

Governor's Forum on Colorado Agriculture

Advancing Colorados Rural Development

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Inside:

Agricultural Outlook Articles 2008 Agricultural Directory

Advancing Colorado's Rural Development



"Celebrating its 17th year, the newly renamed Governor's Forum on Colorado Agriculture represents our great state's firm commitment to maintaining a vibrant agricultural heritage. As someone who grew up on a dryland wheat farm, I know how important our agricultural communities are to the overall vitality of Colorado. A productive and successful agricultural industry means a productive and successful state economy. Colorado's agricultural industry remains one of this state's fundamental economic building blocks, and I am proud to be part of an event that brings together so many of Colorado's ag communities."

- Governor Bill Ritter, Jr.



"Welcome to the 2008 Governor's Forum on Colorado Agriculture. The focus of this year's event is *Advancing Colorado's Rural Development* because creating and supporting a strong infrastructure is vital to the future of agriculture in this state. This forum is an outstanding opportunity for farmers, ranchers, educators, business leaders and public officials to meet and exchange ideas. There will always be challenges in agriculture, so it is important to provide the necessary research and tools to advance rural America. I hope you find this event an excellent opportunity to meet and talk with the leaders of Colorado's agricultural industry."

- Colorado Agriculture Commissioner John R. Stulp



"This year's theme for the 2008 Governor's Forum on Colorado Agriculture, *Advancing Colorado's Rural Development* provides significant recognition of the importance of rural economies to Colorado's overall economic health. Advances made through research conducted by Colorado State University are helping our state's rural economies through improved yields, better livestock and better predictions for dividing Colorado's limited water supply. Colorado State is also making advances in areas that will have an impact on a global scale, as well as in communities across our state: development of low-cost solar panels, new options for biodiesel production, and, leading through example, becoming the first university in the nation that will produce more energy than it consumes."

- Colorado State University President Larry Edward Penley

Mission of the Governor's Forum on Colorado Agriculture

To contribute to a healthy and viable agricultural industry in Colorado, this annual event shall seek to:

- Facilitate a spirit of community to enhance Colorado agriculture's competitiveness.
- Encourage positive awareness of Colorado agriculture.
- Encourage interaction among commodity and other industry segments.
- Present future-oriented, cutting edge topics that promote communication and understanding across the entire industry while considering the uniqueness among industry segments.
- · Relate and connect a global outlook to state and local agricultural production, business, and policy issues.

2008 Governor's Forum on Colorado Agriculture

Table of Contents

Page

Economic Outlook for Colorado Agriculture

Economic Outlook for Colorado Agriculture

by Steve Anderson (NASS), Lewis Frank (FSA), Darrell Hanavan (CWAC), Stephen Koontz (CSU), Tom Lipetzky (CDA), and Jim Robb (LMIC)

Colorado Agricultural Outlook Summaries

- 4 Fruit Industry Outlook
 by Harold J. Larsen, Colorado State University
- 4 Feed Grain Situation and Outlook
 by John Deering and Rod Sharp, Colorado State University
- 5 Livestock Outlook for 2008 Uncertainty Ahead
 by Stephen R. Koontz, Colorado State University; and James G. Robb and Erica L. Rosa, Livestock Marketing
 Information Center, Lakewood
- 6 Sunflower and Oilseed Outlook
 by Dennis A. Kaan, Colorado State University
- 7 Vegetable Crop Production Outlook
 by Michael Bartolo, Colorado State University
- Wheat Outlook
 by Stephen R. Koontz and John Deering, Colorado State University
- **8** Green Industry Outlook
 by James E. Klett, Colorado State University

Colorado's Agricultural Exports

9 Colorado's Agricultural Exports
by Timothy J. Larsen, Colorado Department of Agriculture

2008 Colorado Agricultural Directory

11 2008 Colorado Agricultural Directory



Economic Outlook for Colorado Agriculture

Record Cash Receipts Not Translating to Bottom Line for Agriculture

by Steve Anderson (NASS), Lewis Frank (FSA), Darrell Hanavan (CWAC), Stephen Koontz (CSU), Tom Lipetzky (CDA), and Jim Robb (LMIC)¹

ooking back, 2007 will be remembered as the first time in many years that the agriculture industry posted generally good showings across all sectors, with cash receipts from production and government payments projected to increase more than 7 percent, to a record \$6.3 billion, with an additional \$790 million from services and forestry. It will also be remembered for the blizzards that brought much of the state, particularly southeast Colorado, to a standstill and caused the death of an estimated 15,000 head of cattle. Nonetheless, as devastating as these storms were to the livestock sector, the heavy snows provided the region with much-needed moisture that helped produce Colorado's largest wheat crop since the late 1990s.

Driven by record cash receipts from farm and ranch marketings, net farm income for 2007 is expected to increase to \$771 million, about 5 percent more than 2006. Farmers and ranchers also incurred sharply higher feed, fuel, and fertilizer costs in 2007. Additionally, higher market prices for wheat and corn were partially offset by decreases in government commodity program payments. Even so, total farm program payments will remain relatively constant as payments to producers for conservation programs increase. Look for net farm income to rise in 2008, to \$843 million.

The state's ethanol industry will continue to impact, both directly and indirectly, the net farm incomes of Colorado's farmers and ranchers in 2008. In general, the ethanol industry is currently pushing against blend capacity limits, exerting downward pressure on ethanol prices in the near term. Still, Colorado's three large-scale ethanol plants will use an estimated 45 million bushels of corn in 2008 - or about 30 percent of Colorado's total corn production - to produce 130 million gallons of ethanol. At that level, ethanol produced in Colorado will displace more than three million barrels of imported oil a year. Less shifting of acreage to corn production will occur in 2008 as market prices for all crops are expected to remain at generally high levels. Nevertheless, generally high corn prices translate to increased profitability for farmers and higher feed costs for livestock and dairy producers, keeping the corn and ethanol industries squarely in the middle of the food or fuel debate.

Looking ahead to 2008, the agriculture industry is also facing uncertainty relating to water rights and seasonal workers. Ongoing deliberations relative to Colorado's, and particularly agriculture's, rights to waters in the South Platte and Republican River basins present considerable

concern for producers who depend on those waters for irrigation. Additionally, shortages of seasonal workers are increasingly having a negative impact on Colorado's more labor-intensive sectors (i.e., fruit, vegetable, and green industries). The federally sponsored H2A visa program has proven an administrative quagmire, as well as a costly and unpredictable option, for producers seeking seasonal workers.

The livestock sector has historically been, and will continue to be, Colorado's largest agricultural sector, representing nearly two-thirds to three-quarters of all farm gate sales. Total livestock sales for 2007 will fall, to \$3.9 billion, and are expected to decline further, to \$3.8 billion, in 2008. Cash receipts from livestock sales will drop below the \$4 billion level in 2007 for the first time since 2003. The decrease is due primarily to fewer cattle being marketed, coupled with slightly lower prices, than in recent years. The decline in cattle numbers is an important concern for Colorado agriculture in that cattle feeding is a major source of wealth creation. While Swift has attracted an international buyer for their beef operations, the reduced fed cattle numbers and imports of Canadian fed cattle create a concern for the long-term economic profitability of Colorado slaughter and processing facilities. Profitability problems in the beef packing industry can only have a large negative impact on cattle producing, feed growing and the agriculture economy in the state. Most of the livestock industry, however, should experience favorable market conditions in 2008.

Within the livestock sector, cash receipts from cattle and calves for 2007 are projected to decline about 10 percent, to \$3 billion, for 2007. Cash receipts will continue to slip into 2008, stemming from a smaller calf crop in 2007 and fewer feeder cattle being imported for finishing in Colorado feedlots. Fed cattle prices are expected to remain strong in 2008, at about \$104 per 100 pounds, but margins will continue to be squeezed by high corn and feedstuff costs. Between 80 and 100 million bushels of corn are used annually as feed for Colorado's cattle industry, so even small movements in corn prices have a significant impact on the overall profitability of Colorado's livestock sector.

Drought conditions in the southeast United States have also thrown an interesting twist into the cattle and calves market. The U.S. industry should be in the middle of an expansion phase with more beef cattle in the herd this year than last and more calves coming in the future. This expansion would tend to moderate the high cattle prices seen for the past five years but the drought in the southeast

¹Reprinted from the 2008 Colorado Business Economic Outlook, December 2007



is expected to delay the industry expansion at least one more year.

Dairy is becoming an increasingly important part of Colorado's agricultural economy. Cash receipts from dairy products are projected to be record-high for 2007, at more than \$420 million, in response to highest-ever high milk prices that have averaged near \$18 per 100 pounds. In particular, Colorado is experiencing significant growth in organic dairy production, which, in turn, is helping to drive organic hay and grain production. For 2008, dairy cattle numbers are expected to climb by about 3 percent, to about 118,000 head, with dairy prices weakening by as much as 10 percent, putting the value of statewide production at \$390 million.

Higher prices for feeder and slaughter lambs have helped offset a roughly 2 percent decrease in lamb production during 2007. For the year, lamb prices have been as much as 10 percent higher than during 2006. Going into 2008, production is expected to decrease only marginally, with market prices remaining steady to slightly higher. Sales of wool and lambs will total approximately \$128 million in 2008. Hog production and hog prices have experienced some gains nationally during 2007. However, with poultry continuing to make steady market gains, there is little or no expectation for an increase in hog prices in 2008. Growing concerns for animal welfare have significantly slowed, and in many instances, curtailed the expansion of confinement production facilities. Cash receipts from sales of hogs in 2008 are expected to be on par with 2007, at about \$189 million. Egg production and prices will remain steady and even rise slightly, with poultry and egg receipts for 2008 projected at \$120 million. Similar to the hog industry, egg producers are also confronted with animal welfare concerns relating to cage sizes.

In 2007, wheat producers, after multiple years of drought, harvested one of the state's largest wheat crops since the late '90s, at an estimated 95 million bushels. Additionally, due to low global wheat stocks and poor growing conditions in other wheat-producing states and countries, Colorado's wheat producers were able to cashin on record-high prices averaging \$6.50 per bushel. With such high market prices, producers will sell an estimated 80 percent of this year's wheat crop in the '07 calendar year, pushing cash receipts to an estimated \$577 million – more than three times the 2006 level of \$184 million. When an average crop is achieved, producers traditionally market about half their crop in the same year that it was harvested. As a result, significantly less '07 crop will be marketed in 2008. This fact, coupled with lower yields and prices in the \$4.50 per bushel range, will lower cash receipts for 2008 to an estimated \$330 million.

Corn production is expected to rise by more than 15 percent in 2007, to 157 million bushels. Higher production levels, with average prices of \$3.45 per bushel, will yield 2007 cash receipts at an estimated \$450 million, more than a 50 percent increase from 2006. Acreage in 2008 will remain relatively stable compared to 2007 when significant acreage shifted from other crops to corn; however, producers will face considerable pressure to reduce irrigated acres in the

face of tightening water restrictions. Dryland yields are anticipated to decrease slightly but with prices staying in the \$3.40 to \$3.50 per bushel vicinity, cash receipts for 2008 are projected at nearly \$500 million.

Most Colorado agriculture program payments have historically been received by crop producers, especially wheat and corn producers. Due to higher market prices, those specific price support payments will be greatly reduced, if not eliminated, but payments for conservation programs are expected to increase. Overall, government program payments to Colorado producers are estimated at \$240 million for 2007 and \$290 million for 2008. The 2008 level is projected to increase, due in part to livestock disaster payments, but will still be 25 percent less than the \$382 million in payments received by Colorado producers as recently as 2005.

Hay remains Colorado's largest crop in terms of value (\$634 million in 2007), but due to on-farm use, actual cash receipts are estimated at about one-half of that value. Production in 2007 will approach 4.7 million tons and average \$140 per ton. Looking ahead to 2008, hay producers will continue to benefit from increasing demand for organic hay arising from Colorado's growing organic dairy industry, as well as demand for hay for supplemental feeding by livestock owners in nearby states. Prices for hay are expected to remain strong in 2008, at about \$135 per ton, with total cash receipts coming in at \$318 million. Alfalfa production uses an estimated 30 percent of all water used for irrigation in Colorado and as such, producers are facing pressures to curb water use, much like corn and potato producers.

Potato production in 2007 is estimated at 21.5 million hundredweight – roughly 10 percent below the 2006 production level, with the decline largely due to lower yields stemming from frost damage in the San Luis Valley and the continuing loss of acreage in northern Colorado. With prices in 2007 expected to be in the \$8.00 per hundredweight range (4 percent lower than in 2006), cash receipts from the sale of potatoes are expected to fall to \$174 million. Prices are likely to be slightly lower, but remain in the \$8 per hundredweight range for 2008 and with production forecast at 23 million hundredweight, cash receipts will total \$167 million.

Colorado's greenhouse and nursery industry will continue to expand in the near term but at a slower rate due to the drop-off in new home construction. Since the early 1990s this industry has been one of Colorado's fastest-growing sectors, driven by growth in the turf grass and nursery segments. Still, cash receipts will grow 1 percent to 2 percent annually in both 2007 and 2008, putting cash receipts at \$320 million.

Sunflower production is estimated at 144 million pounds in 2007 and is climbing after falling nearly 60 percent from 2005 to 2006. Demand for sunflower oil is currently strong because of its healthful attributes. Acreage is also increasing in southwest Colorado in order to supply a new crushing and biofuels facility scheduled to become operational in 2008. With prices in the range of 15 to 17 cents per pound, production is forecast to increase to 150 million pounds in 2008, with cash receipts pegged at \$25 million.



Production of both barley and sorghum rose significantly in 2007, with barley climbing 50 percent and sorghum more than doubling. Key drivers to these gains were increased market premiums for malting quality barley and higher feed prices, making sorghum production more attractive. Cash receipts will increase in 2008, with barley reaching \$28 million and sorghum \$17 million.

Colorado's vegetable crops including cabbage, cantaloupe, lettuce, onions, and sweet corn are also expected to continue to do well in 2008, provided that the shortage of seasonal workers experienced in 2007 can be mitigated. Producers of these crops continue to develop innovative marketing programs with Colorado's retailers, and benefit from Colorado's expanding network of farmers markets and consumer preferences to "buy local." Sales of these crops are estimated at \$100 million annually.

Expect dry bean production to continue to slide as some acres are shifted to sunflower production in southwest Colorado. Similarly, production of sugar beets in both 2007

and 2008 will fall as producers confront increasing irrigation constraints. Although fruit production declined in 2007 due to early season frosts that reduced yields, the overall trend is for continuing growth in the industry as grape acres continue to expand to supply the state's growing wine industry.

Colorado's agriculture industry remains diverse and its profitability is subject to influences beyond the state's borders. The opening and/or closing of export markets, global economic growth, and agricultural trade and policy decisions are just a few of the factors that have the potential to impact Colorado agriculture, both positively and negatively. Agricultural policy for much of 2007 has focused on developing a new federal Farm Bill that will direct significant resources to research and promotion of Colorado's \$600 million specialty crops industry for the first time. Nonetheless, the fate of Colorado's agricultural complex will depend largely on local growing conditions, with the only constant being that every year will bring its own unique set of challenges and opportunities.

	Value Added by Agricultural Sector, Colorado 1999 – 2008								
Year	Livestock	Crops	Total Value of Production	Value of Services and Forestry ¹	Government Payments ²	Gross Value of Farm Revenue	Total Farm Production Expenses	Net Farm Income	
	Million Dollars								
1999	\$3,015.8	\$1,341.8	\$4,357.6	\$578.7	\$374.2	\$5,310.5	\$4,362.0	\$948.5	
2000	\$3,325.3	\$1,229.2	\$4,554.5	\$537.9	\$351.4	\$5,443.8	\$4,683.5	\$760.3	
2001	\$3,303.5	\$1,417.9	\$4,721.4	\$584.3	\$320.1	\$5,625.8	\$4,366.6	\$1,259.2	
2002	\$3,208.1	\$1,319.4	\$4,527.5	\$679.5	\$211.0	\$5,418.0	\$4,706.3	\$711.7	
2003	\$3,445.8	\$1,442.7	\$4,888.5	\$643.6	\$319.9	\$5,852.0	\$4,871.4	\$980.6	
2004	\$4,279.8	\$1,381.1	\$5,660.9	\$647.8	\$221.2	\$6,529.9	\$5,177.3	\$1,352.6	
2005	\$4,126.1	\$1,477.6	\$5,603.7	\$736.1	\$382.0	\$6,721.8	\$5,416.9	\$1,304.9	
2006	\$4,120.5	\$1,527.9	\$5,648.4	\$769.7	\$244.6	\$6,662.7	\$5,928.8	\$733.9	
20073	\$3,901.0	\$2,165.0	\$6,066.0	\$790.0	\$240.0	\$7,096.0	\$6,325.0	\$771.0	
20084	\$3,777.0	\$1,966.0	\$5,743.0	\$810.0	\$290.0	\$6,843.0	\$6,000.0	\$843.0	

¹Includes sales of forest products, custom feeding fees, custom harvest fees, and other farm income.

Source: Colorado Business Economic Outlook Agricultural Committee.

²Includes farm program payments directly to producers.

³Estimated.

⁴Forecast.

Colorado Agricultural Outlook Summaries

Fruit Industry Outlook

by Harold J. Larsen, Ph.D., Interim Manager, Colorado State University – Western Colorado Research Center, Grand Junction, CO

olorado's fruit production in 2007 was reduced by sub-zero temperatures in late November of 2006 and by late spring frosts in 2007 in many locations. Pears were closest to a full crop (~90 percent); production for other fruit crops ranged from 65 percent (peaches) to 50 percent (apples and wine grapes) to 10 percent (sweet cherries). Prices for all fruit crops were good, however, with estimated crop valuations ranging from \$13 million (peaches) to \$5 to\$6 million (apples) to \$1.2 to \$1.4 million (grapes and pears) for the major crops. Value of the 2007 wine vintage is projected to be around \$12 to \$14 million based on use of a conservative 10 x multiplier.

Wine grape production and winery capacity appear to have reached a balance in 2007 through expansion of existing winery capacity and addition of new wineries. Agricultural labor availability was an issue for some growers, and only the lower crop production kept the situation from becoming critical. Demand for Colorado fruit is excellent and continues to increase, outstripping supply in some cases. Prices were good to outstanding, especially for organic Honeycrisp apples and organic sweet cherries.

Challenges for 2008 include obtaining needed agricultural labor for fruit production and harvest, maintaining fruit quality and size, reclaiming previous market share lost because of reduced crop availability in 2007, and minimizing crop damage from cold injury, pests, and birds. Wine grape acreage continues to increase and is expected to exceed that of apple by 2008 or 2009, with grapes becoming the second largest acreage fruit crop for the state at that time.

Feed Grain Situation and Outlook

by John Deering, regional agriculture and business management economist; and Rod Sharp, Extension Western regional agriculture and business management specialist, Colorado State University

olorado corn producers are enjoying the benefits of an excellent corn crop and high corn prices in 2007. While prices are similar to 2006 levels, the supply situation in Colorado has led to weaker-than-average basis, defined as Cash Price minus Futures Price. A large winter wheat harvest, combined with a large corn crop, led to a local supply glut, depressing cash prices relative to futures this year. The good news of course is that futures prices have rallied and are healthily above \$4.00 at press time for 2008, 2009 and 2010 December Corn Futures.

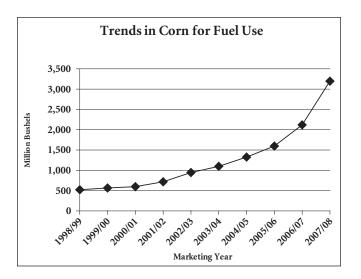
The national cash corn price received by farmers for the 2006-2007 crop year, as reported by USDA was \$3.04 per bushel, a reflection of the 32 percent year-to-year increase in ethanol demand for corn and reduced production in 2006 relative to 2005. Moving ahead to the 2007-2008 crop year, USDA projected in their December report a range of \$3.35 to \$3.95 per bushel, easily above the previous record in 1995 to 1996 of \$3.24 per bushel. Rising input costs are being seen by corn producers across the country. Record high cash land rents, fertilizer and seed prices, to name a few will capture an increasing amount of these record corn prices.

Record U.S. Corn Supply

In 2007, corn planted acreage of 93.6 million acres led to record production of just over 13 billion bushels. Combined with the 2006 ending stocks figure of just over 1.3 billion bushels and imports of 15 million bushels, current year estimates for total corn supply are a record 14.487 billion bushels.

Record U.S. Corn Usage

While 2007 production was over 1.6 billion bushels higher than 2006 production, only a fraction (600 million bushels) translated to higher ending stocks for the 2007-2008 marketing year. Two primary reasons for this are considerable increases in ethanol demand 51 percent (1.1 billion bushels) and exports 13 percent (275 million bushels). Feed use also increased 52 million bushels to 5.65 billion bushels from 2006, but remains nearly 500 million bushels below 2005-2006 levels when the average price was \$2.00.





Feed Grain Price Outlook

Planted acreage estimates for the 2008 crop, record domestic demand, energy policy, and foreign production will be key factors in determining feed grain prices into the future. Crop plantings and crop growing conditions will have a growing effect on feed grain prices. Indications of crop stress or decreased corn acres will send corn prices higher, bringing with them lower feeder animal prices.

Livestock Outlook for 2008 – Uncertainty Ahead

by Stephen R. Koontz, Agricultural Economist, Colorado State University; James G. Robb, Director, and Erica L. Rosa, Agricultural Economist, Livestock Marketing Information Center

ivestock prices generally remained strong through much of 2007, continuing a trend that began several years ago even though drought and record high corn prices were major features of 2007. What does the market have in store for 2008 and 2009?

Cattle Situation and Outlook

Cattle prices were strong for 2007. Fed cattle prices averaged \$92-93 per cwt., which was 8 percent above 2006's. Feeder cattle and calf prices were similar to the prior year averaging \$110 and \$123 per cwt., upward movements were limited by high feeding costs. There are two main things happening in the cattle market: tight supplies and high feed costs. This story for 2007 will remain the story for the cattle market for the next few years.

In 2005, it was clear that the cattle cycle turned from herd liquidation to expansion. That expansion continued somewhat in 2006 but was limited by drought conditions in the southern plains. In 2007, the drought moved east. High feed costs (including record high hay prices nationally) and lack of grazing caused beef producers in the important south east U.S. cow-calf region to sell heifers and cows. All in all, the beef cow herd contracted 3.3 percent as of July 2007 and will post another year-to-year decline when USDA reports the numbers for January 1, 2008.

The dominant factor in the cattle outlook will be tight cattle numbers. Cow-calf producers will continue to sell calves for good money in 2008 and 2009. However, tight calf supplies result in tight feeder cattle numbers. These reduced supplies will negatively impact cattle feeders and meatpackers in Colorado. High feed grain prices are what will limit the upward moves in feeder cattle and calf prices. The corn market will spend the foreseeable future well above \$3.00/bu and this will limit the strength in the feeder cattle and calf markets. Almost anything is possible in the corn market and that will translate into volatility for feeder and calf prices.

The other side of the price coin from supply is demand. Beef producers have enjoyed years of improving beef demand but the past several years has revealed trouble. The Beef Demand Index has showed a 26 percent increase between 1998 and 2004, that is, consumers were willing to spend 26 percent more for beef holding supply and inflation constant. However, there was trouble for demand in 2005 that continued through 2007. Demand has decreased 9 percent between 2004 and 2007. This will be trouble once supplies start to increase two to four years from now. A slowing U.S. economy is likely for most of 2008 and how consumers respond in their beef purchases will be important.

Domestic consumers are one source of demand and international consumers are the other. Export demand continues to grow but it remains only one-third of the market it was prior to January 2004. Currently, the strong export markets for beef are Mexico and Canada. Some beef trade is going to Asia, but not much and we don't see volumes jumping to former levels. Trade volumes will grow but slowly. In 2008, the amount of beef the U.S. exports to Asia will be a key to cattle prices. Down the road (three to five years from now), the issue will be does the growth in trade versus increased herd numbers?

If normal weather returns in 2008, calf prices should be at seasonal high prices prior to the availability of summer grass. Calf prices will likely average over \$115 per cwt. throughout the year and next. Prices should average over \$120 in the second quarter, should be over \$115 in the first and third quarters, and over \$110 in the fourth quarter. Feeder cattle prices are forecasted to be over \$105 for 2008 and 2009. Feeder cattle prices for the first three quarters are expected to be over \$107 and see seasonal weakness in the fourth quarter of \$104. Feeder cattle and calf prices will stay strong during 2008 and 2009, but there is lots of downside risk due to higher feed prices.

U.S. beef production for 2008 is forecasted to be down 0.2 percent and down 1.1 percent year in 2009. The net impact of trade likely will cause U.S. per capita consumption to be 1.2 percent lower in 2008 and 1.9 percent lower in 2009. Because of reduced supplies, but some weakening demand, slaughter cattle prices will remain strong in 2008 and 2009. We look for fed cattle prices in 2008 to average \$93 to \$97 per cwt. Average fed cattle prices could push upwards to \$100 in the first and second quarters. Prices will moderate some in the third quarter with prices averaging in the high \$80s to low \$90 per cwt. Average fed cattle prices should be back in the middle \$90s during the fourth quarter. Fed cattle prices are forecasted to average \$95 to \$100 for 2009.

Hog Situation and Outlook

The resilience that the hog market has shown the past few years has to a degree been broken. The industry last faced large numbers and low prices during 2002 and has seen good prices and producer profits since 2003 with only a modest break in early 2006. Over the past several years we have been expecting cyclical expansion, lower prices, with the cyclical low in 2006 or 2007. It looked like we would be wrong again until October 2007. Record numbers of hogs have come to market this past fall, slaughter for the fourth

quarter of 2007 was about 7.5 percent above 2006, and the lean hog futures price has fallen \$20 per cwt. of carcass since Iuly.

Prices for hogs have been strong through 2007 even with each USDA hogs and pigs report showing continued modest expansion. Most of the strength in hog prices for the past three years was due to excellent export demand for pork. Pork exports have expanded dramatically from 2004 to 2006. Exports will also expand for 2007 but much more modestly. That, coupled with increased supplies, are the cause of the price weakness this fall. Carcass (base) prices for barrows and gilts averaged \$60.55 during the first quarter, \$69 during the second quarter, \$66.46 during the third quarter, and \$53 to \$54 during the fourth quarter of 2007.

Expectations are for the hog herd to expand in the fourth quarter of 2007 and also into 2008. This will result in increased slaughter for the first three quarters of 2008. Higher corn prices have limited the typically year on heavier slaughter weights. Forecasts indicate that U.S. hog slaughter will be 2.7 percent above the prior year in the first quarter of 2007, will be 2.2 percent above the prior year in the second quarter, and 2.8 percent and 0.7 percent the prior year in the third and fourth quarters. Market hog carcasses are generally larger than the previous year. However, the increases in corn price have held weights generally the same as 2006. All in all, the market will see U.S. pork production increase about 2 percent in 2008 and 17 percent in 2009.

We anticipate that 2008 will not be a good year for hog producers. The good profits since 2002 have resulted in an expended herd and more hogs. The pressure of this expansion has been largely alleviated by exports, but not in the fourth quarter of 2007. Low hog prices, both in the fourth quarter of 2007 and all of 2008, coupled with high corn and soybean meal costs will create profitability problems. At issue is the balancing act between expanding production and expanding exports. Currently, production is ahead of exports. Production expansion will need to slow to wait for exports to catch up.

Cyclically, barrow and gilt prices are anticipated to stay weak in 2008 and through 2009. Market hog (base) prices are forecasted to be \$57 to \$60 per cwt. on a carcass basis in the first quarter of 2008. Market hog prices are forecasted to be in the mid-to-high \$60's during the second and third quarters. Hog prices may finish the year in the mid-to-low \$50's and should average in the \$59 to \$63 for the year. Market hog base prices for 2009 should average \$60 to \$64 per cwt. on a carcass basis.

Lamb Situation and Outlook

Slaughter lamb prices for the four quarters of 2007 were much stronger than those in 2006. Prices for the first and second quarters were 16 percent to 21 percent above 2006 and the third and fourth quarters were 5 percent to 7 percent above the same time periods in 2006. Fed lamb carcass prices averaged about \$195 per cwt. in 2007, 12 percent above the 2006 price. Feeder lamb prices received by ranchers averaged about \$103 per cwt., or 2 percent below the 2006 price. Feeder lamb prices were lower when fed lamb prices were

higher because of surging feed costs. If fed lamb prices were not substantially higher then feeder lamb price would have been substantially lower.

Higher fed lamb prices in 2007 were due to several main factors: principally domestic supplies were smaller and demand was strong. Total lamb numbers were down slightly and carcass weights were also down slightly. The lamb industry had been offsetting smaller numbers with heavier weights. Higher feed costs resulted in noticeably smaller carcass weights in the end of 2006 and beginning of 2007, and 2007 showed none of the increased weights that the market experienced the preceding five years. However, the strength in fed lamb prices is not all due to reduced supplies. Prices were higher because of stronger demand, especially in the first and second quarters of the year. This strong demand was also not entirely met by imports. Lamb imports will be up for the year of 2007 but modestly compared to the increase seen in 2006.

We have been expecting increased domestic production over the past years because of the good prices. However, this has simply not materialized because of periodic and persistent dry weather in the U.S. Mountain west, and with high priced feed and forage it is unlikely that expansions will occur. U.S. production is expected to decrease for 2008 and 2009 so price strength is expected to continue for fed lambs while feeder lamb prices will likely hold steady. Forecasts suggest a 1.4 percent decrease in production in 2008 and a continued 0.6 percent decrease in 2009. U.S. lamb imports are also expected to increase in 2008 and 2009 but only modestly as in 2007. If both the domestic and import scenarios occur then fed lamb prices could average \$198 to \$202 per cwt. of carcass in 2008 and \$198 to \$204 per cwt. of carcass in 2009.

Sunflower and Oilseed Outlook

by Dennis A. Kaan, Extension northern region, agriculture and business management specialist, Colorado State University

Oilseed Outlook

onditions were generally good across most of the Great Plains, as adequate topsoil moisture during the growing season contributed to improved yields. The 2007 indicated production will total 2.89 billion pounds, up 35 percent from 2006 but down 28 percent from 2005. Area planted, at 2.08 million acres, is up 6 percent from last year. Sunflower growers expect to harvest 1.97 million acres, up 11 percent from the 2006 acreage. The October yield forecast, at 1,468 pounds, is 257 pounds more than last year.

Total U.S. oilseed production is projected at 80.1 million tons, up 0.1 million tons due to higher cottonseed and peanut output. Soybean production is forecast at 2.594 billion bushels, down 4 million bushels based on a lower soybean yield of 41.3 bushels per acre. Soybean ending stocks are down 5 million to 210 million bushels. The U.S. season-average soybean price for 2007-2008 is projected at \$8.50 to \$9.50 per bushel, up 65 cents on both ends of the range, reflecting sharply higher cash and futures prices.



Dry Bean Outlook

Despite the effects of dry weather, national per-acre yield averaged 17.1 cwt, up 8 percent from a year earlier and 4 percent above the average of the past 5 years. The U.S. dry edible bean crop was estimated to be 25.2 million cwt – up 4 percent from a year earlier. Production in Colorado, at 704 million cwt, is down 38 percent from 2006. Area harvested at 44,000 acres was 27 percent lower than the 60,000 acres harvested last year. The average yield of 1,600 pounds per acre is 300 pounds below 2006.

In the coming year, dry beans again face an acreage challenge from traditional rotational crops such as corn, soybeans, and wheat. Prices for these grains remain high relative to past years due to strong domestic and world demand. Given current price relationships, input prices, and the outlook for low ending stocks, especially for many of the smaller dry bean classes, it appears that 2008 U.S. dry bean plantings will again decline modestly from the 1.5 million acres of 2007. Assuming that yields return to either trend or their long run average, U.S. dry bean output would decline from this year's 25.2 million cwt.

Vegetable Crop Production Outlook

by Michael Bartolo, Ph.D., Extension vegetable crops specialist, Arkansas Valley Research Center, Colorado State University

In 2007, vegetable growers faced challenges related to new labor and immigration laws. Due to the traditional labor shortage, some growers have been forced to cut back acreage or refrain from vegetable production all together. Others have looked at alternative sources of labor that included prisoners and guest workers from the H2A program. Overall, onions continue to be the most widely grown vegetable followed by sweet corn and cabbage. Overall, direct marketing and organic production are thriving components of the Colorado vegetable industry.

Wheat Outlook

by Stephen R. Koontz, Extension economist and commodity marketing specialist and associate professor; John Deering, Extension agriculture and business management, agent, Washington County, Colorado State University

Look/07 crop year will be above \$6.00 per bushel. This has not happened before and, in fact, the average farm price has never been over \$5.00 per bushel. And it is unlikely the price will retreat significantly for the crop year beginning next harvest. The underlying market fundamentals support continued high prices, but price isn't the only good news. Similar to the fall of 2006, wheat in Colorado fields during the fall of 2007 was some of the best in the country. Conditions can certainly change between now and harvest,

but 2008 is set up to be an excellent year for Colorado wheat producers.

World stocks of all wheat had been declining for the last 15 to 20 years. The 2007-2008 crop year continued that trend. The December 11, 2007 USDA World Agricultural Supply and Demand Estimates (WASDE) reported world ending stocks were down 11 percent from last year and down 26 percent from two years ago. Lower ending stocks were due to decreased production in major wheat growing and exporting countries. World use was relatively constant but was greater than production. The decline in world stocks is the reason wheat prices are so high, and it likely that high prices will persist for several years. There will also be further sharp run-ups in price and possibly sharp declines, but prices will stay strong for several years as stocks are rebuilt or until the world has an exceptionally large crop.

U.S. production was up 14 percent, domestic consumption was up very marginally and exports were up 29 percent, this resulted in stocks tightening considerably – 39 percent . The WASDE reported 280 million bushels of ending stocks for 2007-2008 and this is the lowest in 60 years. The changes in supply and demand conditions in the U.S. have not paralleled changes in the world supply and demand conditions. The U.S. has planted fewer acres to wheat over the past 20 years. But, worldwide the production and consumption of wheat grows. The higher wheat prices, however, appear to be encouraging the planting of additional acres. The 2007-2008 crop year saw over 60 million acres planted to all wheat and it is likely planted acres will increase again.

Colorado has followed the rest of the nation with respect to trends in wheat production. Acres have declined but appeared to be leveling off at 2.0 to 2.5 million acres. Colorado wheat production was 87.8 million bushels in 2007. That is up an amazing 112 percent from 2006 and up 63 percent from 2005. Average yields were 39 bushels per acre in 2007, whereas they were 21 in 2006 and 24 in 2005. The increase in production has caused transportation problems. Colorado has seen small crops since 2002 and much of the wheat-moving infrastructure is gone or in poor condition. The years 2007 and 2008 may be known as the years that turned that around in Colorado.

The price outlook for wheat in 2008 will depend on production in the U.S. and the world. Excellent wheat prices but limited moisture was present in many winter-wheat producing U.S. states when planting decisions were made. Thus, acres planted to wheat are uncertain. But we expect producers to respond to the higher prices. Unofficial estimates of the number of acres of wheat planted in the U.S. for the 2008-2009 crop year are at approximately 63 to 65 million acres, an increase of 4.0 to 7.5 percent over 2007-2008. Wheat has become more attractive to plant given its production costs relative to other crops. We will have to wait and see though.

The winter wheat crop in Colorado and most of the U.S. was planted on scheduled. As of November 25, 2007, USDA Crop Progress report 100 percent of Colorado's winter wheat crop had emerged and was in good condition. At the end of November, 13 percent was in excellent condition, 48 percent



was good, 24 percent was fair, 10 percent was poor, and 5 percent was in very poor condition. This compares to the conditions of the 18 largest wheat-producing states where 5 percent of the winter wheat is in excellent condition, 39 percent is in good condition, 37 percent is fair, 13 percent is poor, and 6 percent is in very poor condition. The condition of Colorado's crop was better than the other major winter wheat-growing states. The crops in Texas and Oklahoma are in the poorest shape. Kansas is similar to the 18-state figures.

The USDA Winter Wheat Seedings report to be released on January 11, 2008 will provide official estimates of planted acres that will allow more accurate production and price forecasting. USDA crop progress reports will not be issued again until April 7, 2008. Wheat crop conditions for the 18 largest producing states will be known then and updated weekly. We will then see how wheat fared over the winter. Accurate forecasts of harvested acres and yields will be difficult until the winter and spring weather is observed and reports are continued. Until then, current forecasts indicate an increase in harvested acres comparable to planted acres, and increases in yields over last year's just-fair crop, with U.S. production increasing due to both. Forecasts also suggest a slight increase in domestic food use, reduced feed use and strong exports. Wheat producers are benefiting from the weak dollar. All of this translates into increasing ending stocks for the 2008-2009 crop year but the stocks will remain at low levels...

Reasonable production and use forecasts suggest 2008-2009 ending stocks between 350 million bushels and 425 million bushels. With the lower of the two stocks numbers, a \$6.00/bushel Colorado wheat price is expected and with the higher ending stock number then \$5.50/bushel is expected. Colorado producers will make excellent money for wheat next year.

The factors that need to be watched over the winter and spring include the weather and its impact on production and then exports. The U.S. dollar has weakened in 2007 and

it is the weakest since exchange rates were allowed to float in the 1970s. If world production is down and the world economy stays strong, then U.S. wheat exports will stay strong. U.S. wheat prices are largely dependent on the world wheat export market. The U.S. competes in the world export market along with the four main exporters: Argentina, Australia, Canada and the European Union. In 2007-2008, world wheat trade is forecasted at 105 million metric tons, down 4 percent from 2006-2007. Global consumption of wheat was at 617 MMT in 2007-2008, which is even with 2006-2007,down 1.2 percent from 625 MMT in 2005-2004. Global production was 602 MMT in 2007-2008, up 1.3 percent from 594 MMT in 2006-2007, and down 3.2 percent from 622 MMT is 2005-2006. World ending stocks are expected to be tight and prices high. There will be good opportunities for Colorado wheat producers in 2008 if the crop condition stays as good as it is at the end of 2007.

Green Industry Outlook

by James E. Klett, Ph.D., Extension landscape horticulture specialist and professor, department of horticulture and landscape architecture, Colorado State University

he green industry continues to be the fastest growing segment of agriculture in Colorado. The green industry has averaged 10 percent growth per year since 1993 for a total of \$1.731 billion in 2002. The green industry provides almost 35,000 jobs, an increase of 12,000 jobs since 1994 (6 percent growth per year) with \$825 million in payroll (up from \$450 million from 1994 or 18 percent annual growth). In 2007, GreenCO was working on expanding the Best Management Practices manual and training program to add more technical substance and identify new practices to correlate with the "green movement."

Colorado's Agricultural Exports

by Timothy J. Larsen, Senior International Marketing Specialist, Colorado Department of Agriculture

olorado's agricultural exports grew 23 percent in 2006 to \$1.16 billion dollars, with the export markets for meat products leading the increase. Agricultural exports now represent 14 percent of Colorado's \$8.4 billion in global exports, up from 13.3 percent in 2005. Colorado's forecast for 2007 will grow 20 percent from 2006 exports with the strong export markets for Colorado beef and the increasing harvest and market prices for wheat representing 73 percent of 2007 increased agricultural exports. Colorado's agricultural projections for 2008 show continued growth of 10 percent from 2007 exports again building on Colorado's beef exports.

Exports

Colorado's leading export sector (beef, livestock and meat products) continues to rebound from market losses in 2004 when markets closed to beef from the U.S. While Colorado's agricultural exports have rebounded to pre-2003 levels, meat exports to Japan and South Korea have not returned, and represent lost sales of \$170 million each year the markets remain closed.

The U.S. Meat Export Federation (HQ in Denver) reports that while trends are upward; Colorado and U.S. beef exporters continue to face barriers in key markets.

U.S. MEF reports: "Beef (including variety meat) exports to "open" markets have increased 33 percent in value and 17 percent in volume compared to 2003. This growth includes exports to all markets except Japan, South

Korea, China/Hong Kong and Russia. Although countries representing 75 percent of the 2003 volumes are considered "open" in varying degrees, only 51 percent of the 2003 monthly volumes are currently being exported. The lower export volumes are the result of trade restrictions (under 21 months of age in Japan, under 30 months of age in most other markets, boneless beef, and no variety meat) imposed by many of these "open" markets.

U.S. beef exports are projected to continue to increase, especially with anticipated market access to China and Russia, as well as increased access to Japan and South Korea. Global demand for beef trade will continue to grow, fueled by increasing incomes, but limited by higher costs of production and continued restrictions due to animal disease status."

Colorado's wheat exports will grow in 2007 and 2008, building on record state harvest levels (highest in 10 years) as well as high export commodity prices.

Produce exports are growing in Colorado, as the market in Mexico opens to U.S. produce. In 2006 Colorado shipped over 1,100 loads of potatoes and 237 loads of onions to Mexico. Colorado's growing season blends well with Mexico in providing a marketing opportunity for Colorado produce as well as a market for Mexican produce in winter months. A study in 2006 revealed that over 64 percent of the fruits and vegetables imported from Mexico are during the December to May winter months, providing products that are not available in the US and not competing with any Colorado agricultural production.

Colorado's access to the Mexican pinto bean market should improve in 2007 and beyond with the ending of

Colorado's Top Exported Ag Products (Value in Thousands)							
Product	2004	2005	2006	2007	2008		
Live Animals and Meat, exc Poultry	236,400	317,900	431,000	551,680	676,670		
Hides and Skins	157,300	141,100	159,700	177,267	177,267		
Wheat, feed grains, fodders and products	361,266	274,826	337,755	408,688	421,795		
Vegetables, fruits and products	75,275	81,070	83,341	89,175	92,175		
Other (Poultry, other)	66,147	71,372	79,579	91,776	91,603		
Seeds, Sunflower seed and oil	25,550	24,793	24,316	26,843	25,775		
Fats, Oils and Greases	36,495	27,152	28,146	30,961	30,961		
Dairy Products	6,800	6,100	15,500	20,150	20,150		
TOTAL	965,232	944,313	1,159,337	1,396,540	1,536,396		

Produce/Bulk Grain Exports to Mexico				
July 2006 to July 2007				
Products	Phytosanitary Certificates			
Potatoes	1,231			
Onions	289			
Pinto Beans	250			
Millet	55			
Corn, popcorn, lentils and sunflower seeds	24			
Seeds*	16			
Cabbage, spinach and lettuce	15			

Note: One certificate indicates one shipment to Mexico *Pinto Bean, Squash, Barley, Watermelon, Wheat

import quota's effective January 1, 2008 fulfilling obligations within the NAFTA accord, which requires the elimination of import barriers on pinto beans no later than 2008.

Top markets

Mexico continues as the top destination for agricultural products growing 30 percent in 2006 to over \$356 million. Canada remained our second largest market at \$235 million, followed by Japan. Colorado's historical markets in Asia continue to be below 2003 export volumes because of delays in reopening of the markets after BSE. Prior to 2003, Japan and Korea imported over \$170 million in beef products from Colorado each year. The barriers to full reopening of these markets continue to reduce Colorado agriculture's export opportunities and sales.

Colorado's top two export markets, Mexico and Canada, account for over 51 percent of all of 2006 agricultural exports. This exceeds the U.S. share of exports, which reports Mexico and Canada to equal 32 percent of all agricultural exports in 2006. The growing market for beef in both markets dominates export increases. US MEF reports: "Mexico remained the number one destination for U.S. beef in 2006, with export volume and value growing by about 30 percent. U.S. beef exports to Canada, the second largest market, also increased 97 percent in volume and 107 percent in value over 2005 trade levels. Mexico and Canada accounted for 78 percent of the total U.S. beef export value in 2006, compared to just 31 percent during 2003."

Colorado Ag Exports by Top Markets (Value in Thousands)							
Country	2003	2004	2005	2006			
Mexico	236.4	243.5	275.0	356.9			
Canada	143.8	142.4	168.3	235.3			
Japan	157.8	86.3	90.9	109.5			
Hong Kong and China	79.5	87.2	63.0	76.0			
Taiwan	59.1	52.0	49.1	67.2			
EU-25	27.5	44.1	39.0	41.0			
Korea	108.3	46.6	34.8	39.6			
Other	176.1	263.2	224.8	229.5			
	988.5	965.2	944.3	1,155.0			

Data Sources: USDA/ERS state exports, FAS US Trade, and GTIS

The Japanese and Korean markets have fallen as a percentage of the state's total agricultural exports. Japan fell from 16 percent of Colorado agricultural exports in 2003 to 9 percent in 2006, while Korea fell from 11 percent in 2003 to 3.4 percent in 2006. The Asian market in general and the Chinese market in particular have grown much faster than Colorado's agricultural exports to these markets. China has become the major importer of U.S. cotton and soybeans which represents 70 percent of their total agricultural product imports. China has strong growth potential for Colorado and U.S. beef. While China declared its market open to U.S. beef in 2006, there has been no agreement on trade resumption conditions today, therefore no beef has been exported to China.

MEF reports; "Exports to Japan have been limited to less than 8 percent of 2003 monthly shipments since the market re-opened July 27, 2006. Despite strong demand, the 100-percent box testing requirement and the 20-month age limit have constrained growth. Fortunately, the United States and Japanese governments successfully worked together and Japan recently eliminated the 100 percent box-testing requirement. USMEF is optimistic the Japanese government will address the age requirement before the end of 2007."

The first U.S. beef shipments to South Korea illustrate the challenges to reopen beef markets in Asia. Strict enforcement of boneless import requirements has caused problems for U.S. companies exporting beef to Korea. The continuing trade barriers for beef are a point of contention as the U.S. Senate considers ratification of the Korean-U.S. (KORUS) Free Trade Agreement.

2008 Colorado Agricultural Directory

Colorado Agricultural Associations

Alpaca Breeders of the Rockies

47705 East County Road 34 Bennett, CO 80102-8201 (303) 644-4110; fax: (303) 646-2654 www.alpacabreeders.com

Colorado Agricultural Aviation Association

11166 Huron Street, Suite 27 Denver, CO 80234 (303) 433-4446; fax: (303) 458-0002 www.coagav.org

Colorado Apple Administrative Committee

215 Silver St.
Delta, CO 81416
(970) 240-8373; fax: (970) 240-8426
www.coloradoapples.com

Colorado Aquaculture Association

P.O. Box 1992 Estes Park, CO 80517 (970) 586-9519; fax: (970) 586-6685 www.colaqua.org

Colorado Association of Conservation Districts

P.O. Box 4138 Woodland Park, CO 80866 (719) 686-0020; fax: (719) 686-0030 www.cacd.us

Colorado Beef Council

789 Sherman Street, Suite 105 Denver, CO 80203-3530 (303) 830-7892; fax: (303) 830-7896 www.cobeef.com

Colorado Beekeepers Association

P.O. Box 159 Palmer Lake, CO 80133 (719) 481-8369; fax: (970) 876-5676 www.coloradobeekeepers.com

Colorado Cattlemen's Association

8833 Ralston Road Arvada, CO 80002 (303) 431-6422; fax: (303) 431-6446 www.cca.beef.org

Colorado CattleWomen, Inc.

P.O. Box 68
Matheson, CO 80830
(719) 541-2763; fax: (719) 843-7758
www.yampavalleyinfo/coloradocattlewo.

Colorado Cooperative Council

P.O. Box 506 Eaton, CO 80615 (970)454-4054; fax: (970) 454-4082 www.coloradocoops.coop

Colorado Corn Administrative Committee – Colorado Corn Growers Association

127 22nd Street Greeley, CO 80631 (970) 351-8201; fax: (970) 351-8203 www.coloradocorn.com

Colorado Dry Bean Administrative Committee

31221 Northwoods Circle Buena Vista, CO 81211 (800) 318-8049

Colorado Egg Producers Association

6004 County Road 68C Red Feather Lakes, CO 80545 (970) 881-2902; (970) 881-2587

Colorado Elk Breeders Association

2055 Highway 50 Penrose, CO 81240 (719) 238-0171; fax: (719) 431-0181 www.wapiti.net/ceba/

Colorado Farm Bureau

9177 East Mineral Circle Centennial, CO 80112 (303) 749-7500; fax: (303) 749-7703 www.colofb.com

Colorado Foundation for Agriculture

P.O. Box 10 Livermore, CO 80536 (970) 881-2902; fax: (970) 881-2587 www.growingyourfuture.com

Colorado Future Farmers of America (FFA) Association

9101 E. Lowry Boulevard Denver, CO 80230 (303) 595-1562; fax (720) 858-3130 www.njc.edu/ffa

Colorado Future Farmers of America (FFA) Foundation

62768 N. Star Drive Montrose, CO 81401 (970) 249-1465 www.coloradoffafoundation.org

Colorado Hay and Forage Association

105 San Moritz Drive Bayfield, CO 81122 (866) 774-4429; fax: (970)774-6281 www.coloradohay.org

Colorado Horse Development Authority – Rocky Mountain Horse Expo

420 E. 58th Avenue, #145 Denver, CO 80216 (303) 292-4981; fax: (303) 293-2412 www.chda.org

Colorado Horticultural Society

497 34.75 Road Palisade, CO 81526 (970)986-1347 www.coloradofruit.org

Colorado Livestock Association

822 7th Street, Suite 210 Greeley, CO 80631-3938 (970) 378-0500; fax: (970) 378-1962 www.coloradolivestock.org

Colorado Milk Marketing Board

1776 South Jackson Street, Suite 600 Denver, CO 80210-3805 (303) 757-7418; fax: (303) 757-7488

Colorado Nursery and Greenhouse Association

959 S. Kipling Pkwy, Suite 200 Lakewood, CO 80226 (303) 758-6672; fax: (303)758-6805 www.coloradonga.org

Colorado Onion Association

201 N. 1st St. Lasalle, CO 80645 (970) 284-6982; fax: (970) 284-6428

Colorado Organic Producers Association

2727 County Road 134 Hesperus, CO 81326 (970) 588-2292; fax: (970) 588-2294 www.organiccolorado.org

Colorado Pork Producers Council

822 7th Street, Suite 210 Greeley, CO 80631-3938 (970) 378-0500; fax: (970) 378-1962

Colorado Potato Administrative Committee Area II

P.O. Box 348 Monte Vista, CO 81144-0348 (719) 852-3322; fax: (719) 852-4684 www.coloradopotato.org

Colorado Potato Administrative Committee Area III

P.O. Box 1774 Greeley, CO 80632-1774 (970) 352-5231; fax: (970) 304-0861 www.coloradopotato.org

Colorado Poultry Improvement Board

4816 E. Co. Rd. #30 Fort Collins, CO 80528 (970) 528-9324; fax: (970) 226-3680

Colorado Rural Development Council

1313 Sherman Street, Room 521 Denver, CO 80203 (303) 866-5193 www.ruralcolorado.org

Colorado Seed Growers Association

Department of Soil and Crop Sciences Colorado State University C143 Plant Sciences Building Fort Collins, CO 80523-1170 (970) 491-6202; fax: (970) 491-1173 www.seeds.colostate.edu/CSGA/csga.

Colorado State Forest Service

Colorado State University Campus Delivery 5060 Foothills Campus Building 1050 Fort Collins, CO 80523-5060 (970) 491-6303; fax: (970) 491-7736 www.csfs.colostate.edu/

Colorado State Grange

7275 S. Lima Street Centennial, CO 80112-3850 (303) 708-0606; fax: (303) 708-0411 www.coloradogrange.org

Colorado Sugar Beet Growers Association

822 7th Street, Suite 620 Greeley, CO 80631 (970) 352-6875; fax: (970) 353-6463

Colorado Sunflower Administrative Committee

251 16th Street, Suite 101 Burlington, CO 80807 (719) 346-5571/(303) 646-8883 fax: (719) 346-5660 www.sunflowernsa.com

Colorado Sweet Corn Administrative Committee

P.O. Box 1438 Montrose, CO 81402-1438 (970) 249-1083

Colorado Veterinary Medical Association

789 Sherman Street, Suite 550 Denver, CO 80203-3596 (303) 318-0447; fax: (303) 318-0450 www.colovma.com

Colorado Weed Management Association

6456 S. Niagra Ct Centennial, CO 80111 (303) 779-7939; fax: (303) 220-5833 www.cwma.org

Colorado Wheat Administrative Committee – Colorado Association of Wheat Growers

7100 S. Clinton Street, Suite 120 Centennial, CO 80112 (303) 721-3300; fax: (303) 721-7555 www.coloradowheat.org

Colorado Wine Industry Development Board

700 Kipling Street, Suite 4000 Lakewood, CO 80215 (303) 239-4114; fax: (303) 239-4125 www.coloradowine.com

Colorado Wool Growers Association – Colorado Sheep and Wool Authority

8833 Ralston Road, Suite 200 Arvada, CO 80002 (303) 431-8310; fax: (303) 431-2156 www.coloradosheep.org

Colorado Young Farmers

Education Association Northeast Junior College 100 College Drive, Box C129 Sterling, CO 80751 (970) 521-6690; fax: (970) 521-6801 www.coloradoyoungfarmer.com

Green Industries of Colorado

9367 W. Vandeventor Drive Littleton CO 80128 (303) 973-4026; fax: (303) 973-2263 www.greenco.org

International Society of Arboriculture – Rocky Mtn. Chapter

9137 E. Mineral Avenue, Suite 306 Centennial, CO 80112 (303) 756-1815; fax: (303) 798-1315 www.isarmc.org

Rocky Mountain Agri-Business Association

3030 W. 81st Avenue Westminster, CO 80031 (303) 433-4446 /(800) 243-1233 fax: (303) 458-0002; www.rmagbiz.org

Rocky Mountain Bean Dealers Association

P.O. Box 1285 Elizabeth, CO 80107 (303) 646-8883; fax: (303) 646-8914

Rocky Mountain Farmers Union

5655 S. Yosemite Street, Suite 400 Greenwood Village, CO 80111 (303) 752-5800; fax: (303) 752-5810 www.rmfu.org

Rocky Mountain Food Industry Association

1370 Pennsylvania Street, Suite 320 Denver, CO 80203 (303) 830-7001; fax: (303) 830-7040

Society for Range Management

10030 W. 27th Avenue Wheatridge, CO 80215-6601 (303) 986-3309; fax: (303) 986-3892 www.rangelands.org

Western Colorado Horticulture Society

P.O. Box 1221 Palisade, CO 81526-1221 (970) 241-6407

Western Dairy Farmers' Promotion Association

12000 N. Washington St., Suite 200 Thornton, CO 80241-1926 (303) 451-7711; fax: (303) 451-0411 www.wdairycouncil.com

National Agricultural Organizations in Colorado

American Gelbvieh Association

10900 Dover Street Westminster, CO 80021 (303) 465-2333; fax: (303) 465-2339 www.gelbvieh.org

American National Cattlewomen, Inc.

P.O. Box 3881 Englewood, CO 80155 (303) 694-0313; fax: (303) 694-2390 www.ancw.org

American Sheep Industry Association

9785 Maroon Circle, Suite 360 Centennial, CO 80112 (303) 771-3500 ext. 30 fax: (303) 771-8200 www.sheepusa.org

American Lamb Board

6300 E. Hampden Ave., Suite 2106 Denver, CO 80237 886-327-5262; fax (303) 759-5832 www.americanlambboard.org

American Society of Farm Managers and Rural Appraisers, Inc.

950 South Cherry, Suite 508 Denver, CO 80246-2664 (303) 758-3513; fax: (303) 758-0190 www.asfmra.org

Dairy Farmers of America

9775 E. 97th Place Henderson, CO 80640 (800) 626-6455; fax: (303) 853-0737 www.dfamilk.com

National Bison Association

8690 Wolff Court #200 Westminster, CO 80031 (303) 292-2833; fax: (303) 659-3739 www.bisoncentral.com



National Cattlemen's Beef Association

9110 E. Nichols Avenue, #300 Centennial, CO 80112 (303) 694-0305; fax: (303) 694-2851 www.beef.org

National Farmers Union

5619 DTC Parkway, Suite 300 Greenwood Village, CO 80111-3136 (303) 337-5500; fax: (303) 771-1770 www.nfu.org

National Honey Board

11409 Business Park Circle, Suite 210 Firestone, CO 80501-6045 (303) 776-2337; (800) 553-7162 fax: (303) 776-1177 www.honey.com

National Livestock Producers Association

660 Southpointe Court, Suite 314 Colorado Springs, CO 80906 (719) 538-8843, (800) 237-7193; fax: (719) 538-8847 www.nlpa.org

National Onion Association

822 7th Street, Suite 510 Greeley, CO 80631 (970) 353-5895; fax: (970) 353-5897 www.onions-usa.org

National Potato Promotion Board

7555 East Hampden Ave., Suite 412 Denver, CO 80231 (303) 369-7783; fax: (303) 369-7718 www.potatohelp.com www.uspotatoes.com

National Western Stock Show, Rodeo and Horse Show

4655 Humboldt Street Denver, CO 80216 (303) 297-1166; fax: (303) 292-1708 www.nationalwestern.com

Wheat Food Council

10841 S. Crossroads Dr., Suite 105 Parker, CO 80134 (303) 840-8787 ; fax: (303) 840-6877 www.wheatfoods.org

U.S. Meat Export Federation

1050 17th Street, Suite 2200 Denver, CO 80265 (303) 623-6328; fax: (303) 623-0297 www.usmef.org

Conservation Districts

Agate

P.O. Box 215, Simla, CO 80835 (719) 541-2359; fax (719) 541-3061

Baca County

P.O. Box 398, Springfield, CO 81073 (719) 523-4522; fax (719) 523-6263

Bent

760 Bent Avenue, Las Animas, CO 81054 (719) 456-0120; fax (719) 456-2717

Big Thompson

P.O. Box 441, Berthoud, CO 80513 (970) 443-1110; fax (970) 667-1052

Bookcliff

P.O. Box 1302, Glenwood Springs, CO 81602 (970) 945-5494; fax (970) 945-0837

Boulder Valley

9595 Nelson Rd. Box D Longmont, CO 80501 (303) 776-4034; fax (303) 684-9893

Branson/Trinchera

3590 E. Main St., Trinidad, CO 81082 (719) 846-3681; fax (719) 846-0525

Burlington

138 South 14th St., Burlington, CO 80807

(719) 346-7699; fax (719) 346-5179

Centennial

621 Iris Dr. ,Sterling, CO 80751 (970) 522-7440; fax (970) 522-3528

Center

P.O. Box 424, Center, CO 81125 (719) 754-3400; fax (719) 754-3109

Central Colorado

16995 Old Pueblo Rd., Fountain, CO 80817

(719) 382-8041; fax (719) 382-8041

Cheyenne

P.O. 850, Cheyenne Wells, CO 80810 (719) 767-5648; fax (719) 767-5041

Colorado First

780 Yampa Ave., Craig, CO 81625 (970) 824-8136; fax (970) 824-7055

Conejos County

P.O. Box 255, La Jara, CO 81140 (719) 274-4311; fax (719) 274-4312

Cope

2862 WA CR LL, Flagler, CO 80815 (970) 383-2324; fax (970) 383-2324

Costill

P.O. Box 345, San Luis, CO 81152 (719) 672-3673; fax (719) 672-3315

Custer County - Divide

P.O. Box 756, Westcliffe, CO 81252 (719) 783-2481; fax (719) 783-9528

Debeque – Plateau Valley

2738 Crossroads Blvd, #102 Grand Junction, CO 81506 (970) 242-4511 x100; fax (970) 242-8469

Deer Trail

133 West Bijou Ave., Byers, CO 80103 (303) 822-5257; fax (303) 822-9542

Delta

690 Industrial Blvd., Delta, CO 81416 (970) 874-5735; fax (970) 874-7768

Dolores

628 W. 5th St., Cortez, CO 81321 (970) 565-9045; fax (979) 565-8797

Double El

P.O. Box 215, Simla, CO 80835 (719) 541-2359; fax (719) 541-3061

Douglas County

P.O. Box 88, Franktown, CO 80116 (303) 688-3042; fax (303) 660-3838

Douglas Creek

P.O. Box 688, Meeker, CO 81641 (970) 878-5628; fax (970) 878-3730

Dove Creek

P.O. Box 10, Dove Creek, CO 81324 (970) 677-2248; fax (970) 677-2453

Eagle County

401 23rd St. Řm. 106, Glenwood Springs, CO 81601 (970) 945-5494, fax (970) 945-0837

East Adams

133 West Bijou Ave., Byers, CO 80103 (303) 822-5257; fax (303) 822-9542

East Otero

200 S. 10th St., Rocky Ford, CO 81067 (719) 254-7672; fax (719) 254-4541

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1826 E. Platte Ave., Suite 114 Colorado Springs, CO 80909 (719) 632-9598

Flager

P.O. Box 447, Flagler, CO 80815 (719) 765-4676; fax (719) 765-4370

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1415 N. College Ave., Suite 3 Ft. Collins, CO 80524 (970) 221-0611; fax (970) 221-0611

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248 Dozier Ave., Canon City, CO 81212 (719) 275-4465; fax (719) 275-3019

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216 N. Colorado, Gunnison, CO 81230 (970) 642-4461; fax (970) 642-4425

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1280 SW Interocean Dr. Holyoke, CO 80734 (970) 854-2812; fax (970) 854-2854

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P.O. Box 127, Hugo, CO 80821 (719) 743-2408; fax (719) 743-2501

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655 Parfet St., Rm. E-300 Lakewood, CO 80215-5517 (720) 544-2870; fax (720) 544-2964

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P.O. Box 688, Franktown, CO 80116 (303) 621-2070; fax (303) 660-3838

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P.O. Box 845, Eads, CO 81036-0845 (719) 438-5414; fax (719) 438-5410

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P.O. Box 623, Durango, CO 81302 (970) 259-3289; fax: (970) 247-9301

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P.O. Box 1287, Leadville, CO 80461 (719) 486-0438

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9595 Nelson Rd. Box D Longmont, CO 80501 (303) 776-4034; fax (303) 684-9893

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P.O. Box 308, Mancos, CO 81328 (970) 533-1152; fax (970) 533-1192

Mesa

2738 Crossroads Blvd #102 Grand Junction, CO 81506 (970) 242-4511; fax (970) 242-8469

Middle Park

P.O. Box 265, Kremmling, CO 80459 (970) 724-3456; fax (970) 724-0807

Morgan

200 W. Railroad Ave., Ft Morgan, CO 80701 (970) 867-9659; fax (970) 867-9410

Mosca - Hooper

101 S. Craft Dr., Alamosa, CO 81101 (719) 589-3907; fax (719) 378-2980

Mount Sopris

P.O. Box 1302, Glenwood Springs, CO 81602 (970) 945-5494; fax (970) 945-0837

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P.O. Box 1136, Walden, CO 80480 (970) 723-8204; fax (970) 723-4709

Northeast Prowers

P.O. Box 535, Holly, CO 81047 (719) 537-6506; fax (719) 537-6625

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840 Broadway, Fort Lupton, CO 80621-2125 (303) 857-6721

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P.O. Box 801, Monte Vista, CO 81144 (719) 754-3400; fax (719) 754-3109

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621 Iris Dr, Sterling, CO 80751 (970) 522-7440; fax (970) 522-3528

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200 S. Santa Fe Ave. 4th Floor, West Pueblo, CO 81003 (719) 543-8386; fax (719) 543-3914

South Side

P.O. Box 1302, Glenwood Springs, CO 81602

(970) 945-5494; fax (970) 945-0837

Southeast Weld

57 W. Bromley Ln., Brighton, CO 80601 (303) 903-9833; fax (303) 659-1768

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3590 E. Main St., Trinidad, CO 81082 (719) 846-3681; fax (719) 846-0525

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P.O. Box 2027, Woodland Park, CO 80866 (719) 686-9405; fax (719) 686-9403

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P.O. Box 837, Meeker, CO 81641 (970) 878-5628; fax (970) 878-3730

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Yuma County

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Governor Bill Ritter, Jr.

136 State Capitol Denver, CO 80203 (303) 866-2471; fax: (303) 866-2003 www.colorado.gov/governor

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Animal Industry Division

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Division of Wildlife

 $(303)\ 297\text{-}1192; fax\ (303)\ 291\text{-}7105$

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(303) 866-3300; fax (303) 866-2461

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1600 Broadway, Suite 1650 Denver, CO 80202 (303) 863-7522; fax: (303) 863-7517 www.goco.org

Federal Government Agencies

Federal Information Center

(800) 688-9889

U.S. Department of Agriculture

655 Parfet Street Lakewood, CO 80215

Agricultural Statistics Service

(303) 236-2300

www.nass.usda.gov/co

Animal and Plant Health Inspection Service (APHIS)

Plant Protection and Quarantine 3950 Lewiston Road Aurora, CO 80011 (303) 371-3355

Animal and Plant Health Inspection Service (APHIS)

Veterinary Services 755 Parfet Street, Suite 136 Lakewood, CO 80215 (303) 231-5385

Farm Service Agency

(720) 544-2876, www.fsa.usda.gov/co

Food and Nutrition Services

665 Broadway, Suite B Denver, CO 80303 (303) 497-5411; (303) 497-7306

Natural Resources Conservation

Service

(720) 544-2810 www.co.nrcs.usda.gov

GIPSA – Packers and Stockyard Programs

3950 Lewiston, Suite 200 Aurora, CO 80011-1556 (303) 375-4240

Rural Development

(720) 544-2903 www.rurdev.usda.gov/co

U.S. Forest Service/Regional Office

740 Simms Street, Golden, CO 80401 (303) 275-5350, fax: (303) 275-5327

U.S. Department of Commerce

U.S. Export Assistance Center

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U.S. Department of the Interior Bureau of Land Management – State

Bureau of Land Management – State Office

2850 Youngfield Street Lakewood, CO 80215 (303) 239-3600; fax: (303) 239-3933 www.co.blm.gov

National Park Service

12795 W. Alameda Parkway Lakewood, CO 80228 (303) 969-2000

U.S. Fish and Wildlife Service

134 Union Boulevard, Suite 670 Lakewood, CO 80228 (303) 236-4773 www.mountain-prairie.fws.gov/co

U.S. Geological Survey

1313 Sherman Street, Room 715 Denver Federal Center Lakewood, CO 80203 (303) 866-2611

U.S. Environmental Protection Agency (EPA) – Region 8 Office

1595 Wynkoop Street Denver, CO 80202-1129 (303) 312-6312; (800) 227-8917 www.epa.gov/region8

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1600 Pennsylvania Avenue NW Washington, DC 20500 Comments: (202) 456-1111 Switchboard: (202) 456-1414 www.whitehouse.gov

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Farm/Ranch Management Assistance

Colorado Comm. College System 9101 East Lowry Blvd. Denver, CO 80230, (303) 620-4000

Colorado Northwestern Community College

Rangely, (800) 562-1105

Colorado State University Department of Agricultural and Resource Economics

(970) 491-6955

Delta-Montrose Area Vocational Technical Center Delta (970) 874-7671

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Colorado State Forester (970) 491-6303

Colorado Water Resources Research Institute (970) 491-6308

Extension (970) 491-6281

(County Offices listed opposite page)



Food Safety Specialist

(970) 491-7334

Colorado State University Extension Offices

Adams County

Brighton (303) 637-8100

Alamosa County

San Luis Valley Area Office Monte Vista (719) 853-7381

Arapahoe County

Littleton (303) 730-1920

Archuleta County

Pagosa Springs (970) 264-5931

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Trinidad (719) 846-6881

Lincoln County

Hugo (719) 743-2542

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Mesa County

Grand Junction (970) 244-1834

Mineral County

San Luis Valley Area Office

(719) 852-7381

Moffat County

Craig (970) 824-9180

Montezuma County

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Park County

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Phillips County

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Prowers County

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Pueblo (719) 583-6566

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Meeker (970) 878-4093

Western Annex (970) 675-2417

Rio Grande County

San Luis Valley Area Office

(719) 657-0213

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Wray (970) 332-4151

Colorado State University

olorado State University is one of the nation's most respected land-grant institutions with extensive teaching, research and outreach programs that support useful economic development through job, technology and wealth creation as well as quality of life for all people. CSU is a recognized academic leader in fundamental research in a number of fields critical to all people, including agriculture, energy and environment, water resources, atmospheric science, infectious disease prevention, biomedicine, cancer and advanced technology. As Colorado's land-grant institution, the University utilizes its Cooperative Extension system of county offices to provide links between the University and citizens in such areas as agriculture, natural resources, nutrition, consumer and family education and 4-H Youth development.

Colorado State University is consistently ranked as one of the nation's top universities in a variety of categories and disciplines. What sets CSU education apart from the others is that at CSU, world-class faculty members with an internationally-recognized reputation work on global problems with emerging young researchers.

- CSU is ranked in the top tier among public and private doctoral universities in the 2006 *U.S. News and World Report* "America's Best Colleges and Universities."
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- The Templeton Foundation lists CSU on its "Honor Roll of Institutions that Build Character."
- The College of Agriculture is consistently ranked in the top 10 in the nation.

Colorado State University is committed to the vision that achieving our mission in research, teaching, and service will depend on our ability to build strategic partnerships both internally and externally, in Colorado and around the world. We are committed to building a network of strategic partnerships that leverage our intellectual assets with those of other institutions.



Colorado Department of Agriculture

wildlife habitats, protects the environment and fuels the state economy. Our agricultural industry-including inputs, production, processing, and marketing- generates more than 105,000 jobs and contributes nearly \$16 billion to Colorado's economy each year. In 2006, Colorado farmers, ranchers and food processors exported \$1.155 billion in food products; our top three markets are Mexico, Canada, and Japan.

The mission of the Department of Agriculture is to strengthen and advance Colorado's agriculture industry; ensure a safe, high quality, and sustainable food supply; and protect consumers, the environment, and natural resources.

The Department of Agriculture was created as an agency of state government in 1949, although its historical roots date back to before the turn of the century. More than 275 employees perform a wide array of services for consumers, farmers and ranchers throughout the state. Under the direction of Commissioner John R. Stulp, the Colorado Department of Agriculture is proud to serve Colorado citizens through seven divisions: Animal Industry, Brand Inspection, Colorado State Fair, Conservation Services, Inspection and Consumer Services, Markets, and Plant Industry.

Colorado Department of Agriculture 700 Kipling St., Suite 4000 Lakewood, CO 80215 (303) 239-4100 www.colorado.gov/ag





Thank you!

The Governor's Forum on Colorado Agriculture is brought to you by Governor Bill Ritter, Jr., the Colorado Department of Agriculture, and Colorado State University, with the support of the Colorado Agricultural Leadership Associates, and the following organizations, businesses and agencies interested in the future of Colorado Agriculture.

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