D.C. Swamped With Cases of Wetland Confusion

More than 50 Michigan farmers were part of the over 400 case studies of farmers caught up in bureaucratic wetlands regulations presented by Farm Bureau to Sen. Max Baucus (D-Mont.), in response to his challenge to either put up or shut up.

During an Environmental Protection Sub-committee hearing in June, committee chairman Sen. Baucus assounded AFBF President Dean Kleckner and countless others by requesting that he provide evidence that farmers were indeed caught up in the maddening crossfire of bureaucratic wetland regulations. Kleckner testified during the hearing on the need to end confusion and overzealous regulatory action on wetlands.

The 50 cases submitted from Michigan, as well as the other cases from across the country, were surfaced, researched and delivered to Washington, D.C., with names, addresses and various forms of documentation in a one week period.

"The farmers and ranchers who have stepped forward represent all sections of our nation," Kleckner said in a letter accompanying the documents. "These producers are amazed and angry that their conservation ethic and knowledge of their own farm have been challenged. And many of them have had their farming and personal lives turned into chaos."

The Farm Bureau President also noted that many "had to overcome their fear of bureaucratic retaliation" and that others did not step forward for that reason.

Among those who did step forward were Illinois farmers Jim Koeller and Jim Gay, Oregon farmers Michael and Torri Schrock and Rhode Island farmer Bill Stump (see page 10). They told their stories during a news conference in Washington, D.C., along with Kleckner and some of the co-sponsors of proposed legislation to end regulatory confusion over wetlands.

Baucus intends to deliver the documents to Environmental Protection Agency Administrator William Reilly and ask that he take a close look at their concerns as he puts together a plan for administering wetlands laws.

AFBF President Dean Kleckner (left) presents Sen. Max Baucus with more than 400 of the case studies he had requested.

See Page 10 for additional Wetland Coverage

MSU's Cooperative Extension Service - an Imig Perspective

Michigan State University's new Cooperative Extension Director Gail Imig's appointment took effect July 1. Imig spent three years as assistant director of Extension at Kansas State University, and held several positions at the University of Missouri, including associate vice president of academic affairs-university Extension, associate dean and program director for home economics Extension.

Imig attended a public hearing on the new Right-to-Farm proposals for nutrient and pesticide management during the early hours of AgExpo and took time out for a news conference as well. What follows are her observations during the first week in her new role.

Q. What is your philosophy on the role of the CES?

A. We must put programs together that meet the needs of the people, which hasn't always been the case in all Extension services. The real thing that's going to be important for the future is learning how to visit with people, work with advisory committees and find out what the needs are. It's a constant process of monitoring and identifying those needs. I want to see to it that we do that well.

Q. What are your biggest tasks here at MSU?

A. We're going to need to do some strategic planning, setting some very clear priorities after we've received input and then putting together the interdisciplinary teams of scientists and experts that we need to address those issues and make an investment of resources to make a difference.

Q. What areas would you like to see grow?

A. Commercial agriculture in this state has critical issues to deal with, such as changing consumer preference, a global economic environment and how to deal with that competition. Identifying those niche markets and really looking at market opportunities.

Biotechnology developments need to be considered and analyzed, meaning we need to look at where farmers can make the best use of these new developments. It also means that it won't be just one scientist. We're going to have to put together interdisciplinary teams that can go out and analyze the entire operation, including the market, economy, environment, financial management, and personnel. All of these things need to come together at the farm operation to help that individual.

Q. What would you consider the most important thing about your new position?

A. That this is a new role. The real thing that's going to be important for the future is learning how to visit with people, work with advisory committees and find out what the needs are. It's a constant process of monitoring and identifying those needs. I want to see to it that we do that well.
Dealing with the Wetlands Issue: Your Organization at its Finest

Early Michigan settlers found much of the state a morass of low-lying, soggy ground. They drained many of these swamps and mudholes and turned them into productive, fertile farmland.

Agriculture now finds itself stuck in another type of morass: a fight with federal bureaucrats over confusing and controversial wetlands policy that threatens to engulf the agricultural economy. The challenge is to move the debate to the high ground that will allow farmers to make a case for preserving genuinely valuable wetlands and protecting agricultural property rights.

It’s been noted many times before: farmers are the original environmentalists. They want to preserve the quality of the environment they live and work in. They understand the value of wetlands for enhancing groundwater quality and maintaining wildlife habitat. But farmers have been frustrated by a rigid bureaucratic attitude that unfairly treats all potential wetlands as equally valuable. This zealous mindset has led to countless examples of farmers who have had their farming and personal lives turned into chaos.

Congressional support builds for the Farm Bureau-supported Comprehensive Wetlands Conservation and Management Act (H.R. 1330) and its Senate companion bill (S. 1463). The legislation is designed to protect property that should not be destroyed, classify wetlands according to value and function, and provide compensation to landowners who are denied use of their property.

As your organization and fellow Farm Bureau members carry on this wetlands battle, it is worth reflecting on where farmers would be without a strong organization to fight for their property rights. It’s unlikely that any farmer working alone, regardless of how articulate and persistent, could obtain the access and influence that comes from Farm Bureau’s united strength.

It’s a good thought to have in mind this summer and fall as you participate in your policy development process. Farm Bureau is making progress in this wetlands fight, thanks to farmers who worked together to develop member policy. The issues you will discuss and debate this year are important to the future of your industry and way of life. Please give them your close attention and participation.

Jack Laurie, President
Michigan Farm Bureau

DeVuyst Appointed to Natural Resources Commission

Former Farm Bureau leader Larry DeVuyst of Ithaca was appointed by Gov. John Engler July 18 to the Natural Resources Commission.

DeVuyst owns and operates a 625-acre cash crop farm and farm-to-table food business and is an operation producing 5,500 market hogs per year. He served on the Michigan Farm Bureau Board for eight years and is a past president of the Gratiot County Farm Bureau. DeVuyst, a past member of the Farm Credit Board of St. Paul, was appointed by President Reagan to the Federal Farm Credit Board (Farm Credit Administration).

“As a Farm Bureau leader and as a successful farmer, Larry understands the important relationship between agriculture and the environment,” Engler said. “Larry also brings a strong banking and finance background to this position. His knowledge of the financial issues that affect farming, as well as how environmental policies affect the ability to finance new farms, business and factories, makes him extremely qualified for the commission.”

DeVuyst said that as a farmer, he’ll bring some balance to the Natural Resources Commission by representing agriculture in a fair way, “I see myself as a conservationist, and I see the farmers’ view of how they should use pesticides. I strongly believe there may be some things we have to live with rather than to take a chance on putting chemicals out that are going to be around too long or that might run off into a stream,” he said.

DeVuyst said that whoever the Natural Resources Commission selects as a new director of the Department of Natural Resources (DNR) will have to deal with the department’s image problems. “In the eyes of farmers and sportmen, the DNR has been an enforcer,” he said. “A lot of people don’t like someone coming along and putting a hand on their shoulder and saying you will or you will not do this.”

“That’s contributed to giving the DNR a poor image, according to DeVuyst. “I think that’s one of the things we’ve got to go back to in a new DNR director,” he said.

“We need someone who is going to have strong management ability and can also put a new face on the department and be able to put a favorable image out there.”

Gov. Engler also appointed David Hollis of Ishpeming and Dr. Paul Eiele of Belleville to the Natural Resources Commission. Hollis is a lumberman and owner of Hollis Forest Products, a contract logging and land clearing company. Eiele is director of Health, Safety and Environmental Affairs for the Masco Corporation.

Michigan July Farm Prices Slip

The index of prices received by Michigan farmers for all products as of July 15 was 118 percent of its 1977 base, down 2 percent from last month’s level of 120 and 1 percent below last year, according to the Michigan Agricultural Statistics Service.

The price index for all Michigan crops declined 3 percent from June levels, with lower prices for corn, wheat, oats, dry beans and hay. All-hayed hay experienced the most drastic decline at 9 percent. The livestock and livestock products price index for Michigan farmers showed a slight increase of 1 percent from last month’s level, down 12 percent from last July. Higher prices on slaughter cows, milk and eggs were partially offset by lower steer and heifer, calf and hog prices.

The July Index of Prices Paid by farmers for commodities and services, interest, taxes, and farm wages was 189 percent of its 1977 average, up 2.7 percent from earlier.

Farm Price of Milk Not Keeping Pace With Retail

The farmer’s share of the price of milk has risen over the past several years, but it has not kept pace with the rise in consumer prices, according to an Agriculture Department report.

In 1983, the average retail price of milk was $1.128 per half-gallon, according to the Economic Research Service (ERS). The “farm value” of that was reported at 59.9 cents.

Last year, the ERS said, the retail price of milk averaged $1.424 per half-gallon, an increase of more than 26 percent from 1983. In the same period, the farm value rose to 63.3 cents per half-gallon, an increase of less than 7 percent. Since that time, farm prices have fallen sharply, while retail prices dropped marginally.

MSU Dairy Survey to Identify Financial Status

Michigan State University has initiated a new research project with the goal of identifying production options to help Michigan dairy producers remain competitive throughout the 90s. The first phase involves a survey to address the financial status and production potential of Michigan dairy operations. The survey, mailed to 2,500 randomly-selected dairy farmers across the entire state, will be conducted throughout the month of August.

The survey emphasizes the collection of data on the profitability, debt situation, production resources, and labor availability on the various types of dairy farms in Michigan. Information provided on the survey will be strictly confidential to Michigan State University and MSU Livestock Specialist Kevin Kirk. A summary of the results will be available to producers.

The information is considered critical for the second phase of the project to evaluate the long-term profitability, based on the current status of the industry. Various planning models will be developed specifically for Michigan dairy operations, to develop strategies to enhance dairy farm profitability. Dairy producers wanting additional information about the research project or the survey should contact Dr. Steve Harsh, MSU Ag Economics Department at (517) 353-4518, or MFB’s Kevin Kirk at 1-800-292-2600, ext 2054.

“Spudtacular 91” – August 22 and 23

Spudtacular 91, an event to highlight the Michigan potato industry, is set for Aug. 22 and 23 at the Montcalm research farm near Entrace located nine miles northwest of Stanton. Machinery and equipment displays, a food tent, and demonstrations will highlight the two-day event, according to Chairman Paul Wilkes.

The tours on Thursday will include stops and information at potato plots that are genetically resistant to Colorado potato beetles, tablestock and chip potato breeding programs, harvested plots of long white and round white varieties and nema-tode early die control plots.

Stops are also planned at herbicide and variety interaction plots, nitrate soil and plant sampling, phosphorus fertilizer response trials, and control of fusarium root rot. Friday’s program includes a demonstration of a chemical injection sprayer and a look at construction of a spray mixing and loading pad. Two “bug vacuum” machines for Colorado potato beetle will be demonstrated on some late planted potatoes, and a harvester and withdrawaler will also be demonstrated. For more information, contact Ben Kuwada of the Michigan Potato Industry Commission at (517) 669-8377. Dick Chase of MCB at (517) 355-0260 or Don Smucker of the Montcalm CES at (517) 831-5226, ext 248 or 249.

In Brief...

Mumby and Washburn Named to National Board

Barry Mumby of Fulton and Karrn Washburn of Erie have been appointed by USDA Secretary, Earl Butz to serve as alternate soybean farmers for one-year terms each. The board will administer the new nationwide soybean promotion and research checkoff. Michigan ranks 12th in total soybean production in the U.S. and qualifies for a seat on the board. Mumby, an attorney and land clearing company, Eisele is director of Health, Safety and Environmental Affairs for the Masco Corporation.
Michigan Farm News
August 15, 1991

Disaster Assistance

Farm Bureau Position: Farm Bureau supports the legislation.
Farm Bureau Contact: Al Almy, extension 2040

Surface Transportation Act of 1991

Farm Bureau Position: Farm Bureau opposes the legislation, citing the unfair burden of the gas tax on rural residents. The Highway Trust Fund should be spent before additional taxes are considered. It does not include a provision approved by the Senate that requires federal agencies to consider the impact of their actions on private property under the "takings" clause of the U.S. Constitution.
Farm Bureau Contact: Al Almy, extension 2040

Farm Bill Spending

The bill passed by the Senate also would continue the export credit guarantee programs at the $5.5 billion minimum for the coming fiscal year and allows $1.6 billion for the PL 480 program.
Farm Bureau Contact: Al Almy, extension 2040

Hurcon County Drain Lawsuit

Farm Bureau Position: Michigan farmland is enhanced by an adequate and well-maintained drain system. The National Program proposed by Camp and Gordon Wenk, program manager, has definitely changed at least part of the National Energy Plan.
Farm Bureau Contact: Vicki Pontz, extension 2046

Milk Inventory Management Act

Farm Bureau Position: Farm Bureau opposes the milk price support program. Additional costs to the farmers for social programs which are projected to easily reach 75 cents to $1.00 per cwt.
Farm Bureau Contact: Al Almy, extension 2040

MFB's Public Affairs Division, (517) 323-7000
AFBF's Toll Free Capitol Hotline Service 1-800-245-4630

Camp Sponsoring National MECP-Style Legislation

Citing more than $30 million in energy savings for Michigan farmers and ranchers, Congressman Dave Camp (M-4th) is sponsoring legislation to use the Michigan Energy Conservation Program (MECP) on a national level.

Using a two-prong approach, the legislation has been referred to the House Agriculture Committee and to the Energy and Commerce Committee, as they prepare to draft their National Energy Strategy in 1992. The legislation has received bipartisan support from members of both committees, including both committee chairmen.

Camp and Gordon Wenk, program manager of MECP, testified to the Small Business Subcommittee on Energy that the Michigan program can also be a national success and is highly non-political.

Wenk testified that Michigan's three-year program has led to $2 in energy savings for every $1 invested due to curbed energy consumption through building and equipment renovations, improved tileage and irrigation methods and use of wood-burning heating systems.

"It (MECP) has definitely changed attitudes, provided new directions and assistance when producers were looking for help," Wenk said.

The national program proposed by Camp would provide grants of $5,000 to $15,000 for innovative energy-saving programs. Local soil conservation districts would work directly with farmers and foresters to teach them how to save energy.

The maximum appropriations for the entire program would not exceed $15 million, even with full participation from all states, which is unlikely since each state must have a formally approved plan on paper. The maximum amount to each state would not exceed $3 million, and states could choose to participate with matching funds.

"This process would allow states to voluntarily use existing agencies to promote energy conservation," Camp said. "It would also encourage innovation by offering incentives for people to save energy. That will save money in the long run."

Wenk cited other examples of the Michigan program's success:

- More than 15,000 Michigan producers saved $15 million statewide for social programs which are projected to easily reach 75 cents to $1.00 per cwt. Farm Bureau does support an increase in the solids-not-fat standard and extending the Packers and Stockyards Act security trust provisions to dairymen.
- Approximately 15,000 Michigan producers reduced their fuel costs by converting a fuel-oil processing firm, "They will be felt by the consumer who buys produce that was grown in soils where pesticides and fertilizers were used wisely and efficiently and less pollutants because fossil fuel use has been reduced."
- We must encourage innovation to help make conservation a cornerstone of our energy policy, and not an afterthought," Camp said.

According to Rob Reh of Rep. Camp's office, the best strategy for successful passage of the legislation will be to make it a part of the National Energy Plan.

"The legislation is currently going through an administrative review and an agricultural committee review yet this year so that when the National Energy Plan is started, developed and hopefully in place by the end of this year, the legislation will be part of that final package," said Reh.

"We're hoping that the package gets through in 1992 with an appropriation for 1993 so that when the Michigan program expires, it's eligible for federal assistance to keep the program going," said Reh.

There are three areas of political contention, however, that may hold up a National Energy Policy, including domestic oil development, increasing the gas tax, and increasing the minimum gas mileage requirements, which, according to Reh, may ultimately delay Camp's plans.
Michigan Small Grains Termed "Disappointing"

Michigan’s 1991 wheat crop yield is estimated to have been off by 30 to 35 percent according to Michigan Ag Commodities, with test weights from a low of 50 to 60 lbs. Corn and beans look good, although southern Michigan is experiencing pockets of drought conditions. Oat yields ranged from 35 to 45 bushels, with total harvest estimated to be off by 50 percent compared to average, while test weights averaged in the low 30s. Canola yields are ranging from 25 to 30 bushels compared to a normal 40 to 50 lbs. average.

Michigan sugarbeet yields may be off by 15 to 20 percent due to late plantings, even though actual planted acreage is higher than normal, according to Bob Young of the Great Lakes Sugar Beet Growers Association. “We have such a variation of beets this year from good to bad. Many beets got in late, because of the wet spring and then required replanting.”

Summary and 30 & 90-Day Forecast
Following abnormally warm and somewhat drier weather over much of Michigan the past month or more, a change may be in store for at least the next few weeks. The latest 30-day forecast is calling for the seasonally cool weather to continue, with normal temperatures expected over the Upper Peninsula and northwestern Lower Peninsula, with below normal temperatures expected in the southeastern one-half of lower Michigan. Precipitation is predicted to be near normal.

In the longer term, a change back to warmer than normal temperatures is expected in the southern one-half of the Lower Peninsula for the 90-day forecast, with near normal temperatures forecast elsewhere. Precipitation is expected to average above normal over much of the state.

Climate Analysis Center forecasters liken the expected 1991 fall weather pattern to that of the 1986 fall season. In September of 1986, a near stationary frontal boundary persisted over middle lower Michigan, causing frequent periods of rain, thunderstorms, and flooding, with some stations recording more than 10 inches of rain for the month.

Jeff Andersen, Ag Meteorologist, MSU

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**FOR 7/1/91 TO 7/31/91**

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* Growing Degree Days are based on B.E. Base 50F method and are accumulated from April 1 through July 31, 1991.

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1991 Won’t be Fruitful

The apple, peach, pear, and sweet cherry crops all show decreases in production from a normal crop, according to Michigan’s Ag Statistics Service. Rugged bloom, poor pollination, and a large June drop are blamed. Weakened trees were also susceptible to many diseases, especially fireblight on the apple crop, which further reduced the crop’s potential.

Michigan’s apple production is forecast at 750 million pounds, the same as last year’s crop, but down 21 percent from 1989. The U.S. production level is expected to reach 9.96 billion pounds, up 3 percent from 1990. Michigan’s sweet cherry crop is estimated at 15,000 tons, off 6 percent from 1990, down 40 percent from 1989. U.S. production is down 24 percent from 1990.

State peach production is forecast at 40 million pounds, down 11 percent from 1990, while national production is estimated 16 percent above last year. The state’s pear production, forecast at 5,000 tons, is double the 1990 crop, but off 37 percent from 1989. National pear output is down 10 percent from 1990.

The state’s tart cherry crop is forecast at 95 million pounds for harvest, down 41 percent from 1990, down 47 percent from 1989. This is Michigan’s smallest cherry crop since 1983 when 87 million pounds were harvested.

Tart cherry production in Northwestern Michigan is expected to reach 80 million pounds, up 12 percent from 1990, but 19 percent below the five-year average. Harvest in the West Central area is pegged at 13 million pounds, down 76 percent from 1990 and 71 percent below the five-year average. Harvest in Northwestern Michigan is expected to reach 2 million pounds at best, 94 percent below 1990, and down 96 percent from the five-year average.

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Farm Bureau Life Insurance Company of Michigan
Summer Seeding Alfalfa Can Be a Hot Idea

Wheat harvested in late summer has a lot of things going for it even in northern areas, when done right, providing a vigorous productive stand, says Bryan Renk, forager manager for the Renk Seed Company.

"In most cases, late summer seedings produce higher forage yields the following year than when seeded the following spring," says Renk. "Often, yields in that first year are comparable to two- or three-year-old stands."

Renk advises that summer seedings occur at least six to seven weeks before the first frost or earlier if possible. A new stand needs as much time after emergence to survive hard northern winters.

Soil moisture, if short, will hinder germination and may mean that you should wait until spring to seed. However, Renk suggests that if adequate moisture is a borderline situation, no-till seeding is an option to preserve moisture.

Renk also discourages the practice of spreading manure to a field prior to summer seeding. "Manure may have high salt concentrations that, when combined with high nitrogen levels, can hamper germination," he said.

Assuming summer alfalfa is seeded in a timely manner, receives plenty of moisture and shows vigorous growth, can you attempt a late season cutting?

Absolutely not," said Renk. "That'll just weaken the stand. Hold off until next spring and enjoy the full rewards of a summer seeding."
**MARKETS**

### Seasonal Commodity Price Trends (long term)

#### Wheat
- **Price Trends:**
  - Lower Prices
  - Higher Prices
  - TFP: Topping; BT: Bottoming
  - Unsure

**Wheat**

The summer wheat market continues to take its cue from weather-driven corn and soybean activity. Export prospects are slim with a lack of Soviet buying and a concern over China's response to a conditional Most-Favored-Nation trading status. Traders fear China may limit imports of U.S. wheat, who will both market excess production at clearance prices.

**Livestock**

- **Cattle:**
  - Higher cost of feeder calves and rising grain prices threaten to throttle cattle herd expansion, according to market analysts. Higher corn prices and weakness in fed cattle prices will likely weigh on the feeder cattle market in the coming months.

- **Hogs:**
  - Market signals increasingly suggest that the hog market is very near the time when prices will begin to reflect the seasonal slide into the fall lows. While the daily numbers have yet to show that the increase in market-ready numbers is upon us, the reluctance in packer bidding indicates that they feel the hog numbers are "out there." Beef and retail demand remains strong, keeping packers in the background, but pork processors are tightening through the fall.

#### Corn

The corn market continues to ride the weather roller coaster, staying true to form in a volatile summer market. Crop condition as of July 28 for the top 17 corn producing states shows a decline in numbers since last year. USDA estimates total U.S. farmland at 907,000,000 acres, about six acres more than last year. USDA noted, however, that farms making more than $10,000-$99,999, accounted for 37 percent of the total, while farms making $100,000 or more accounted for 23 percent.

#### Soybeans

- **Price Trends:**
  - Lower Prices
  - Higher Prices
  - TFP: Topping; BT: Bottoming
  - Unsure

**Soybeans**

As of July 28, the U.S. soybean crop was rated 46 percent good to excellent, in the 19 key producing states, which is down 6 percent from a week earlier. This compares to 59 percent for the previous year. The price volatility will continue, based on weather impact as the crop begins to fill pods. If the crop rebounds from the effects of the hot and dry weather, attention will shift to concerns of an early frost. Limited export demand, as well as the level of carryover stocks, will temper prices.

#### Dairy

USDA announced the September Minnesota-Wisconsin (M-W) price at $10.99, a 9 percent increase over August. Cheese prices have been edging up steadily since early May, climbing 20 cents per pound in the past three months.

**Dairy**

USDA announced the September Minnesota-Wisconsin (M-W) price at $10.99, a 9 percent increase over August. Cheese prices have been edging up steadily since early May, climbing 20 cents per pound in the past three months.

### Lamb Price Study Needs Producer Input

At the urging of several members of the Senate from western states, the Justice Department is looking into the wide disparity between wholesale and retail price of lamb. However, producer participation is seriously lacking.

Wyoming Sens. Malcolm Wallop and Al Simpson led the campaign for the study and were joined by 11 other western Senators. The American Farm Bureau (AFBF), the American Sheep Industry Association (ASIA), and other farm groups had called for the study on the principle of parity in a meeting with Justice Department officials last January. Now that the investigation is on, Sen. Simpson and Jim Magagna, president of ASIA, say not enough producers have come forward to offer price information.

#### USDA Proposes Mandatory Aflatoxin Testing

Carrying out one of the mandates of the 1990 farm bill, the Federal Grain Inspection Service (FGIS) has announced it will soon propose testing for all corn exports for aflatoxin, a carcinogenic fungus sometimes found on grain, according to Knight Ridder News.

The USDA agency also said it would propose making the aflatoxin testing services available for all grains under the U.S. Grain Standards Act, as amended by the 1990 farm bill. The proposal would likely increase the availability of aflatoxin testing services by allowing FGIS-certified agencies and states that have cooperative agreements with FGIS to perform the testing.

The 1990 farm bill made testing for aflatoxin mandatory for all U.S. corn exports, except when the buyer and seller agree to waive the procedure. Aflatoxin, which can appear on corn kernels, the new drought, was found through much of the Corn Belt in 1988. Comments on the proposed rule, which will be published in the Federal Register, must be submitted before Sept. 5. FGIS officials hope to publish a final rule in September and begin mandatory testing in October for the 1991 fall harvest.

#### U.S. Farm Size Continues Increase - Michigan Steady

The number of U.S. farms will likely shrink this year, but the average acreage of each farm will probably grow, according to the recent USDA Farmers Land and Farm Report. Estimates for the number of U.S. farms this year are down 10 percent from last year. USDA noted, however, that farms making more than $10,000-$99,999, accounted for 37 percent of the total, while farms making $100,000 or more accounted for 23 percent.

#### Beef Industry Prepares for New Marketing Direction

The award-winning beef industry's "Real Food for Real People" advertising campaign has met its goal of raising consumer awareness of beef, according to a study conducted by Booz-Allen Hamilton, Inc., a management consulting firm.

According to Langman, the convenience-oriented market will focus on the restaurantside of business, while the new traditionalist focus will concentrate on the retail, grocery market side. The study also showed that 40 percent are more likely to say beef fits their lifestyle; and 42 percent are more likely to see beef coming back into style.

The study also recommended that the Beef Industry Council (BIC), the marketing arm of the beef industry, conduct an advertising agency review in preparation for shifting advertising strategy, including target audiences and messages delivered.

According to BIC spokesman Brett Langman, the new message will be less concerned with building awareness, and concentrate on the benefits of beef products with more emphasis on sales. The new messages will be based on the convenience-oriented audience (young couples with double incomes and higher educational levels) and the new traditionalist female audience (middle age income and educational levels, stay-at-home segment).

According to Langman, the convenience-oriented market will focus on the restaurant side of business, while the new traditionalist market will concentrate on the retail, grocery market purchases. The Booz-Allen recommendations also suggested that all advertising be suspended for one year while BIC's new marketing plan is developed. Once the campaign is ready, a major media blitz would be conducted, utilizing the BIC's advertising budget from a two-year period in one year.
The Farm Bureau MemberLine™ VISA & Gold MasterCard. Two good reasons why it pays to compare before you apply for a credit card...

**Cash Receipts From Farming**

<table>
<thead>
<tr>
<th>Item</th>
<th>1990 (million dollars)</th>
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<th>percent change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farm Marketing &amp; CCC Loans</td>
<td>38,006</td>
<td>40,072</td>
<td>5.4</td>
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<tr>
<td>Meat Products</td>
<td>12,153</td>
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<td>10.0</td>
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<tr>
<td>Dairy Products</td>
<td>5,124</td>
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<td>-16.1</td>
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<tr>
<td>Poultry, eggs, other</td>
<td>4,233</td>
<td>4,212</td>
<td>-0.5</td>
</tr>
<tr>
<td>Livestock &amp; products</td>
<td>21,510</td>
<td>21,883</td>
<td>1.7</td>
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<tr>
<td>Food Grains</td>
<td>1,661</td>
<td>1,288</td>
<td>-22.5</td>
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<tr>
<td>Feed Crops</td>
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<td>4,997</td>
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<tr>
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<td>28.5</td>
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<tr>
<td>Oil Bearing crops</td>
<td>2,661</td>
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<td>14.8</td>
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<tr>
<td>Vegetable, fruits/nuts</td>
<td>3,615</td>
<td>4,568</td>
<td>26.3</td>
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<tr>
<td>Other</td>
<td>2,922</td>
<td>2,894</td>
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**Grain: Demand, Not Weather, to Drive Prices**

While crop size is important for corn and soybean price prospects, demand may be the most important factor this year, according to Darrel Good, University of Illinois marketing specialist.

"Prices of both crops have recovered from early July lows as crop conditions have deteriorated, but still remain at very low levels," he said. "In general, the market has not reacted positively to fairly significant production problems over the past several months."

These problems include: a 25 percent drop in the Brazilian soybean crop; a 15 percent drop in the overall Soviet grain crop; major flood damage to the Chinese rice and wheat crops; a 33 percent reduction in the U.S. winter wheat crop; and significant planting problems in the U.S. this spring. However, offsetting these problems are an abundant European crop and the lack of Soviet purchasing power.

"Unless damage to the U.S. feed grain and soybean crops is severe, price reaction may be restricted by perceptions that world grain and soybean demand will remain weak during the year ahead," Good said.

**Au Lean Sausage Will be Cooking**

A check-off funded research project has resulted in a pork sausage product with 60 percent less fat and 46 percent less calories after cooking than the average conventional sausage, according to Dr. Dale Huffman, meat scientist at Auburn University.

A grant from the Pork Industry Group of the National Livestock and Meat Board and the National Pork Board to Auburn University made the project possible. Additional funding was provided by the Alabama Pork Producers Association.

The product, named "Au Lean Sausage" by Huffman, is made from trimmed pork shoulder, water, spices and carrageenan, a plant carbohydrate that binds moisture.

"We've taken a pork cut with traditionally less dollar value and converted it into a sensory characteristic product that consumers should feel good about buying," Huffman said. "While the fat and calories are reduced, Au Lean Sausage retains the flavor and other sensory characteristics of conventional sausage."

While the product isn't currently available commercially, Huffman reports very high interest from both foodservice and retail operations. "It's just a matter of time and logistics before we see this product out in the market place," he said.

**Cash Receipts From Farming (first quarter)**

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**Easy to apply for.** Simply remove this page from the magazine and fill out the application on the reverse side. Centerfold and staple the form with the mailing address on the outside. No postage necessary!
**8 Don't Try to be a "Superfarmer"**

Too many farm accidents happen when people exceed their limitations. Remember this: If you work in extreme heat or cold, or if you attempt jobs beyond your physical capabilities, you increase the likelihood of illness or accident — and your age and state of health are also factors you should consider when deciding what and how much you can safely accomplish. Here are safety tips to keep in mind:

- Be ready for a safe day. Dress right for the weather and job. Be properly nourished and well-rested.
- Take work breaks to fight fatigue and extend your energy.
- Don't try to be "Superfarmer." Know when it's time to stop. Ask someone to relieve you while you rest. If it will be a struggle to lift or carry something, get help.

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<thead>
<tr>
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<th>Middle Initial</th>
<th>Last Name</th>
<th>Social Security Number</th>
<th>Present Street Address</th>
<th>Time of Present Employment</th>
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  - **STD VISA**
  - **STANDARD VISA**

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**FARM BUREAU VISA CARD**

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**Credit Insurance**

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**SHEEP PRODUCERS FACE REFERENDUM**

U.S. sheep producers are again being called to vote from August 19 - 30, 1991, to determine whether they wish to continue contributions to lamb and wool promotion, producer and consumer education and industry communication.

The program, approved nine times previously, would continue to be funded by deductions from wool incentive payments. The incentive deduction, often referred to as producer dollars, is used for promotion, marketing and communication efforts.

In the 1986 referendum, less than 43 percent of eligible producers voted. In 1991, all producers are urged to vote on the issue, said Al Keating, director of the AFBF Livestock Department.

Voting will be done through local ASCS offices. Any producer, regardless of age, who owns sheep for a 30-day period in 1990, is eligible to vote.

The referendum, if approved by either a majority of producers voting or representing operations that own a majority of the sheep, would establish deductions from wool price support payments at a rate not to exceed seven cents per pound of wool marketed and not more than 35 cents per cwt. of unshorn lambs for calendar year 1991.

For the next calendar year and each year through 1995, the deductions may increase up to an additional penny-a-pound of wool marketed and up to an additional nickel per cwt. of unshorn lambs sold each year.

County ASCS offices will be distributing ballots to producers of record in early August. Ballots must be returned in person to local offices, or postmarked before midnight Aug. 30, according to Keating. Eligible producers not receiving a ballot may pick one up at their local ASCS office.
Coping With Michigan’s Covered Load Requirements

Several Michigan farmers have been taking lessons on Michigan’s covered load laws the hard way, especially during the recent wheat harvest, according to MFB’s Legislative Counsel Ron Nelson.

"Several farmers were surprised when they were fined for wheat that had blown off their trucks during transport from the field to storage," said Nelson. "It’s true that farmers have an exemption for certain loads during harvest, but they’re not exempt from fines and penalties for product that does manage to spill onto the roadway."

According to Nelson, Public Act 67 of 1990 requires vehicles such as trucks to be loaded in a manner that prevents the cargo from "dropping, sifting, leaking, blowing off or otherwise escaping from the vehicle."

The agricultural provision is important to note: It is not mandatory that the vehicle be covered if it is transporting agricultural or horticultural products, but it is a violation if the product escapes. The law does not apply to vehicles transporting hay, straw, silage, or if residue from the product, such as chalk from corn or wheat or materials such as water used to preserve and handle agricultural or horticultural products, escapes in an amount that does not interfere with other traffic on the highway. However, if the product itself escapes from the vehicle, it is a violation of the law.

"As the harvest season begins, it’s important that farmers understand that the product must be secured and not allowed to escape from the vehicle," Nelson said. "The maximum penalty is severe for both the operator of the vehicle and the person who is responsible for either loading or unloading the vehicle."

A violation of the law could result in a fine of not more than $500, or imprisonment for not more than 90 days, or both. Again, the penalties can be assessed both on the driver and the person responsible for loading or unloading the vehicles.

For more information, farmers should contact Nelson at (517) 323-6560.

Saginaw County Gets The Spills

Under a new policy, anyone causing spillage on roads in Saginaw County must remove the substance immediately, or pay the Road Commission for doing it, according to the Saginaw County Road Commission.

"We’ve had some difficulty in a number of cases with not being able to get good cooperation during harvest time when a lot of road is dropped on the roads," said Roger Walther, Deputy Director-Manager for the Saginaw County Road Commission.

"And," he added, "in some cases it’s been very difficult for us to get farmers to cooperate and scrape the roads. This is the exception rather than the rule, but it’s just that there are a few cases where we run into uncooperative individuals that have resulted in this policy occurring."

Walther said that another influential reason for the policy was a lawsuit. "There was, within the last two years, a major lawsuit where the Road Commission and the farmers involved lost money as a result of the case and dealing with the issue of mud on the road," he said.

"The lawsuit," Walther added, "is the single, most blatant reason that we have (for the policy) other than the normal cases where we might stop by and say, ‘we would like you to clean up a little bit’ and at most places, most farmers are very cooperative in that regard and they understand their liability as well as ours."

Under the policy, farmers who do not cooperate will have to pay later. It reads, "Should the party or parties fail or refuse to remove such spillage including dirt, mud, gravel, sand, agricultural fertilizer, product or by-product of an agricultural operation or other foreign substance" in a timely or satisfactory manner, the Road Commission may remove such by means available to it, and thereafter bill the cost of such to the responsible person, firm or corporation."

According to Ron Nelson, legislative counsel at Michigan Farm Bureau, there are some concerns over the policy. "One concern is that if farmers are going to be billed for the cleanup, it is probably going to keep farmers from calling in situations that should be called in," he said.

"Another concern," Nelson added, "is a situation where you have two or three fields in the same proximity owned by two or three different farmers. And due to the nature of the situation, if they are equally contributing to the problem, who are they going to bill?"

Nelson agreed that the Road Commission has a legitimate reason for the policy. He said, "The Road Commission has been generally cooperative in understanding the problems farmers have and the Road Commission is hard pressed."

According to Walther, some surrounding counties have not adopted any policies like this but have a type of informal policy with farmers in their counties that is similar to the adopted policy in Saginaw County.

Case IH Pledges Tractor to State YF Discussion Meet Winner

Case IH has raised the stakes in the Michigan Farm Bureau’s State Young Farmer Discussion Meet, offering 100 hours of unrestricted use of MAXXUM tractor to one lucky winner.

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Michigan Farm News

August 15, 1991

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A Chance to End the Wetlands Confusion

Citing significant support in Congress for proposals to end regulatory confusion over wetlands protection, the American Farm Bureau (AFBF) is urging members of Congress to adopt "corrective legislation which farmers sorely need."

AFBF President Dean Kleckner said the level of support in both houses "should convince reluctant lawmakers as well as the administration that wetlands regulatory enforcement is a real problem."

In March, Reps. Jim Hayes (D-La.) and Thomas Ridge (R-Pa.) introduced the Comprehensive Wetlands Conservation and Management Act of 1991 (H.R. 1330), which currently has 154 cosponsors. Four representatives from Michigan have signed on as cosponsors and include Reps. William Broomfield (R-Birmingham), Dave Camp (R-Midland), Bob Carr (R-Lansing) and Guy Vander Jagt (R-Luther).

An identical Senate bill (S. 1463) was also recently introduced by Sen. John Breaux (D-La.), who are interested in creating a policy regarding wetlands grafted onto a 20-year-old water bill, the Clean Water Act of 1972."

That bill had a single paragraph, Section 404, and all it said when Congress passed this drudge and fill bill regarding most of the Mississippi River and its tributaries was that the word 'water bottoms' would be appropriately defined by the agencies," Hayes explained.

The result today is a continued grafting and expanding of Section 404 into "what is now the wetlands policy of the United States."

The legislation introduced by Hayes is aimed at protecting property that should not be destroyed, classifying wetlands according to value and function, and providing compensation to landowners who are denied use of their property. Hayes explained.

"This is a fundamental right of ownership issue, driven not within the beltway, but far beyond it," he said.

Rep. Tom Ridge (R-Pa.), co-author of H.R. 1330, adds that the legislation would provide "classification, conservation and compensation" and end the "inappropriate use of regulation, which is cumbersome and costly."

Sen Breaux, when introducing S. 1463, said: "The need for fairness and a greater degree of certainty in the wetlands permitting process demands congressional attention. We've all heard wetlands-permitting horror stories. A federal wetlands policy must be reasonable and balanced."

Richard Taylor

Perry, Shiawassee County
Farm: Cash crop
Annual average Grown: corn, soybeans, hay
Size: 650 acres

Richard Taylor has been in a dispute with the SCS for three years regarding ground that has been declared wetlands. According to Taylor, the ground had been farmed at one time, but had been used as a pasture in recent years.

"The biggest problem is that it hasn't been cropped," he said. "My dad raised corn on that piece of ground for years and years. After that, nothing was ever put back on it. Then when I started farming, I put it to pasture and did some tilling with plans to eventually farm the ground."

Taylor said that the SCS inspected his land and the outcome is upsetting to him. "It just seems that if we own the land and have to pay taxes on it, then we should be able to drain it and we should be able to work it," he said. "Things are hard enough with taxes and the way they are. We've got to work this land and do the best job we can or we can't make ends meet."

According to Taylor, the SCS determination is somewhat of a mystery. "When they (SCS) looked at it, there was just a small trickle of water coming out of the mains," he said. The above picture of logs and water are on the Love farm taken the morning after a one-inch rainfall during the previous night.

Love Farm

Dave and Robert Love
Dafter, Chippewa County
Farm: Livestock
Animals: beef and sheep
Size: 1500 acres
Years farm has been in family: 25

Dave Love and his brother, Robert, bought an adjoining farm last October. They checked into the regulations to make sure the ground could be worked. When it appeared to be fine, they went ahead with the purchase, financing it through FHA.

A conservation plan had been approved by SCS, prior to the new farm bill. That approval, however, was revoked after Jan. 1, 1991, according to Love.

"We knew we couldn't put grain on it, but we made up a conservation plan so that we could plow it and reseed it and maintain the surface grain that was on it," Dave Love said.

Love said that 175 acres of the 440 acres purchased has been declared as a wetland area by the SCS. "They (SCS) said I was in violation of wetlands regulations which could cause FHA to recall the loan," he said.

"What this land is," Love added, "is poorly drained land and it hasn't had anything done with it. The previous owner pastured it, and then he didn't use it. Then the road was put in a couple years ago and then the SCS has come and done all the little soil surveys. They just are draining this ground to a clay type drains and when they got blocked off, the willow started to grow."

"What we wanted to do was to plow it up and put it in good pasture and maintain the little water burrows. But now we can't do that. All we can do is cut the brush and fence it," he said.

Soil Conservation Service

Jim Dickie, a District Conservationist at SCS, commented on the Taylor situation. "It has not been farmed for five years or more, so it reverts back to a wetland status because it would have been a wetland and not prior to it cleaned up," he said.

"My own personal opinion is, if we are going to be doing wetland determinations, we ought to be looking at areas that most people would consider a wetland," Dickie added.

"In many cases, we've had to designate wood lots as wetlands because of the hydric soil conditions and the hydric vegetation that's on it, meaning brush and trees that grow in a wetland type soil," he said.

"We have a serious problem in this country today. It's not about wetlands. What's going on here is an out and out power grab and struggle for control of the land by the Army Corps of Engineers, EPA, and the U.S. Fish and Wildlife Services, based on erroneous wetland determination made by the SCS."Jim Gay, Pike County, Illinois, cash crop farmer at Washington, D.C., news conference.
Understanding the DNR's Role in Wetland Regulations

The Department of Natural Resource's role in wetland regulation arose in 1984 with the assumption of administering Section 404 of the Clean Water Act instead of the EPA as is done in other states, according to MFB Legislative Counsel Vicki Pontz.

Michigan is the only state in the country to have assumed Section 404 authority. The DNR processes 6,500 to 7,000 applications annually to permit dredge and fill activities.

"There are advantages to this system, so we have people within the state to work with as opposed to EPA personnel based out of the Chicago Regional offices," said Pontz. "We also have an appeals process through the Natural Resources Commission as opposed to appealing the case in the courts as is done in the other states."

Pontz added that Michigan also has a wetlands act called the Coonsee-Anderson Wetlands Protection Act, Act 203, that the DNR is involved with on a regular basis.

In regard to agricultural wetland issues, Michigan's Wetlands Protection Act contains several exempted activities including:

- Some existing farming activities including minor drainage which is defined by as "pitching," or digging to improve moisture incidentally to the planting of crops, protecting, or harvesting crops, or improving the productivity of land established for agriculture, or limbering.
- Harvesting of forest products.
- Some minor road improvements if the activities on the wetlands are minimized and width is not added or rerouting is necessary.
- Distribution power line construction if adverse effects are minimized.
- Straighting, widening, or deepening of private agricultural ditches constructed or improved (not just designated) pursuant to the Drain Code of 1956, as amended but only if necessary for agricultural production.
- Drainage of non-contiguous wetlands (unless designated as necessary for preservation by the DNR) if necessary for crop production provided that any future non-farming use requires a permit.
- Construction of farm roads, forebay roads, or temporary roads for moving mining or forestry equipment if adverse effects are minimized.
- "There shouldn't be any DNR involvement in an agricultural activity at all, unless the wetland in question is contiguous to (adj.) an inland lake or stream or one of the Great Lakes," said Pontz. "In my opinion, the DNR has, in some cases, claimed jurisdiction when, in fact, they didn't have it."

Pontz added that many times, the DNR may get involved if the SCS contacts them for an opinion if they think what is being done is a violation of the wetlands act, or a neighbor may call the DNR, or if the DNR happens to see an activity they feel they have jurisdiction over.

According to Pontz, the DNR has provided testimony in opposition to the Hayes-Ridge wetlands legislation, due primarily to concerns about a classification system, longer permit approval times, as well as concern about having to reapply for assumption of Section 404 authority and, ultimately, the net loss of wetland resources.

In their written testimony, the DNR claims to have developed a model, state-authorized 404 program that other states should aspire to: "We have held this unique position since 1984 and, by widespread opinion, have developed a model program that offers a much quicker, more responsive, and more effective regulatory program than any other state or federal system in the country."

Interestingly, of the 400 wetland cases from 39 states submitted to Washington, D.C., as proof of the current wetlands fiasco, 50 were from Michigan.

T & R FARMS
Tom and Rich Johnson
Standish, Bay and Arenac Counties
Farm: cash crop
Crops Cultivated: corn, dry beans, wheat
Size: own 180 acres, rent another 1,150 acres

The Johnsons have approximately five acres that they'd like to clear and tile to improve drainage and straighten out several adjoining fields. However, the SCS has determined the parcel to be a wetland.

"It's kind of an angle with the way we plant," Johnson said. "We asked if we could tile the parcel and at the same time straighten the borders of the fields up, but SCS won't let us do it."

"This year I'd say we lost $1,500 to $2,500 in crops because we can't plant by this wetland or tile by it," said Johnson. "It's a farce. If I'm paying taxes on it and making a farm payment on it, I should be able to do something with it."

"If the government is going to start telling farmers when they can clear their property and when they can't clear it, they should be willing to compensate the farmer for it, such as paying the property taxes," said Johnson.

Soil Conservation Service
Jim Hergott, a District Conservationist at SCS, commented on the trend, horticulturist in "service. We have to look at what we are doing in terms of the farmer. If this area is considered a wetland, a financial compensation from the government might be a possibility," he said. "I guess if we do it from an agency standpoint, we are not saying he can't do anything with the land. What we are saying is that if he wants government benefits, he can't do anything with it."

"What we do is look at the soil types per the soil survey and determine whether it is a hydric soil or not. If it's woody vegetation, then we call it a wetland from the office. All of our first determinations are done from the office," Hergott said.

According to Hergott, looking at the intent of the laws on wetlands is important. "Is the intent of the law to provide wildlife habitat? Is it to protect for wildlife Commission? Or, is the intent of the law to keep land out of production so we don't have to have these subsidies?" he asked.

Lynn Walton
Imlay City, Lapeer County
Farm: cash crop
Commodities Grown: corn and navy beans
Size: 2000 acres

Lynn Walton has two areas on recently purchased land that are currently in dispute. "The one area is a little pond (top photo) while the other has a bunch of cattails and brush (bottom photo). The one with the pond is a man-made pond. He (the previous owner) was going to build a house there, but I don't want that pond there. I don't see why I can't fill a man-made water hole," Walton said.

"It would be different if we were trying to drain a 100 acre swamp or something," he explained. "But what we want to drain is a man-made pond. I don't see where that should be called a wetland. It's only 50 feet wide according to Walton.

According to Walton, the other parcel in dispute was a 100-acre wetland. Walton was ready at one time, but the tile that went across the road had broken, caved in and plugged, creating an unwanted wetland.

After Walton bought the farm, he fixed the old tile and Section 404 authority is a different story there. Walton said he would like to add more tile to dry the area up, but the ASCS declared the parcel a wetland.

"I could just run a main through there and catch the water that is already draining down there from the rest of the farm," he explained, "that would dry all of the area up."

"With both spots, it isn't a big acreage loss, but it is a big hassle working around those little potholes with big equipment," he said.

Walton's dispute over the pond started last year and the other conflict began about two years ago. He admitted that he is not sure what a wetland is. "Well, if there's a catfish in it and you can't drain it, is that right? I don't think anybody really knows what a wetland is. They can't really define it," he said.

Agricultural Stabilization Conservation Service
Jim Vosburgh, a District Conservationist for the ASCS, declared Walton's area with the title problem a wetland. About this tiled area was definitely standing water, a foot to two feet of water, with willows, cattails and other things that are characteristic of a wetland.

He went on to describe the three ASCS criteria for a wetland. The first is hydric soil, which is soil that is formed from water conditions. The second is that the spot has water loving plants or hydrophilic plants either growing or capable of growing under natural conditions. The third condition is that it has a water table up near the surface, at least a foot to inches for at least two weeks or more of a year.