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KENTUCKY FARM BUREAU NEWS

Volume 12 • No. 5

June/July 2013

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thephotolane.com

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While meeting the demand for food is no problem for today's farmers, the future could present some difficult challenges. According to the Food and Agriculture Organization of the United Nations, to meet the expected world population growth, more food will have to be produced in the next 50 years than was produced in the past 10,000 years combined. Unless we see some significant advances in nations that historically have had minimal agricultural production, America's farmers likely will be expected to step up.



That prompts many to wonder about the future role of the American farmer and the challenges he or she might face.

The requirements for a successful farmer already have changed dramatically in my lifetime. Today's farmer must be computer literate and have an understanding of business, finance, economics and marketing; not to mention all the basics required to successfully produce their particular farm commodities. Still today, in this era of specialization, most farmers fill many roles, just as the late Paul Harvey described in his famous "So God Made A Farmer" narrative.

One of the greatest concerns of farmers is the future availability of the land and water resources necessary to sustain their operation. Due to our technological advances over the years, we're already producing more with less land, water and inputs. Can we move that even further?

Farmers also are mindful of how the political climate could impact their situation. Regulation and legislation relating to agriculture could prove to be an obstacle. That's why so many farmers choose not to sit on the sidelines, but to engage in the public policy process through active participation in Farm Bureau.

Our organization is dedicated to ensuring that farmers have the "tools" and the "playing field" to feed a fast-growing population. Those parameters have changed many times over the years, and likely will continue to do so. But in service to a volatile industry, Farm Bureau will be a constant presence.

We appreciate your membership as we move forward in representing farm families and providing services to our members.

Mark Haney

President

Kentucky Farm Bureau

comment

C O L U M N



“Dad, what are we gonna do this weekend?” Like clockwork, this is the question I hear from my three kids. It is always a challenge to answer that question in a way that satisfies the entire family. Where can you find affordable, family-friendly, character-building, educational activities that will entertain everyone?



Farmers and agribusinesses throughout Kentucky are opening their property to the public. We call this movement “Agritourism,” and it is becoming a big draw here in the Commonwealth. You can find more than 400 Agritourism operations on the Kentucky Department of Agriculture’s newly launched Kentucky Farms are Fun website. At a Kentucky farm destination, you can go on a trail ride, pick farm-fresh Kentucky Proud fruits and vegetables, sample a Kentucky wine, help with the chores, and much more. You can enjoy the sights and sounds (and smells!) of a working farm. In the process, you and your family will gain a new appreciation for the men and women who produce the food and fiber we all depend on.

While Agritourism provides wholesome entertainment for Kentuckians of any age, it is also a valuable source of supplemental income to producers and agribusinesses, many of which are looking to diversify in the post-tobacco quota buyout economy. The ultimate goal of an Agritourism venue is to increase net farm income by filling customer needs for education and recreation on the farm.

One of the most exciting developments in the Agritourism industry is the creation of a statewide nonprofit Agritourism association that will help with promotion, organization, and education. The association intends to get up and running and elect officers by mid-summer. The creation of the association will enable access to more grant funding and private-public partnerships to fund promotion and awareness.

I urge you to visit the department’s Agritourism website at [HYPERLINK “http://www.kentuckyfarmsarefun.com”](http://www.kentuckyfarmsarefun.com) www.kentuckyfarmsarefun.com and find great on-the-farm activities for your family.

James Comer
Agriculture Commissioner

Kentucky Farm Bureau is a voluntary organization of farm families and their allies dedicated to serving as the voice of agriculture by identifying problems, developing solutions and taking actions which will improve net farm income, achieve better economic opportunities and enhance the quality of life for all.

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KENTUCKY FARM BUREAU NEWS

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Keeneland Concours d'Elegance celebrates 50 years of Mustangs

Classic car show hopes to corral 1,000 pony cars along with classics, sports cars and helicopters

At the historic Keeneland Race Course, they're talking about a different kind of horsepower this summer.

In 2013 Keeneland Concours d'Elegance celebrates its 10th annual event by featuring the Ford Mustang.

Getting a jump on the celebration of the 50th year of the Ford Mustang's launch in 1964, the organizers hope to have 1,000 Mustangs on the grounds, as well as five classes of Mustangs taking part in judged exhibitions. The Mustang has been one of America's most beloved cars, going through many different styles over the years but was always a top seller.

"We hope every one can join us this year for the 10th Concours and celebrate great automobiles and enjoy a great day out for the whole family," said Tom Jones, co-chair of the Keeneland Concours.

One of the stars of the show is a 1967



Shelby GT500 Convertible. It's the only one of its kind, built as a promotional car and prototype with a 428-cubic-inch block engine and dual-quad carburetors. It underwent an extensive three-year restoration to return it to its original Candy Apple Red paint.

"We're proud to bring the world's rarest muscle car, the only 1967 Shelby GT Convertible built, to be part of this year's spectacular show field at the Keeneland



The Candy Apple Red 67 Shelby GT Convertible (above) is a one-of-a-kind car that was Carroll Shelby's personal driver (lower left) when it was new.

Concours," said owner Brian Styles. "We hope everyone can get a chance to see the single most photographed and publicized Shelby GT ever built."

Also on hand will be two fabulous muscle cars, both 1969 Mercury Cyclones, one a Cale Yarborough Edition and one a Dan Gurney edition, in honor of the two legendary NASCAR drivers.

For sports car lovers, a rare 1947 Cisitalia 202 PF Coupe will be on display. This actual car was on display at the New York Museum of Modern Art's "Eight Automobiles exhibition in 1951.

Also on display will be vintage motorcycles, race cars and in a first for the Concours, a group of helicopters.

There's more to do in addition to enjoying the exquisite vehicles. A silent auction offers an array of collectible items, from racing memorabilia to autographs from film and TV stars and renowned authors. A group of fine artists that specialize in automotive subjects will display some of their finest work for enjoyment and purchase.

The Concours d'Elegance, essentially a beauty pageant for automobiles in which experts judge cars based on originality and excellence, is the centerpiece of four days of events that raise funds for Kentucky Children's Hospital. Currently, the Concours supports the hospital's pediatric simulator program.

Physicians and nurses use the life-like simulators to practice procedures for infants and children.

Since the first event in 2004, the Keeneland Concours d'Elegance has become a favorite destination in the Bluegrass. The Southeast Tourism Society has judged the Keeneland Concours to be a Top-20 event in the 12 Southeast for seven consecutive years, and the Kentucky Travel Industry Association named the Concours a Kentucky Top 10 Event as well.

— By Gary Wollenhaupt

Keeneland Concours d'Elegance Events

July 18 Bourbon Tour

July 29 Hangar Bash

July 20 Keeneland Concours d'Elegance

July 21 Keeneland Tour d'Elegance

Admission: \$20 at the gate
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4201 Versailles Road
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Chicago Doctor Invents Affordable Hearing Aid Outperforms Many Higher Priced Hearing Aids

Reported by J. Page

CHICAGO: A local board-certified Ear, Nose, Throat (ENT) physician, Dr. S. Cherukuri, has just shaken up the hearing aid industry with the invention of a medical-grade, affordable hearing aid. **This revolutionary hearing aid is designed to help millions of people with hearing loss who cannot afford—or do not wish to pay—the much higher cost of traditional hearing aids.**

**"Perhaps the best quality-to-price ratio in the hearing aid industry" – Dr. Babu, M.D.
Board-Certified ENT Physician**

Dr. Cherukuri knew that untreated hearing loss could lead to depression, social isolation, anxiety, and symptoms consistent with Alzheimer's dementia. **He could not understand why the cost for hearing aids was so high when the prices on so many consumer electronics like TVs, DVD players, cell phones and digital cameras had fallen.**

Since Medicare and most private insurance do not cover the costs of hearing aids, which traditionally run between \$2,000-\$6,000 for a pair, many of the doctor's patients could not afford the expense. Dr. Cherukuri's goal was to find a reasonable solution that would help with the most common types of hearing loss at an affordable price, not unlike the **"one-size-fits-most" reading glasses** available at drug stores.

He evaluated numerous hearing devices and sound amplifiers, including those seen on television. Without fail, almost all of these were found to amplify bass/low frequencies (below 1000 Hz) and not useful in amplifying the frequencies related to the human voice.

Inspiration From a Surprising Source

The doctor's inspiration to defeat the powers-that-be that kept inexpensive hearing aids out of the hands of the public actually came from a new cell

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phone he had just purchased. "I felt that if someone could devise an affordable device like an iPhone® for about \$200 that could do all sorts of things, I could create a hearing aid at a similar price."

Affordable Hearing Aid With Superb Performance

The high cost of hearing aids is a result of layers of middlemen and expensive unnecessary features. Dr. Cherukuri concluded that it would be possible to develop a medical grade hearing aid without sacrificing the quality of components. The result is the MDHearingAid PRO®, starting well under \$200. **It has been declared to be the best low-cost hearing aid that amplifies the range of sounds associated with the human voice without overly amplifying background noise.**

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*"I have been wearing hearing aids for over 25 years and these are the best behind-the-ear aids I have tried. **Their sound quality rivals that of my \$3,000 custom pair of Phonak Xtra digital ITE.**" —Gerald Levy*

*"I have a \$2,000 Resound Live hearing aid in my left ear and the MDHearingAid PRO® in the right ear. **I am not able to notice a significant difference in sound quality between the two hearing aids.**" —Dr. May, ENT Physician*

*"We ordered two hearing aids for my mother on Sunday, and the following Wednesday they were in our mailbox! Unbelievable! Now for the best part—they work so great, my mother says she hasn't heard so good for many years, even with her \$2,000 digital! **It was so great to see the joy on her face. She is 90 years young again.**" —Al Peterson*

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KFB's TV program nominated for award

Kentucky Farm Bureau's *Bluegrass & Backroads*, a 30-minute television program that explores the agricultural, cultural, historical and artistic stories unique to the state, has been nominated for an Emmy® Award from The National Academy of Television Arts and Sciences (NATAS). The category is Best Feature/Segment.

The show's Emmy®-nominated segment provides viewers with the rich backstory of renowned Kentucky artist Mitchell Tolle and his passion for drawing and painting the people and

landscapes of the Commonwealth. *Bluegrass & Backroads* has now been nominated for a total of eight Emmy® Awards over the show's history, and has won the prestigious award three times. The show is a weekly program aired regionally on the Kentucky Educational Television (KET) networks, and nationally via satellite on RFD-TV through Dish Network, DirecTV and several major cable outlets. For a list of the stations and schedule, visit bluegrassandbackroads.com.

Estate Planning Service

KFB offers free to its members an estate planning service to help plan for accumulation, conservation and the transfer of assets. Estate Planning Specialist (EPS) Rob Pittman can be scheduled for a consultation by contacting your local KFB Insurance agent.

Following are issues you can explore:

- **Wealth Transfer and Preservation Strategies** – The EPS will discuss with you the difference in Estate Planning and an Estate Tax Planning, will assist in creating an estate plan and an Estate Tax Analysis that will assist you in maximizing the amount of assets you transfer to your heirs and minimize the amount you send to the IRS.

- **Income Protection/Retirement** – In the event of pre-retirement death of the major breadwinner, we will compare your current plan with your goals for providing for Survivor Income. We will also discuss strategies to assist you with making provisions now so that your Retirement Income will be where you want it to be at your desired retirement age.

- **Business Planning** – Explore goals for the continuation of your business, business protection planning, equal distribution of value with family members.

- **Incapacity Planning** – The EPS can assist in protecting your overall portfolio in the event you become incapacitated.

- **Life Insurance and Other Tax Advantage Products** – The overall uses of life insurance, annuities and how to use these products to accomplish more than one goal.

Rob Pittman, CASL, CLU, ChFC, is the Estate Planning Specialist with Kentucky Farm Bureau® Insurance Company and Southern Farm Bureau® Life Insurance Company. He has 24 years of experience in the insurance industry.



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Local foods and agritourism boom



Nearly 60 percent of Kentuckians live in urban areas. To a sizeable number of these city folks, the allure of the farm is powerful. It's a throwback to a simpler way of life, in a setting that's a whole lot more scenic than an office park or subdivision. In tandem, there's the local food movement, with more and more consumers interested in where their food comes from.

These trends have set off a wave of developments in Kentucky's agricultural landscape. Agritourism destinations have sprouted up all across the state in recent years, fueled by the downturn in the tobacco economy and the availability of financial assistance through Kentucky's Agricultural Development

Fund. These operations provide a bridge between urban and rural residents. They also provide consumers with the opportunity to meet the people growing food.

There's also been dramatic growth in small-scale food producers, many of them operating from the farm. Most have a retail market center to accommodate visitors.

This special section features snapshots of some of these enterprises. We've listed some popular web sites to find information about Kentucky agritourism sites, along with a listing of county fairs and festivals plus the more than 90 farm markets enrolled in KFB's Certified Roadside Farm

Markets program.

We hope you will take the opportunity to enjoy Kentucky's fast-growing agritourism industry, along with our bounty of local foods!





Kenny and Beverly Mattingly at their market in Barren County.



Scan this QR code for a video report about Kenny's Farmhouse Cheese.

KENNY'S FARMHOUSE CHEESE HAS AGED WELL

For years, Kenny Mattingly was the only farmer in Kentucky making cheese from milk produced by his cows. Others are doing that now, but have a long way to go to match the success of Kenny's Farmhouse Cheese.

The high quality of his farm-made cheese, coupled with his marketing successes, has made Kenny Mattingly a household name in Kentucky agriculture circles. To get an idea of how good his cheese is, all you need to know is that it is served at several of the finest restaurants in Kentucky, including the Oak Room at Louisville's Seelbach Hotel, the Boone Tavern in Berea and the Beaumont Inn in Harrodsburg. Those are among dozens of restaurants throughout the state that serve Kenny's Farmhouse Cheese.

One or more of the 31 varieties also can be found at various wineries, farm markets, liquor stores and supermarkets. A list of these locations and outlets in 12 other

states can be found at the company website, www.kennyscountrycheese.com.

Kenny says he is "amazed" at how his business has grown since he decided in 1998 to use some of the milk from the family farm to make Gouda cheese using Old World handmade techniques. He got the idea during a trip to Europe to observe farming practices.

The Mattingly family has operated a dairy farm for many years in a remote section of Barren County, near the tiny community of Austin. Kenny's son, Jared, now manages the farm and the milking herd of some 140 head. About half of their milk is used to produce about 110,000 pounds of cheese per year. Back in his first year (1998), Kenny made around 4,000 pounds at a small parlor in his market center. He now has a

spanking new 5,000-square-foot facility at the rear of the market for processing and packaging. He has 10 employees in the cheese business and three farmworkers to help Jared with the crops and the dairy cows.

The company has marketing reps in Louisville and Nashville.

"The Nashville market has really grown," said Kenny. As for Kentucky, he has a hard time keeping up with all the locales. "We're probably in a lot of restaurants that we're not aware of because we have a distributor that handles that," he added.

Kenny and his wife, Beverly, are very proud of what they've accomplished at their modest 200-acre farm and farm market. They have won numerous awards and received a good deal of attention from the media and the agricultural community. They're also

a participant in KFB's Certified Roadside Farm Market program.

The key, says Kenny, "is we strive for that artisan, hand-crafted niche."

The result is a premium product which sells at premium pricing.

The most popular cheeses are white cheddar, gouda, swiss and asiago. Among the "flavored" varieties, garlic paprika and tomato basil cheddar are most popular. The list of 31 products also has cheddar horseradish, Colby chipotle, havarte garden herb, smoked gouda, monterrey jack jalapeno and monterrey chive onion.

There's an exciting new development for the Mattinglys: Jared and his wife, Ashton, have established a vineyard and plan to open a farm winery later this year. There will be a tasting room at the farm market and eventually, a picnic area for patrons to enjoy wine and cheese.

"That's obviously a perfect match," Kenny said.



REID'S ORCHARD CATERS TO THE CROWD

The market center at Reid's Orchard near Owensboro.



By Kristi McCabe

Reid's Orchard in Daviess County is among the dozens of farm markets that have taken their business a step further from selling fresh produce, adding entertainment features and various types of facilities to offer something for everyone. And like most of those types of venues, the customers come in droves to get a taste of rural life.

With a convenient location on the outskirts of Owensboro, Reid's is a long-standing family tradition.

"We just celebrated 140 years of business," said owner Billy Reid. "We are one year older than the Kentucky Derby."

Billy Reid represents the fourth generation to own and operate the family business, which began in 1873 when Allan Reid bought the farm that still houses Reid's Orchard. Allan came from Scotland and tried his first peach in New York City, falling in love

with it and deciding to start an orchard.

"Our bread and butter has always been fruits and vegetables," noted Billy Reid, with an obvious pride. "But our operation is diversified. At one point, this land was used to raise 200 acres of potatoes and it was also used to raise 5,000 turkeys."

Billy Reid took over in 1978 and has enjoyed watching his family's legacy grow. This year also marks the 26th year of Reid's Orchard's annual Apple Festival, a celebration that has the feel of a county fair. The event features 20 food booths, 90 crafts booths, live entertainment, and carnival-style rides. It has been named a Top 10 event by the Kentucky Tourism Council.

Reid's also hosts the Big O Music Festival. Hailed as the "Party Event of the Summer," the Big O Music Fest delights attendees every year with top names in country music. Past performers have included Jason Aldean, Dierks Bentley, and Blake Shelton. This year's event on August 31

will feature Jake Owen, Justin Moore, the LoCash Cowboys, Jaclyn Graves, and others. (for more information, go to bigomusicfest.com)

"Not many farms have chart-topping country music singers come and perform," noted Reid. "It is truly an amazing event. The Big O Music Fest usually brings in about 10,000 people, which is as many as we can hold. We can park about 3,000 cars, and last year we parked 7,000 in two days' time during the Apple Festival."

When they are not hosting large community gatherings, the Reid family offers seasonal products to customers and gives area families a place to come and relax on the farm. Attractions include a play area for kids, U-pick fruits, a store where customers can browse through homemade jams and jellies and try apple slushies, and a party rental area.

"One of our new features this year is our train," said Billy Reid. "It will be something fun for the kids, in addition to Playland. My

daughter Valerie runs our Playland, which is an interactive area for kids."

Reid's daughter Valerie Reel said her goal is to keep Playland farm-oriented. So many children today are removed from farm life, and an opportunity to simply play in a rural setting is a treat.

"We have a corn crib for kids to explore, the new apple train that will take them down the avenue and through the orchard, a petting zoo and pony rides," said Reel. "It's a great place for families to come and spend the day. I've had parents tell me that their kids call it 'their farm,' and they ask to come to the orchard to play. We are thrilled to be able to offer a truly on-farm experience to the children of our community."

Reid's also hosts school field trips, giving local children the opportunity to pick apples, wash and grate them, and visit the storage room to see how they are processed.

Besides supervising Playland, Valerie also coordinates Reid's party rental area for weddings,

birthday parties, and corporate parties. Billy's other daughter Katie runs the greenhouse and the apple house, as well as the mums sold by Reid's in the fall. Son Brad Reid operates a separate produce location and takes care of spraying the trees.

What makes Reid's Orchard unique is its proximity to the city; its location is easily accessible, but this doesn't take away from its "farm-like" feel.

"People enjoy driving out here to spend a day," said Reid. "They

come and sit on the swings and bring the kids to play, and browse our products."

Reid's Orchard is open year-round. Beginning in April, it sells bedding plants; May brings greenhouse tomatoes and strawberries; vegetables are available in June; peaches come on in July and are available through September; September marks the start of apple and pumpkin season, as well as fall décor; and gift baskets are sold at Christmas time.

"You will find something differ-

ent each month," said Billy Reid. "There is always something to do here."

Reid's is indeed a destination, with local citizens taking advantage of its beautiful surroundings. Area photographers visit the orchard to shoot school senior pictures, wedding parties sometimes stop on the lane to take photographs, and cross country runners from a local high school stop in to buy apple slushies for refreshment.

With the modern fast pace of

life showing no signs of slowing, it's nice to know that places like Reid's Orchard still exist.

"So many people who move into the area say they have heard about us and that they didn't know a place like this existed," Billy Reid mused. "They love being able to spend a day here with the kids and see how things are grown. Our family is proud to share our love of farming with the community in a special way, and we plan to keep doing that for years to come."

Jimmy Baird with smoked bones used as dog treats.



FAMILY-OWNED MEAT PROCESSOR MAKES A MARK

By Kristi McCabe

If you do your food shopping at Kroger or WalMart, you may have come across products made by a company in rural Union County in West Kentucky. You had no way of knowing that – unless you carefully checked the label's small print.

Jim David Meats and the affiliated Little Kentucky Smokehouse have carved out quite a business producing and marketing an

array of private label products such as smoked hams, barbecue, pimento cheese, hot dogs and doggie treats. The client list also includes other major food chains, basketball great Charles Barkley, NASCAR driver Jimmy Johnson and the U.S. Military.

The company is a partnership of Jimmy and Linda Baird and David and Connie Simmons. Jimmy and David became acquainted many

years ago at hog shows, and then formed a company that became one of the largest hog producers in the state.

Jim David Meats began in 1991 and has enjoyed remarkable growth as result of entrepreneurial and marketing skills. The company that began as a small family operation now ships its products nationwide and has reached several diverse markets.

"I started farming at the age of sixteen," said Jimmy Baird. "After graduation, I went to work welding barges in Evansville while Linda studied to be a nurse. I had never worked for anyone but my dad, and after a year I decided to come back home. We started renting hog houses and expanded to 1,500 sows. That's when we met David Simmons."

The Bairds owned and operated a small-scale meat company for five years prior to forming Jim David Meats.

In 1997, the company built a new facility and started slaughtering pork, beef and chicken. They delivered within a 100-mile radius to businesses like Moonlight Barbeque and the Big Dipper restaurant, both in Owensboro.

"We started making fully-cooked hams," said Jimmy. "And we bought a small smokehouse. However, the first batch of hams we made didn't cure right, so we had to seek some help."

The Bairds brought in the operator of a spice company in Chicago for advice about curing hams.

"We ended up selling 3,000 hams that year, and then bought a bigger oven," Jimmy recalled. "Then we accidentally caught our small oven on fire and had to wait six months to get a new one."

Overcoming new challenges, the business soon expanded.

"We built Little Kentucky Smokehouse in 2000 and it opened in 2003," said Jimmy. "The first week we were in business, we showed some of our hams to Kroger. They wanted to do an audit on the plant before they decided to do business with us, so they flew in from their corporate office. Well, we only had six employees at that time and the plant was not quite up to speed."

Jimmy paused, laughing a little,

as he recalled the audit.

"So we took the Kroger representative through the plant and things kept breaking down, but she never saw anything because it was happening as soon as we left each area. Besides that, we had to move employees from one room to the next so she could see people working, even though we didn't have enough employees. We told her later what happened and she laughed about it. Well, God must have been with us that day because we got four million pounds of business from Kroger."

Little Kentucky Smokehouse, LLC operates a 35,000 square-foot plant that is one of the most advanced plants in the country. Little Kentucky Smokehouse hams are hand-selected and hand-trimmed, and it takes 62 man hours to make one ham. Some of the company's products are brown sugar glazed ham, maple brown sugar ham, premium black forest ham, and Jim Beam bourbon ham.

Little Kentucky Smokehouse also produces private label hams for Hannaford Supermarkets in New England, including Virginia ham and honey ham.

"We ship our products nationwide every week," Jimmy said.



It takes 62 man hours to make one Little Kentucky Smokehouse ham.

"David Simmons handles the freight and shipping end of the business, along with two of his sons. My sons are involved in the business as well."

Besides making quality hams, Jim David Meats also produces a line of salads stemming from recipes from Linda's grandmother. The ham salad, chicken salad, pimento cheese salad and tuna salad are sold under the "Marketside" and "WalMart Deli" labels.

Another inventive method of marketing new products came in the form of left-over ham bones.

"We weren't sure what to do with them," said Jimmy. "So we called Wal-Mart and talked to the woman in charge of buying pet treats. She said she was interested, since so many pet treats are manufactured in China and she wanted to find a U.S.-made product. So, we started selling ham bone treats for dogs under the

Exer-hides brand to Wal-Mart. They sell 72,000 bones a week at the stores nationwide."

Their new ventures did not stop there. Working with Famous Dave's, Jim David began making a barbeque sauce.

"We started doing barbeque ribs to ship them to our military in Iraq," said Jimmy. "We have been doing that for two years. We cook 8,000 slabs of ribs at a time and we ship them to Chicago and St. Louis, then to Iraq."

Soon after they started making ribs, Jim David began selling them in a party tray to Wal-Mart, along with pulled pork and meatballs. The first order they placed was for 40,000 party trays. Then an even more exciting deal came along when the Bairds entered the running to produce a line of ribs for basketball great Charles Barkley.

"Mr. Barkley was hunting for someone to make barbeque ribs," said Jimmy. "And he was talking to some other companies. Well, Charles Barkley's mother had to approve of the ribs, so we sent a batch to her. She loved the ribs, and three weeks ago we shipped the first batch to 250 Publix stores."

Now they are working on developing a line of Italian sausage for NASCAR driver Jimmie Johnson.

The company that had only a handful of employees when Kroger visited now has 150 at its facilities near the tiny farming community of Uniontown.



The ham salad, chicken salad, pimento cheese salad and tuna salad are sold under the "Marketside" and "WalMart Deli" labels.



Gerald Hart checks a tomato in one of his 12 greenhouses.

PRODUCE APLENTY AT DOUBLE HART FARM

Growing produce on 20 acres of land and in 12 greenhouses is no 9-to-5 job, but Gerald Hart is so good at it, he only needs a regular five-day workweek to sell all of it at his roadside market.

Hart is the 76-year-old operator of Double Hart Farm, located about five miles south of Corbin in Whitley County. He has the only large scale farm market in the area, and folks have taken notice. Business is so brisk that he doesn't have to open on week-ends. He gets it all sold 9-to-5 on weekdays, plus through an occasional transaction with other market operators.

Raising tons and tons of fruits and vegetables is another matter, though. That requires many hours for he, his fulltime employee and a number of pickers he employs at various times.

"We keep real busy with all this," Hart said as he gave a visitor a tour of his 135-acre farm.

Hart had a 38-year career with the Soil Conservation Service but was growing vegetables on the family farm long before retiring as district conservationist at the SCS Somerset office. He enrolled the market in KFB's Certified Roadside Farm Markets program in 1997, the second year of the program that now has more than 90 markets throughout the state. The program's "horn-of-plenty" promotional sign sits adjacent to his tiny market off U.S. 25 between Corbin and Williamsburg.

He's also active with KFB, serv-

ing as a director in Whitley County.

Around the first of July, when sweet corn and green beans become available, vehicles are parked up and down the highway as customers pour in for the fresh vegies and homegrown tomatoes. Pumpkin season is another peak period, Hart said.

The variety at Double Hart might be unsurpassed for a Kentucky market: Tomatoes, potatoes, cucumbers, sweet corn, eight varieties of green beans, beets, onions, celery, romaine lettuce, watermelons, pumpkins, bell peppers, jalapeno peppers plus flowers. All that and more sits in fields and greenhouses behind his home, which is adjacent to the market.

"There's not many vegetables that we don't grow," Hart said matter-of-factly.

He has four heated greenhouses plus eight high tunnel greenhouses, also known as "hoop houses." Those structures are

unheated but help to extend the growing season by slowly elevating natural heat. They protect crops from low temperatures in the spring and fall.

Hart's fulltime employee, Paul Young, has worked there for over 25 years. He has a partnership with Vicki D. Smith on the green beans.

Hart also has an unusual regular visitor to the back of his property: A black bear.

"But he hasn't caused any damage," Hart said. "We have more of a problem with coons and crows."

While he had a long career helping farmers with conservation practices and programs, raising produce has always been in the cards for Gerald Hart. His late mother was a supermarket produce manager, and he won a big contest for strawberry production as a youth.

"I really love doing this and seeing our customers enjoy what we grow."



RUBY MOON IS A JEWEL AMONG FARM WINERIES

By Kristi McCabe

A steady stream of farm wineries emerged in Kentucky over the past 20 years; today there are more than 50 scattered across dozens of counties. One of the more unlikely spots sits in row crop country just south of Henderson in west Kentucky. That's where Ruby Moon Vineyard & Winery has found a successful home growing grapes, making wine and serving customers at its tasting and market center.

Ruby Moon sprang from the vision of owners Anita Frazer and Jamie Like in October 2003, with the dream of producing award-winning wine in a country setting.

"We began as home wine makers fifteen years ago," explained Anita Frazer. "Then we bought 5.9 acres here in Henderson in 2003, to start a vineyard. We planted an acre of vines in 2004 and have added two additional acres since that time. In 2006, we built our tasting room and gift shop and opened for business. We are now growing three American grape varieties (Concord, Niagara, and Steuben) and we have five French-American varieties (Chambourcin, Marechal Foch, Traminette, Vignoles, and Seyval Blanc)."

Ruby Moon held its official ribbon-cutting ceremony in December 2006 and received the first of many honors when Henderson County Judge Executive Sandy Lee Watkins proclaimed the year 2007 as Ruby Moon Vineyard & Winery Year. Receiving such a notable amount of recognition in a short period of time has given this new business a great start.



Anita Frazer with some of Ruby Moon's award-winning wines.

Ruby Moon is not just a place to stop in and shop for an hour or two; it is a "stay-all-day" kind of place. Visitors to Ruby Moon can sample award-winning wines in a Tuscan-inspired tasting room, buy Kentucky-made cheese from Kenny's Farmhouse Cheese, purchase home wine and beer-making supplies, or relax on the blue stone patio.

"We stay open late on Fridays, which we call our Fabulous Fridays," explained Frazer. "We offer discounts to visitors on these days and provide complimentary cheese and crackers."

Besides hosting tasting events and selling Kentucky-made wine, Ruby Moon also hosts a major arts and crafts festival and rents out a banquet room and a one-

bedroom suite.

"People come from all over to visit our annual Arts & Crafts festival," said Frazer. "Last year we had twenty vendors. Our only requirement is that products be handmade; we usually have vendors selling organic soaps, paintings, wood products, pottery, jewelry, and other hand-crafted items. We also have live music and food, and admission and parking are free of charge."

The banquet room seats up to sixty people and is known as the "Audubon Room." It is available for rental for private parties, rehearsal dinners, class reunions, and other large gatherings. The "Sunset Suite" is a private, one-bedroom suite that can be rented out nightly, and offers the perfect accom-

modation for a weekend get-away.

In the short amount of time Ruby Moon has been in business, it has earned some notable awards. In 2010, it won five medals during the commercial wine competition at the Kentucky State Fair, including a gold medal awarded for its Razzle Dazzle Raspberry wine. In December 2011, Ruby Moon was named Small Business of the

Year by the Henderson County Chamber of Commerce.

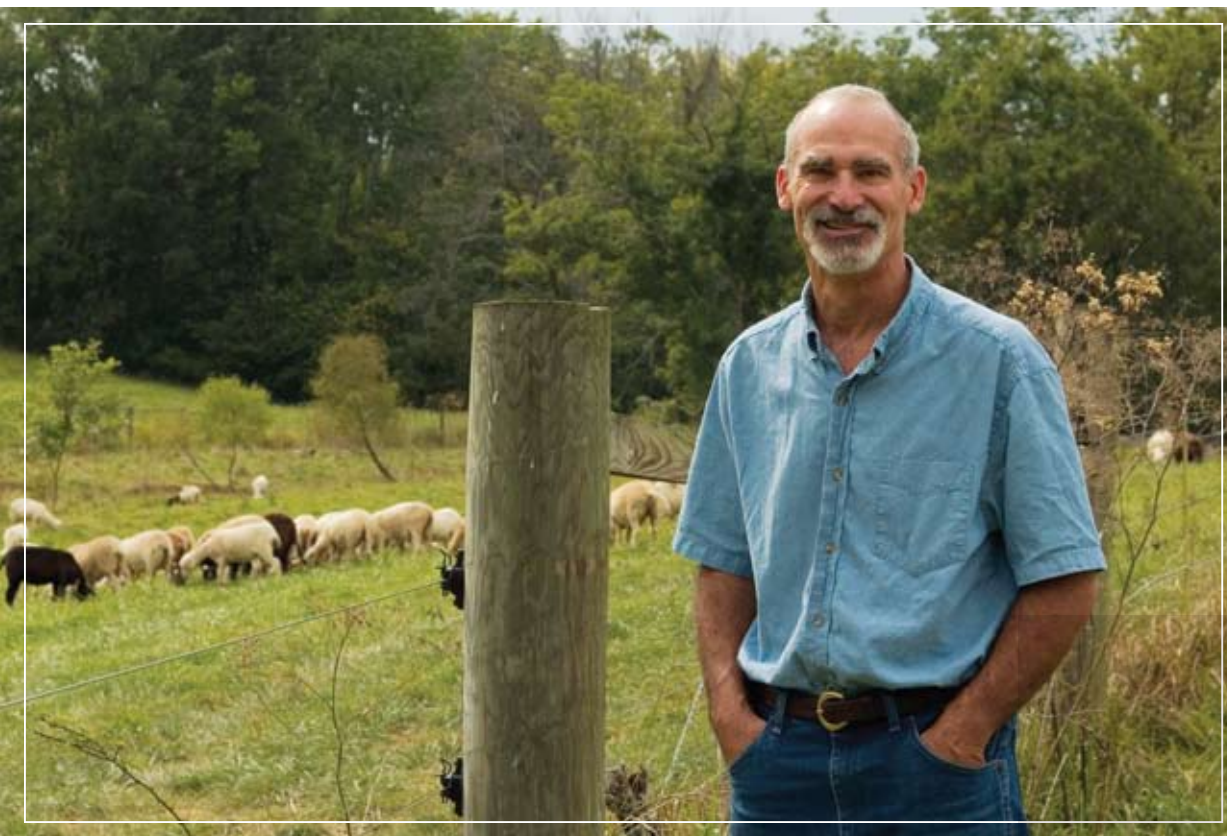
Looking to the future, Ruby Moon plans to keep expanding.

"We sell about 10,000 bottles per year," said Frazer. "We hope to keep growing, and may eventually put in larger tanks. If we see that we are selling more wine, we will start to make more. We pay close attention to what our customers want."

Business continues to flourish, and people come from all over to sample wine made in Henderson County.

"We've had visitors come from all 50 states and also from ten or twelve different countries," said Frazer. "They are fans of small farm wineries and want to see what we have to offer."

"VALUE-ADDED" APPLIES TO SHEEP AT FOUR HILLS FARM



Jim Mansfield and Katahdin sheep at his farm in Mercer County.

Jim Mansfield decided to practice what he was preaching as a marketing specialist at the Kentucky Department of Agriculture. He stopped raising cattle on his Mercer County farm and turned to a special breed of sheep to produce branded lamb for retail and wholesale markets. That's called "value-added" agriculture, which Mansfield was promoting in his role as a division director at the Department of Agriculture.

Today, "New American Lamb" is a hit. That trademark brand identifies lamb from Katahdin sheep that are raised on a forage-based diet with no antibiotics.

The meat is gourmet quality, quite tender with a mild flavor that is tasty with or without spices.

"New American Lamb" is sold at the Whole Foods Markets in Louisville and Lexington, as well as seven other supermarkets in Kentucky and Ohio. It's also served at a dozen restaurants and soon, Mansfield will have direct sales from his Four Hills Farm, which is near Salvisa, a tiny community between Harrodsburg and Lawrenceburg.

(For information on where to find New American Lamb, go to www.fourhillsfarm.com.)

After much research, Mansfield chose to raise Katahdin sheep,

which are named after a mountain in Maine, where the breed was developed in the 1950s. Katahdin are not grown for wool; just for meat. They can withstand heat and humidity, require no shearing, are parasite-resistant, often produce twins or triplets and are good mothers. They shed their winter coat naturally, which contributes to their mild flavor due to no lanolin production from wool. They are smaller than traditional American-raised wool sheep, and therefore their roasts and chops are smaller.

"The meat is not gamey," said Mansfield. "This lamb is known for tenderness and a mild flavor.

Katahdin are very hearty and easy to care for."

Mansfield's lambs are processed at Marksburg Farm Market in Garrard County. They sell his lamb at their store and to restaurants they deal with. He contracts with a food distributor to deliver to the supermarkets, some as far away as Columbus, Ohio. "New American Lamb" also is popular at the upscale Dorothy Lane markets in the Dayton, Ohio area.

On the production end, to meet the increasing demand for his lamb Mansfield has contracted with 25 other producers, most in Kentucky but also a few in Tennessee and Virginia. The producers must adhere to his strict production standards. Mansfield buys the lambs from them and

moves them down the chain.

Mansfield says he divides his time almost equally between production and marketing. The business has grown every year since he started about 10 years ago, he added.

His web site (www.fourhillsfarm.com) also features recipes and a photo gallery of the farm. There's some social media elements, and more will be in the works.

"We want to engage with consumers," said Mansfield. "We have a gourmet quality product that is delicious and healthy. And it is produced on family farms. We want consumers to know that."

George Gagel with his "traveling billboard," his delivery truck.



GAGEL'S FARM FIRMLY PLANTED IN THE SUBURBS



Scan this QR code for a video report on Gagel's Farm.

George Gagel's Truck Farm is a signature business in heavily-populated southwest Jefferson County. Creating a break in the line of homes along Lower Hunters Trace Road in the Louisville suburb of Pleasure Ridge Park, Gagel's is a farm market where loyal customers come in the spring for plants and flowers, and then return regularly in the summer and fall for fresh produce, pumpkins, mums, etc.

The sudden sight of the explosion of colors from Gagel's flowers will grab your attention as you travel down the busy road.

"Their mouth drops open when

they see all the color; it's pretty breathtaking when people come in," says George.

The Gagel family has been farming in the area since migrating from Germany in 1840. George is the fourth generation to make a living off farm production. There's a sixth generation -- two granddaughters -- working for him.

Gagel's has eight acres of produce and about 100,000 square feet of space in seven greenhouses on his 10 ½ acre site surrounded by schools and homes. Flowers and plants use about 70 percent of that space, with produce

accounting for the remainder.

George says his most popular item is hanging baskets of flowers and plants. He turns out about 10,000 per year. Their web site, www.gagels.com proclaims "our hanging baskets are legendary."

There's also a garden center with bedding plants, house plants, nursery stock and herbs. And there is produce aplenty, starting in late spring with bibb lettuce and broccoli. The summer season brings on tomatoes, squash, peppers, cucumbers, eggplant, carrots, okra, greens, beets, green onions and more. Due to the limited acreage,

George doesn't grow sweet corn and green beans, but has them for sale at his market from Gallrein Farm in Shelby County, which has a lofty reputation for its corn and beans.

George sells wholesale, using a colorful truck for delivery. "It's my traveling billboard," he explained.

He also sells at the Southwest Farmer's Market on Saturday's at Valley High School.

Gagel is a long-time leader in Jefferson County FB. His market is among those participating in KFB's Certified Roadside Farm Markets program.

Research Kentucky's agritourism on these websites

www.kentuckyfarmsarefun.com

www.kentuckybb.com

www.kyagr.com/marketing/farmers-market-directory.aspx

www.kentuckywine.com

www.kyfb.com/roadside



A plot of lavender plants sits near the gift shop at Lavender Hills.

LAVENDER IS A UNIQUE "NICHE" ENTERPRISE

Of all the alternative enterprises that have emerged on former tobacco farms, growing lavender and making and selling products from that colorful flower ranks up there among the most unique.

Denise Scaring, a business teacher at a high school in Northern Kentucky, came up with that idea and her parents, Charles and Judith Brothers, helped make it happen at a farm in Bracken County. Today, Lavender Hills of Kentucky LLC is indeed a one-of-a-kind business, with 600 plants in the field, a gift shop, a certified kitchen and a presence online and at various fairs and festivals.

Why lavender?

"I just did some research and saw some information about it. I started looking into it and thought it could work. Then mom and dad got interested. We just made it work," Denise explained.

Charles and Judith Brothers have lived on their 109-acre farm

near Brooksville since 1965. Through the years the farm has had tobacco, cows, pigs and chickens. Denise says she got homesick after moving about an hour away to the metro Cincinnati area. So she found lavender as a reason to return to her rural roots.

There are 21 varieties of lavender available at the farm, but most of it is "Grosso," which is the most popular due to its oil content and fragrance. Denise also has the most popular culinary variety, "Munstead," which she uses in bakery goods made at her certified kitchen about a mile from the gift shop.

The lavender field is adjacent to a dairy farm operated by Denise's brother. The small plot of lavender plants used to educate visitors during tours was planted in a spot that once had tobacco float beds.

Denise and her mother are very engaged with growing the lavender. Visitors will find that they are

experts on the agronomy involved, as well as the characteristics of the particular varieties.

The "portable" gift shop opened in 2006 and carries a variety of lavender products for the kitchen, bedroom and bath. There's also cleaning and beauty products. Fresh lavender is available in June and July, and dried bundles can be purchased on-line year-round, at www.lavenderhillsofkentucky.com.

The most popular products are lotion candles, the dried lavender bundles and a lavender rum cake, according to Denise. The bakery goods are sold frozen.

The gift shop is open 12-6 on Saturdays and Sundays, until October 1. Group tours and luncheons also can be arranged by calling (606) 735-3355 or e-mailing Denise at dscaring@insightbb.com. Check the website for upcoming events such as workshops, tours and scheduled participations at fair and festivals.

County Fairs And Festivals

Harrison County	July 4-13
Adair County	July 4-13
Pendleton County	July 6-13
Jessamine County	July 8-13
Hardin County	July 8-13
Laurel County	July 9-13
McCreary County	July 9-13
Lexington-Bluegrass	July 12-22
Spencer County	July 12-20
Owen County	July 13-20
Franklin County	July 15-20
Kenton County	July 15-20
Nelson County	July 15-20
Barren County	July 15-20
McLean County	July 17-20
Whitley County	July 18-20
Ballard County	July 18-29
Tollesboro Lions	July 19-27
Livingston County	July 20-27
Meade County	July 21-27
Southern Kentucky Fair (Bowling Green)	July 21-29
Mercer County	July 22-27
Pulaski County	July 22-27
Boyd County	July 23-27
Hopkins County	July 23-27
Daviess County	July 24-27
Madison County	July 25-Aug. 2
Grayson County Ag Fair	July 25-28
Grant County	July 26-Aug. 3
Montgomery County	July 29-Aug. 3
Germantown Fair	July 29-Aug. 3
Hickman County	July 29-Aug. 3
Crittenden County	July 30-Aug. 3
Cumberland County	July 30-Aug. 3
Oldham County	July 30-Aug. 3
Morgan County Ag Fair	August 1
Jackson County	August 1
Lewis County	August 1
Carter County	August 1
Boone County	August 3-10
Little Worlds Fair (Broadhead)	August 5-10
Folklife Festival (Henderson)	August 9-10
Hancock County	August 14-17
Kentucky State Fair	August 15-25
Rowan County	August 21-24
Grayson County	August 27-Sept. 2
Greenup County	August 27-31
Alexandria Fair	August 29-Sept. 2
Western Waterland Festival (Grand Rivers)	August 31-Sept. 2
Edmonson County	September 5-14
Lawrence County Septemberfest	September 6-7
State BBQ Festival (Danville)	September 6-8
Black Patch Festival (Princeton)	September 7
Powell County	September 9-14
Kentucky Bourbon Festival (Bardstown)	September 17-22
Casey County Apple Festival	September 20-28
Washington County	September 24
World Chicken Festival (London)	September 26-29
Ohio County	September 26-28
Country Ham Days (Lebanon)	September 27-29
Newport Octoberfest	September 27-29
Festival of the Horse (Georgetown)	October 4-6
Trigg County Country Ham Festival	October 11-12
Bourbon & Blues Festival (Owensboro)	October 18-20



Stop and Buy Local

KENTUCKY FARM BUREAU'S 2013 CERTIFIED ROADSIDE FARM MARKETS

WEST

- Broadbent B & B Foods**
Kuttawa • (800) 841-2202
- Brumfield Farm Market**
Madisonville • (270) 821-2721
- Cates Farm**
Henderson • (270) 823-6150
- Cayce's Pumpkin Patch**
Princeton • (270) 365-2132
- Country Fresh Meats**
Sturgis • (270) 333-0280
- Dogwood Valley Trading Post**
Clay • (270) 664-9892
- Happy Hollow Farms**
Calhoun • (270) 499-3774
- Jim David Meats**
Uniontown • (270) 822-4866
- Lovell's Orchard & Farm Market**
Hopkinsville • (270) 269-2242
- McKinney Farm**
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Somerset • (606) 382-5214
- Davis Family Farm**
Greensburg • (270) 565-1336
- Dennison's Roadside Market**
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- Halcomb's Knob Roadside Market**
Paint Lick • (859) 925-9936
- Haney's Appledale Farm**
Nancy • (606) 636-6148
- Heavenly Haven Farm**
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- Hettmansperger's Greenhouse**
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- Gallrein Farms**
Shelbyville • (502) 633-4849
- George Gagel Farm Market**
Louisville • (502) 447-6809
- Gregory Farms**
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- Golden Apple Fruit Market**
Lexington • (606) 633-9763
- Julie's Pumpkins**
Paris • (859) 987-4498
- McLean's Aerofresh Fruit**
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- Michels Family Farm**
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County Annual

BARREN COUNTY

Date: September 21, 6:30 p.m.

Place: Trojan Academy

BOURBON COUNTY

Date: October 17, 6:30 p.m.

Place: Legion Park

BOYD COUNTY

Date: October 14, 6:30 p.m.

Place: Franks Community Bldg.

BRACKEN COUNTY

Date: October 8, 7:30 p.m.

Place: Extension Office

BRECKINRIDGE COUNTY

Date: September 24, 6:30 p.m.

Place: FFA Camp

BULLITT COUNTY

Date: September 21, 6 p.m.

Place: Extension Office

BUTLER COUNTY

Date: September 10, 6:30 p.m.

Place: Hawes Agriculture Building

CAMPBELL COUNTY

Date: September 15, 4 p.m.

Place: St. Peter & Paul Social Center

CLAY COUNTY

Date: October 10, 6 p.m.

Place: Farm Bureau Bldg.

CLINTON COUNTY

Date: September 12, 6 p.m.

Place: Fairgrounds

DAVIESS COUNTY

Date: August 15, 5 p.m.

Place: Reid's Orchard

EDMONSON COUNTY

Date: September 28, 4 p.m.

Place: High School

GRANT COUNTY

Date: September 21, 7 p.m.

Place: Farm Bureau Bldg..

FLEMING COUNTY

Date: August 9, 6 p.m.

Place: Industrial Park Shelterhouse

GREENUP COUNTY

Date: November 4, 6 p.m.

Place: Farm Bureau Meeting Hall

HENRY COUNTY

Date: October 10, 7:30 p.m.

Place: Farm Bureau office

LAWRENCE COUNTY

Date: October 15, 6 p.m.

Place: Down Home Grill

Herbal Formula Eases Farmer's Aches & Pains

"I keep a jar of Steuart's Pain Formula by my bed and reach for it at night when my knee pain flares up. It knocks the pain right out," says Mike Marsden of Mabel, Minn. Marsden's been using Steuart's Pain Formula for about 4 years and says he's constantly recommending it to other people.

Steuart Laboratories originally developed Steuart's Pain Formula for race horses. Over the years, it has gained a following for treating other animals and humans. The cream contains extract of the herbs comfrey and arnica in a liposome base that penetrates the skin rapidly, says Gary Steuart, who founded the company in 1982. "People now use the product to relieve joint and muscle pain associated with arthritis and injuries," Steuart says.

Rose Johnson of Hazleton, Iowa, uses Steuart's Pain Formula to relieve the tissue pain caused by fibromyalgia, a disorder characterized by widespread pain and tenderness in joints, muscles, tendons, and other soft tissues. In addition to pain relief from Steuart's Pain Formula, she appreciates that the product causes no side effects.

Joel Sloan of Mabel was familiar with Steuart's Pain Formula because he used it regularly for treating dairy cows with mastitis. "It really helped the cows because it causes a heat action and gets the blood flowing in the udder," he says.

When Sloan was recovering from hernia surgery several years ago, his bowel and urinary function slowed down. "I rubbed some on my abdomen and in 20 min., I could feel the product working and my bowel and urinary function were restored. The pain was gone."

Mike Marsden
uses Steuart's
Pain Formula
whenever his
knee pain flares up.



Warren Ward of Pemberton, Minn., says his knees ached so terrible at night that he couldn't get to sleep without taking painkillers. "An orthopedic surgeon told me both my knees were shot, I had bone rubbing on bone, and I needed knee-replacement surgery. Then someone told me about Steuart's Pain Formula. I started using it and in three days I had no pain in my knees, I went right to sleep at night, and I haven't taken a pain killer since."

"I like Steuart's product because there's no odor, it doesn't stain your clothes, and you don't feel a thing when you apply it. It's an excellent product and I know it works," Ward says.

Steuart's first product – an udder ointment containing comfrey – was introduced in 1982. Today, the company manufactures and markets more than a dozen herbal and natural-oil healing and pain products for both human and animal use.

Contact: Gary Steuart,
Steuart Laboratories,
P.O. Box 306,
Mabel, Minn. 55954
(ph 507 493-5585; 877-210-9664;
www.steuartlaboratories.com).

2 oz. Pain Formula: \$14.99

5 oz. Pain Formula: \$29.90

Shipping or Mailing: \$8/order

Meetings

LEWIS COUNTY

Date: August 4, 12:30 p.m.
Place: Ruggles Campground

LINCOLN COUNTY

Date: August 2, 7 p.m.
Place: Fairgrounds

LOGAN COUNTY

Date: September 14, 6 p.m.
Place: Extension Office

MADISON COUNTY

Date: July 22, 6:30 p.m.
Place: Fairgrounds

MARION COUNTY

Date: October 14, 7 p.m.
Place: Masonic Temple

McLEAN COUNTY

Date: August 17, 5 p.m.
Place: High School

MEADE COUNTY

Date: September 16, 6 p.m.
Place: Community Building

MERCER COUNTY

Date: September 9, 6 p.m.
Place: Extension Office

OHIO COUNTY

Date: August 1, 6:30 p.m.
Place: Extension Office

OLDHAM COUNTY

Date: August 6, 7 p.m.
Place: LaGrange office

OWEN COUNTY

Date: October 7, 6 p.m.
Place: Extension Office

PENDLETON COUNTY

Date: September 28, 6:30 p.m.
Place: Farm Bureau building

ROCKCASTLE COUNTY

Date: September 20, 7 p.m.
Place: Roundstone Elementary School

ROWAN COUNTY

Date: October 1, 6:30 p.m.
Place: Farm Bureau office

SCOTT COUNTY

Date: September 17, 6:30 p.m.
Place: Extension Office

SHELBY COUNTY

Date: October 6, 6:30 p.m.
Place: Extension Office

TRIMBLE COUNTY

Date: August 15, 7 p.m.
Place: Extension Office

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Beef prices rising with the heat

By Aimee Nielson
UK College of Agriculture

As the summer grilling season heats up, beef supplies are down, meaning it likely will cost more to host that backyard party. The number of beef cattle in the United States is reportedly the lowest number

since the early 1960s. When numbers go down and feed prices go up, consumers end up paying more at the grocery store.

"In the interest of telling the whole story, productivity has also increased since that time," said University of Kentucky College of Agriculture economist Kenny Burdine. "But, the combination of fewer cattle over the past several

years and generally strong export markets has left beef supplies relatively tight."

UK beef specialist Les Anderson explained that for the past several years, many beef producing areas of the United States have experienced drought situations and increased feed costs.

"Drought affected vast segments of many of the beef producing states, and that led farmers to reduce the number of cattle they produce," he said. "Also, many feed costs have been markedly higher during the drought periods, so ranchers have been reluctant to hold onto their cattle simply because it costs too much to feed them."

Because of those conditions, Burdine said the industry has seen sizeable decreases in cattle inventory in many areas — most notably the Southern Plains.

"Many areas have been impacted by the weather, including the Southeast," he said. "Another factor worth noting is that we are seeing a considerable conversion of pasture and hay ground to row crop production."

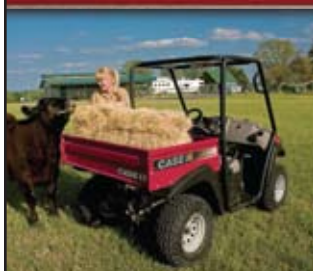
Even in Kentucky, beef cow numbers are down, about 15 percent from January 2007 to January 2013, but beef specialists expect the beef industry in the state to hold steady.

"Kentucky farmers have leased land, previously used for pasture, to crop farmers because of high prices being paid for land leases," said Roy Burris, UK beef specialist at the UK Research and Education Center in Princeton. "But, a lot of land here is not suitable for cropping, so the best use for that land is to continue grazing. Barring any severe droughts, I really think cattle numbers in Kentucky will hold steady."

Consumers still have a strong demand for beef products, and that means the United States will export about two percent less beef and import about 15 percent more.

At the grocery store, consumers will be in for some sticker shock as experts expect beef prices to set record highs this summer.

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KFB maintains support for state property tax law that restrains what you pay

Kentucky Farm Bureau Federation is a grassroots policy-driven organization representing farm families throughout the state. The annual process of developing policy kicks off during the month of July with County Farm Bureau leaders having meetings in 11 organizational districts. Policy for the ensuing year is determined by delegates to an annual meeting each December.

One of KFB's signature issues over the years has been continuing support for the state property tax law, the so-called "House Bill 44." That legislation was enacted in 1979 and strongly pushed by KFB. Its purpose is to limit the amount that state revenues from property taxes may increase each year without either a public hearing or a recall vote of citizens.

Property owners have saved a significant amount due to House Bill 44. Under this formula, state property tax revenues have been allowed to increase by up to four percent annually, plus the new growth on the tax rolls. But meanwhile, the adjustments for property owners have been minimal. In fact, the rate on real property actually has dropped from 31.5 cents per \$100 in 1978 to the current 12.8 cents per \$100.

The bottom line is this: If not for House Bill 44, you would have paid far more in property taxes over the past 33 years.

KFB's principal argument in support of this law is that a taxing district still has authority to levy a higher rate, but before the rate can be set, a public hearing must be held and the voters can petition for a recall vote. So in effect, this does not prohibit a tax hike. But rather, it gives citizens the opportunity to decide.

Critics of this popular law have called for freezing the state rate. KFB opposes a freeze because it could result in much higher taxes in the event that property valuations rise significantly over time.

House Bill 44 allows the state to continually obtain higher revenue from property taxes. But it also prevents your tax bill from soaring.

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TRUCK LOYALTY BONUS **\$1,500**

CORLEW PRICE **\$20,995**

TOTAL SAVINGS
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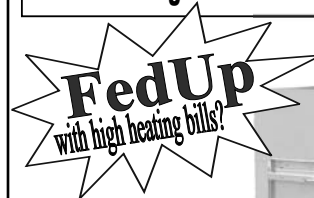
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Item 47770 shown

LIMIT 1 - Only available with qualifying minimum purchase (excludes gift value). Coupon good at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount, coupon or prior purchase. Offer good while supplies last. Shipping & Handling charges may apply if not picked up in-store. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

20140350

SAVE \$80

PITTSBURGH AUTOMOTIVE
WEIGHS 74 LBS.
LOT NO. 68048/69227
RAPID PUMP® 3 TON HEAVY DUTY STEEL FLOOR JACK
REG. PRICE \$149.99
REG. PRICE \$69.99

Item 68048 shown

LIMIT 4 - Good at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

64247023

SAVE \$135

US* GENERAL PRO FIVE DRAWER TOOL CART
REG. PRICE \$299.99
REG. PRICE \$164.99

Item 95272 shown

LIMIT 4 - Good at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

71907382

SAVE 55%

4 PIECE ADJUSTABLE WRENCH SET
PITTSBURGH
LOT NO. 903/69427/60690
REG. PRICE \$19.99
REG. PRICE \$8.99

Item 903 shown

LIMIT 5 - Good at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

73351581

SAVE \$200

3200 WATT/4000 MAX. WATTS PORTABLE GENERATORS (212 CC)
PREDATOR GENERATORS
LOT NO. 68528/69676/69729
LOT NO. 68527/69675/69728, CALIFORNIA ONLY
REG. PRICE \$499.99
REG. PRICE \$299.99

Item 68528 shown

LIMIT 4 - Good at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

44811845

SAVE 42%

3" HIGH SPEED ELECTRIC CUT-OFF TOOL
CHICAGO ELECTRIC POWER
LOT NO. 68523/60415
REG. PRICE \$34.99
REG. PRICE \$19.99

Item 68523 shown

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548115095

LIMIT 5 - Good at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

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LIMIT 1 - Save 20% on any one item purchased at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount, coupon, gift cards, Inside Track Club membership, extended service plans or on any of the following: compressors, generators, tool storage or carts, welders, floor jacks, Towable Ride-On Trencher (Item 65162), open box items, in-store event or parking lot sale items. Not valid on prior purchases after 30 days from original purchase date with original receipt. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

61265146

SAVE 64%

CENTECH AUTOMATIC BATTERY FLOAT CHARGER
LOT NO. 42292/69594/69955
REG. PRICE \$13.99
REG. PRICE \$4.99

Item 42292 shown

LIMIT 6 - Good at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

745801114

SAVE 52%

4 PIECE 1" x 15 FT. RATCHETING TIE DOWN SET
LOT NO. 90984/60405/61524
REG. PRICE \$16.99
REG. PRICE \$7.99

Item 90984 shown

LIMIT 7 - Good at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

73015384

SAVE 50%

CENTRALPNEUMATIC 3 GALLON, 100 PSI OILLESS PANCAKE AIR COMPRESSOR
LOT NO. 95275/60637/69486
REG. PRICE \$79.99
REG. PRICE \$39.99

Item 95275 shown

LIMIT 4 - Good at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

435120006

SAVE 71%

TORQUE WRENCHES PITTSBURGH PRO
1/4" DRIVE LOT NO. 2696/61277
3/8" DRIVE LOT NO. 807/61276
1/2" DRIVE LOT NO. 239
REG. PRICE \$34.99
REG. PRICE \$9.99

Item 239 shown

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303991915

SAVE \$60

CHICAGO ELECTRIC WELDING 90 AMP FLUX WIRE WELDER
LOT NO. 68887/61207
REG. PRICE \$149.99
REG. PRICE \$89.99

Item 68887 shown

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23417011

SAVE 48%

4000 LB. CAPACITY CABLE WINCH PULLER
HaulMaster
LOT NO. 30329/69854
REG. PRICE \$24.99
REG. PRICE \$12.99

Item 30329 shown

LIMIT 5 - Good at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

78315740

SAVE 48%

ADJUSTABLE SHADE AUTO-DARKENING WELDING HELMET
CHICAGO ELECTRIC WELDING
LOT NO. 46092
REG. PRICE \$69.99
REG. PRICE \$35.99

Item 46092 shown

LIMIT 3 - Good at our stores or HarborFreight.com or by calling 800-423-2567. Cannot be used with other discount or coupon or prior purchases after 30 days from original purchase with original receipt. Offer good while supplies last. Non-transferable. Original coupon must be presented. Valid through 10/28/13. Limit one coupon per customer per day.

69025161

SAVE \$50

12 VOLT 15 GALLON SPOT SPRAYER
LOT NO. 9583
REG. PRICE \$129.99
REG. PRICE \$79.99

Item 9583 shown

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50122553

SAVE \$200

12,000 LB. ELECTRIC WINCH WITH REMOTE CONTROL AND AUTOMATIC BRAKE
BADLAND
LOT NO. 68142/60813/61256
REG. PRICE \$499.99
REG. PRICE \$299.99

Item 68142 shown

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- Low straw residue for double-crop

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- Great stature for high management

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- Big yields in early maturity
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BECK 135^{BRAND*}

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