.51
Thursday	5.21-5.27	3.14-3.25	1.77-1.86	3.41-3.48
Friday	5.03-5.10	3.11-3.22	1.72-1.79	3.37-3.43

(PRICES PER BU. EXCEPT GR. SORG. PER CWT)  
 \*NEW CROP

**Early Planning Grants Available from MDA**

The Missouri Department of Agriculture (MDA) has announced that it is accepting applications for early planning grants to help dairy producers capitalize on production practices and opportunities in the marketplace.

“Creating an environment of opportunity and innovation in agriculture is key to building our rural economy,” said Director of Agriculture Peter Hofherr. “Partnering with dairy producers to provide the tools to increase the profitability of their operations is one important step to growing rural Missouri and keeping our farmers competitive in the international marketplace.”

This program is designed to improve profitability, increase production and encourage start-up, modernization and expansion of Missouri dairy farms. Existing or start-up Missouri dairies will receive 75 percent of total costs for eligible projects, or a maximum of \$3,000. Eligible projects are limited to business planning activities.

“Understanding the factors that contribute to our producers’ bottom line is key,” said Hofherr. “Together with industry, we’re focusing on building a stronger dairy sector, both individually and sector-wide.”

The Dairy Early Planning Grants are an initiative of the Missouri Dairy Growth Council (MDGC). The council, a partnership of 22 Missouri agricultural organizations and allied industry leaders, was formed to address Missouri’s declining dairy industry and develop business tools that dairy farmers can use in their day-to-day operations. Since being formed in January 2003, the MDGC has completed a Dairy Producers’ Industry Plan, which highlights five key business drivers with strategies and tactics for achieving those goals.

The grant program is administered by the Missouri Agricultural and Small Business Development Authority (MASBDA), housed within the state’s agriculture department. Information and applications for the Early Planning Grants are available online at [www.mda.mo.gov](http://www.mda.mo.gov) or by calling 573-751-2129. Complete applications must be submitted by October 1, 2004 to MASBDA, P.O. Box 630, Jefferson City, MO 65102-0630.