With conventional financing increasingly more difficult to obtain, self-financing is the number one form of financing used by small business owners. Unfortunately, our tax laws create a number of obstacles that must be overcome to avoid penalties and corresponding higher tax bills.

Putting yourself at risk may attract lenders or investors and succeed in raising the funds needed by the business, but it can also be dangerous. Consider a few strategies that can put the owner at risk, provide the needed funding or both:

- Liquidate savings.
- Take out a home equity loan. The aggregate amount of acquisition indebtedness may not exceed $1 million, and the aggregate amount of home equity indebtedness may not exceed $100,000; interest over those limits is nondeductible.
- Get a bank loan with a personal guarantee or the guarantee of a friend or family member.
- Sell a vacation home, recreational equipment or other property.
- Take out a margin loan against stock holdings.
- **Never** use personal credit card debt for business purposes.

When either lending to or borrowing from the business, remember that it must be a legitimate, interest-bearing loan. Under tax rules, an owner borrowing from the business can face a hefty tax bill should the IRS view the transaction as a dividend payout rather than a loan. Often it is below-market interest rates that draws the attention of the IRS.

If the IRS re-characterizes or re-labels a transaction, the result is an interest expense deduction when none was previously claimed by the borrower and unexpected, taxable interest income on the lender’s tax bill, often dating back several years and accompanied by penalties and interest on the underpaid amounts.

When an incorporated business makes a low-interest loan to its shareholder, in the eyes of the IRS, the shareholder is deemed to have received a nondeductible dividend equal to the amount of the foregone interest, and the corporation receives a like amount of interest income.

When IRS examiners review loans from shareholders and the common stock accounts of many small businesses, they frequently encounter “thin capitalization,” which is when there is
little or no common stock and there is a large loan from the shareholder. Section 385 of the
tax law specifically considers whether an ownership interest in a corporation is stock or indebtedness. The objective of the IRS when they encounter thin capitalization is to convert a portion, if not all, of the loans from the shareholders into capital stock. This conversion requires an adjustment to the interest expense account because, at this point, the loans are considered nonexistent. The interest paid by the incorporated business on these disallowed loans becomes a dividend at the shareholder level.

A business bad debt deduction is not available to shareholders who have advanced money to a corporation where those advances were labeled as contributions to capital. A business owner or shareholder who incurs a loss arising from his guaranty of a loan is, however, entitled to deduct that loss, but only if the guaranty arose out of his trade or business or in a transaction entered into for profit.

If your business is in need of an infusion of cash, a one-transaction-cures-all, all-purpose solution involves the sale-leaseback of the assets of your business. Generally, the business sells its assets – the building that houses the operation, the equipment used in that operation and the vehicles – and, in return, the business receives an infusion of working capital. The buyer of those assets, usually using borrowed funds, is often the operation’s owner or principal shareholder. The business pays fully tax-deductible lease payments for the right to use those assets to the owner or shareholders. An unprofitable business is exchanging property for badly needed capital and immediate deductions for the lease payments. The new owner of that equipment will receive periodic lease payments. With one transaction, the owner has found a way to get money from the business without the double-tax bite imposed on dividends, and the operation has an infusion of cash.

Among the advantages of self-financing is that control is not given to shareholders, nor will there be oversight by bankers or other lenders. Disadvantages are that sufficient capital may not be available. Drawing on assets such as saving accounts, equity in real estate, retirement accounts, vehicles, recreation equipment and collectibles, business owners are increasingly finding the funds needed for their operations.
The following information has been gathered in support of state-wide program goals for Wyoming 4-H.

**Science, Engineering & Technology (SET)**
- 10 Counties participated in the National Youth Science Day Experiment reaching 452 youth participants and utilizing 12 adult volunteers.
- 3 partnerships outside of Extension were established and used to complete the activities.
- 341 youth and adults participated in 75 activities which focused on SET principles related to the projects they were currently enrolled in.

**Character Counts!**
- 3,821 youth and adults learned and practiced Character Counts! through 86 activities.
- 2,199 people were potentially reached through 28 Character Counts! displays, banners, newsletters, and newspaper articles.
- 73 adult volunteers received training on how to implement Character Counts! in 4-H.

**Wyoming 4-H Enrollment 2009-2010**
- Members: 6,639
- Volunteer Leaders: 2,735

**Workforce Preparation**
- 223 youth and 27 adults participated in a variety of activities related to Career Development in 11 counties in Wyoming.
- 39 youth presented business proposals for county and state Business Ventures contests.
- 17 county contests were held that allowed youth to practice skills they will need as they enter the workforce in the future.
Marketing

- 4,133 promotional fliers, banners, and table tents distributed during National 4-H Week.
- 600 bookmarks distributed to youth
- Presentations were given in 36 elementary schools to recruit new 4-H members
- Other displays in local businesses potentially reached over 800 individuals

4-H Volunteer Value

In Wyoming in 2008, the estimated dollar value of volunteer time was $18.89 per hour.

Volunteers in Wyoming give an average of 37.2 hours of time per year.

Volunteer Development

- 138 organizational totes given to 4-H Leaders in Wyoming
- 109 volunteers attended training to learn best-practices methods for leading a 4-H club

Fair Judges Certification Training

- Over 800 brochures sent to past fair judges explaining the certification training
- 4 Judges Certification Trainings were held throughout Wyoming
- 74 judges completed the certification training and have been added to the Wyoming judges list

Issued in furtherance of Cooperative Extension work, acts of May 8 and June 30, 1914, in cooperation with the U.S. Department of Agriculture. Glen Whipple, Director, Cooperative Extension Service, University of Wyoming, Laramie, Wyoming 82071.

Persons seeking admission, employment, or access to programs of the University of Wyoming shall be considered without regard to race, color, religion, sex, national origin, disability, age, political belief, veteran status, sexual orientation, and marital or familial status. Persons with disabilities who require alternative means for communication or program information (Braille, large print, audiotape, etc.) should contact their local UW CES Office. To file a complaint, write the UW Employment Practices/Affirmative Action Office, Uni-
Recent reports by the Institute of Medicine (IOM) are highlighting a growing problem in the United States: we are eating too much salt. If this sounds somewhat familiar to you then pat yourself on the back—it’s not exactly a new problem. We’ve known for over 30 years of the dangers of too much salt in the diet, but over those same 30 years salt consumption has risen dramatically.

Where exactly are we getting all of this salt? Well, the vast majority of the salt in our diets comes from prepared meals and processed foods. This includes many restaurant items, as well as popular foods at the grocery store like frozen dinners and many of the foods that come in a can or a box. Next time you’re shopping take a quick peek at the sodium (salt) amounts on some of the processed foods—you may be surprised by what you see!

While salt is necessary for proper health, research shows that high levels of salt in the diet are associated with high blood pressure, heart disease, and stroke. Your dietary guidelines recommend taking in 1500mg of sodium per day, while most Americans consume over twice that amount!

While some food companies are pledging to voluntarily cut back on salt in their foods the action is coming slowly as they scramble to maintain product consistency.

So what’s the fix?
Well, instead of waiting on the industry to take responsibility and the FDA to take action we can take matters into our own hands. Reducing sodium in the diet is quite simple, actually, and relies on many principles of healthful eating that you’re probably already familiar with:

1. Make your own food!
2. Take the salt shaker off the table, and use only if necessary.
3. Increase the amounts of fresh foods, especially fruits and vegetables, in your diet.
4. If you must get processed and prepared foods then look for the low-sodium versions. Use herbs and spices to add flavor to foods.

While cutting salt from your diet may be difficult at first, research shows that your taste buds will soon adjust, and you will soon be tasting all of those great flavors behind the salt! And you will not only be doing yourself a favor, but the economy as well—the IOM report estimates that nationwide reductions in salt intake could prevent more than 100,000 deaths annually, and save billions in health care costs. For more helpful information on how to reduce salt in your diet take a look at the UW Extension handout Add Some Spice to Your Life! You can find it on our website at: http://www.sheridancounty.com/info/coop/fcs.php.
When you are dressing up a dessert or pie... there is nothing like topping it with real whipped cream! It is fluffy, light as a cloud and a delight to the senses.

I want to share with you a couple of pointers that I have learned as well as some delicious ways you can perk up your whipped cream and add some pizzazz to your desserts.

**Cream**

Heavy Whipping Cream (36-40% butterfat) whips up well and holds its shape. It doubles in volume when whipped. In addition, purchase pasteurized cream, not ultra-pasteurized, because it whips better, fluffier and holds its shape longer. Ultra-pasteurized will work.

**Flavoring Whipped Cream**

Whipped cream is generally sweetened with sugar and can also have flavoring added to it for special recipes. The cream can be sweetened with granulated, superfine, or powdered sugar. The superfine and powdered sugar will dissolve quicker and not be gritty. Powdered sugar will help stabilize the whipped cream because it contains cornstarch. Add 1 to 4 tablespoons of sugar per 1 cup of cream.

There are many flavorings that can be added to whipping cream to create a unique taste. Some of the flavorings used are extracts, coffee, liqueur, syrups, oils, citrus zest, chocolate, and spices.

**Stabilizing Whipped Cream**

Stabilizing whipped cream gives it a firmer texture and allows it to be used as piping for a decorative border on a cake, prevents it from weeping, and stops it from deflating when mixed with juicy ingredients, such as berries or purée.

Methods that can be used to help stabilize the whipped cream:

- Use powdered sugar.
- Add 1 teaspoon of light corn syrup to one cup of cream before whipping.
- Add 2 teaspoons of nonfat dry milk to one cup of cream before whipping.
- Soak 1/2 teaspoon of plain gelatin in 1 tablespoon of cold water for 5 minutes. Heat until dissolved; cool. Add the gelatin after the sugar and flavoring has been whipped in but before the cream forms soft peaks.
- Add a melted marshmallow to the whipped cream near the end of whipping.
- Use a commercial stabilizer.

**Whipping the Cream**

The important thing to keep in mind is that the ingredients and the utensils used should be well chilled. The cream should be kept in the coldest part of the refrigerator until just before using. The beaters or wire whisk and mixing bowl need to be placed in the freezer for at least 15 minutes before whipping the cream.

It is also best to use a large bowl that is narrow with deep sides because the cream will double in volume.

**Storing Whipped Cream**

It is best to prepare whipped cream just before using. If it is necessary to make ahead of time, it can be kept in the refrigerator for up to 48 hours.

Leftover whipped cream can be placed in an airtight container and refrigerated. It is best to use within 24 hours.

**NOTE:** To fix whipped cream that has flattened, chill it in the refrigerator for 1-1/2 hours or freeze for 45 minutes, along with the beaters. Then rewhip.
1. The beaters or wire whisk and mixing bowl should be placed in the freezer for at least 15 minutes before whipping the cream. Remove items from the freezer after sufficiently chilled.

2. Place the mixing bowl in a larger bowl of ice water.

3. Pour 1 cup of heavy cream in the chilled mixing bowl and 1 tsp. light corn syrup; beat for 20 to 30 seconds on low until bubbles begin to form.

4. Gradually increase mixer speed to medium and beat until the cream begins to thicken and the beaters show a slight trail in the cream.

5. Increase mixer speed to high and beat until the cream begins to thicken and puff up. Just before it gets to the soft peak stage slowly add 1 to 4 tablespoons of sugar and any flavoring desired off to the side of the bowl, continue beating. Be sure to move beaters along the sides and bottom of the bowl while whipping the cream. (If the sugar or flavoring is added before the cream has started to be whip, it will not whip up to its full volume.)

6. Continue to beat the cream until it forms a soft or stiff peak. This will depend on how you are going to use the whipped cream. If you are going to fold it into another mixture, only beat the cream to a soft peak. If you are using it as a topping, garnish, or decoration, beat to a stiff peak.

7. For a soft peak, beat until a soft curved peak forms when pulling the beaters straight up out of the mixture. At this point the whipped cream is still soft enough to fold into the other ingredients easily.

8. For a stiff peak, continue to beat at high speed for 20 to 30 seconds. To check for stiff peaks, pull the beaters straight up out of the whipped cream. The peak should hold its shape a stick tightly to the beaters. The whipped cream holds up great and on the second day is as fresh as when first whipped.

NOTE: DO NOT OVER WHIP THE CREAM! Once it forms stiff peaks, stop beating. If the cream is over whipped it will start to separate and curdle forming butter and buttermilk. Try to salvage over whipped cream by adding 1 to 2 tablespoons more cream and gently whisk in by hand. Do not use a mixer to beat in or the same problem will occur.
Native rangeland pastures are beginning to green up with the longer days despite the cooler than average April temperatures. As a result livestock, including horses, are seeking out and relishing the new green grass leaves. After a long winter of dry, dormant grass and hay to eat who can blame them. However, is allowing your livestock to graze these new grass shoots a good idea? For the animal sure, especially if they are also consuming standing dead grass material or hay to offset possible health problems associated with consuming lush, green grass such as grass tetany in cattle and sheep or colic in horses. Whereas for the grasses themselves it can be a detriment resulting in reduced pasture forage production.

The majority of grasses found on our native rangeland pastures in Wyoming are cool season species. They begin greening up once the soil has thawed out and daytime temperatures are consistently in the mid-40s or above. Sandberg bluegrass and Prairie Junegrass are two that begin growing the earliest followed by needlegrasses and wheatgrasses. Stored energy in the form of carbohydrates found in the roots and crown (base of last year’s stems) of the grasses is used for initial leaf and root growth in the spring. Until the plant has grown at least three new leaves in the spring the leaves are not able to furnish enough energy through photosynthesis to meet the plants needs. Thus leaf removal by grazing prior to growth of the fourth leaf (3 ½ leaf stage) has a negative impact on the plant’s ability to grow to its full potential resulting in less pasture forage later on for the livestock.

What happens to the grass plant if grazed prior to the 3 ½ leaf stage is that formation of leaf buds and expansion of existing young leaves for the shoot can be disrupted, weakening the plant and diminishing its ability to produce herbage. The date at which the plant reaches the 3 ½ leaf stage varies by species and growing conditions but generally in NE Wyoming this should occur by late May. Research done by North Dakota State University in the western part of the state found that if grazing of native range began in early May there was a 75% loss of the potential herbage and if begun in mid-May a 45% to 60% loss. Cool season grasses in western North Dakota do not reach the 3 ½ leaf stage until early June.

For rangeland livestock producers the cheapest feed for their livestock is range forage and not hay. Thus to minimize operating cost it is recommended that the livestock be allowed to graze rangeland pastures year round and be supplemented with protein and/or energy as needed. So what should the rangeland livestock producer do due to this conundrum? The best advice is to not graze the same pasture the same time of year every year but vary the time of year it is used.

For the small acreage livestock owner, especially if the livestock are horses as they are more adept at being able to graze those first new grass leaves, is to pen them. Although this will mean the feeding hay for an additional four to six weeks it should result in more grass production over all, thus more grazing for your horses and possibly a lower feed bill for you.
Registration Form

Class size is limited. Early registration ends May 20th. Send a check for total class cost (payable to University of Wyoming) to:

Management Intensive Grazing School
C/O Dallas Mount
Platte County Extension
57 Antelope Gap Rd
Wheatland, WY 82201

Name(s):
________________________________________
________________________________________
________________________________________
________________________________________

Organization:
________________________________________
________________________________________
________________________________________
________________________________________

Mailing Address:
________________________________________
________________________________________
________________________________________
________________________________________

Phone:
________________________________________
________________________________________
________________________________________
________________________________________

Email:
________________________________________
________________________________________
________________________________________
________________________________________

Early registration (by May 20th)
1 person x 300 $300.00
___#additional people x 200 $______
(must be from the same operation)
Total_________

Late registration (after May 20th)
1 person x 350 $350.00
___#additional people x 250 $______
(must be from the same operation)
Total_________

Management Intensive Grazing School
Featuring Jim Gerrish
June 6-9, 2011
Wheatland, WY

A hands-on workshop for livestock producers who are interested in increasing their forage production, stocking rates, animal performance, and net income by letting their livestock harvest the sun’s energy through their feed.

Concepts and format developed from Lost Rivers Grazing Academy – Univ of ID

Sponsored by:

UNIVERSITY OF WYOMING
Cooperative Extension Service

Nebraska Extension
Southeast Wyoming RC&D Council
Wyoming Private Grazing Lands Team
An opportunity to learn the ins and outs of rangeland monitoring; importance of livestock type, and benefits of low-stress handling

- Developing Monitoring Objectives
- Tools and Methods to aid in Monitoring
- Ecological Site Descriptions
- Applying Monitoring Data
- Matching the Animal to the Resource
- Low-Stress Animal Handling: Relevance to Grazing Management

Sponsors:
- Campbell County Conservation District
- University of Wyoming Cooperative Extension
- USDA Natural Resources Conservation Service
- USDA Forest Service
- USDI Bureau of Land Management
- Wyoming Department of Agriculture

For additional information contact:
Blaine Horn at 307-684-7522
Or email bhorn@uwyo.edu

Wyoming Rangeland Management School 301

Presented by Wyoming Section Society for Range Management

Hosted by:

Campbell County Conservation District

Tuesday, June 7, 2011
601 4J Ct
Gillette, Wyoming
Travel back to town

4:00 to 4:30

Hands-on Monitoring:

1:00 to 4:00

Lunch

12:00 to 1:00

Includes looking at soils of the area
Ecological Sites of area (formerly Range Sites)
Plant Identification

9:00 to 12:00

Field Site

8:30 to 9:00

Welcome, School Introduction, and Travel to

Registration

8:00 to 8:30

Agenda

Gilliette, Wyoming
601 42 CT
Tuesday, June 7, 2011
Wyoming Rangeland Management School 301
SUSTAINABLE RANCHING
THROUGH RESOURCEFUL GRAZING MANAGEMENT STRATEGIES
BY JIM GERRISH
WWW.AMERICANGRAZINGLANDS.COM

Sheridan College and Padlock Ranch
May 20-21, 2011

FRIDAY, 5/20 SUSTAINABLE RANCHING
at Sheridan College, Watt Ag Center, Sheridan, WY

12:30-1:00pm Registration
1:00-2:30pm Ranching without Iron and Oil
2:30-2:45pm Break
2:45-3:15pm Managing Cow Costs
3:15-4:30pm Break
4:30-6:00pm Matching Forage and Livestock Resources

SATURDAY, 5/21 GRAZING MANAGEMENT STRATEGIES & RESOURCES
at Padlock Ranch, Ranchester, WY

Morning
8:00-8:30am Registration and Welcome
8:30-9:30am What Really Matters in Grazing Management
9:30-9:40am Break
9:40-10:40am What Really Matters in Grazing Management (cont.)
10:40-10:50am Break
10:50a-12:15pm Planning for Year-Round Grazing
12:15-1:00pm Lunch at Padlock Ranch

Afternoon (Sessions will all be outdoors)
1:00-2:00pm Assessing Pasture Resources
2:00-3:00pm Conducting Pasture Inventory
3:00-4:00pm Fencing Basics
4:00pm Closing Remarks

Cost: $25 for both days OR ($10 Friday only, $20 Saturday only)

Registration: RSVP by May 13th to (307) 674-6446 x4500 or kstclair@sheridan.edu

Further Information: (307) 674-6446 x3515 or kklement@sheridan.edu

Sponsored By:

[Images of logos for Padlock Ranch, Sheridan College, and Diamond Cross Ranch]
May 2, 2011

Dear Northeast Wyoming Livestock Producer,

We are coming into a very busy time of the year. Some of you are wrapping up or just beginning calving and lambing, and thinking ahead to the fences that need fixing, branding docking etc. I don’t think there is a time of the year that isn’t busy on a ranch. The level of urgency to get certain things done may fluctuate but there is always work to be done.

Looking ahead to late fall 2011 and early winter 2012 we are planning a livestock (primarily cattle and sheep) tour to Nebraska. Some of the tentative destinations for this livestock tour include:

- **Darr Feedlot**- 40,000-head feedlot capacity with one of the largest retained ownership customer bases in the Midwest.
- **U.S. Meat Animal Research Center, Clay Center NE**- USDA Meat Animal Research Center-35,000 acres near Clay Center, Nebraska. Presently, research programs are using a female breeding population of 6,500 cattle of 18 breeds, 4,000 sheep of 10 breeds, and 700 swine litters per year - [http://www.ars.usda.gov/Main/docs.htm?docid=2340](http://www.ars.usda.gov/Main/docs.htm?docid=2340)
- **Decatur County Feedyard**- Oberlin, KS
- **Heartland Cattle Company**- Heifer Development, McCook, NE
- **Rex Ranch**- Ashby, NE-Largest Cow-Calf Operation in the United States
- **Tyson Fresh Meats**- Lexington, NE

In order to effectively plan this event I need your input. Enclosed is a brief survey that will help in scheduling the date, transportation, and cost associated with the program. **Please return the enclosed survey by June 15**. This program will prove to be a very valuable experience for those involved in the livestock industry here in Northeast Wyoming. Feel free to contact me regarding any questions/suggestions you might have regarding this event (307) 682-7281.

Sincerely,

Whit Stewart
Northeast Wyoming Extension Livestock Educator
Campbell County
Please complete and return the following questions by June 15 to:
Whit Stewart 412 S. Gillette Ave, Gillette WY 82716

Please circle or write in your answers to the following questions.
Indicate your level of interest in the Nebraska livestock tour.
   not very interested
   moderately interested
   very interested

List your preference for the month that would be most convenient for you to attend the livestock tour, with #1 being your first choice and #2 being your second choice and so on. September, October, November, January, February?
1) __________________
2) __________________
3) __________________
4) __________________
5) __________________

Would you prefer a program that includes 3 or 4 day tour?
   3 day tour
   4 day tour

Would you be willing to pay a $200 deposit to reserve your spot on the tour bus?
   yes
   maybe
   no

Indicate your level of interest in touring a large meat packing plant.
   not very interested
   moderately interested
   very interested

Indicate your level of interest in touring a seed stock/purebred cattle operation.
   not very interested
   moderately interested
   very interested

Indicate your level of interest in touring a commercial cow-calf operation.
   not very interested
   moderately interested
   very interested

Indicate your level of interest in touring a feedlot operation.
   not very interested
   moderately interested
   very interested

Indicate your level of interest in touring in any operations that pertain to the lamb industry?
   not very interested
   moderately interested
   very interested

Also if you have any suggestions or comments feel free to express them here.
________________________________________________________________________________________________
________________________________________________________________________________________________
________________________________________________________________________________________________
________________________________________________________________________________________________
Northeast Extension Connection
A QUARTERLY REPORT FROM CAMPBELL, CROOK, JOHNSON, SHERIDAN & WESTON COUNTY EXTENSION SERVICES

Campbell County - 307-682-7281: Whit Stewart - PSAS/Livestock; Lori Bates - Horticulture; Jessica Gladson & Erin Curtis - 4-H/Youth; Lori Jones - Cent$ible Nutrition

Crook County - 307-283-1192: Gene Gade - Interim Associate Director; Trish Peña - Cent$ible Nutrition; Peggy Symonds & Janet Lake - 4-H/Youth

Johnson County - 307-283-684-7522: Blaine Horn - SMMR; Rachel Vardiman - 4-H/Youth; Karen Kimutis - Cent$ible Nutrition

Sheridan County - 307-674-2980: Scott Hininger - PSAS; Kentz Willis - Nutrition & Food Safety; Jerrica Lind - 4-H/Youth; Sandra Koltiska – Cent$ible Nutrition

Weston County - 307-746-3531: Bill Taylor - CDE; Vicki Hayman - Nutrition & Food Safety; Tory Mobley - 4-H/Youth; Trish Peña - Cent$ible Nutrition

Issued in furtherance of Cooperative Extension work, acts of May 8 and June 30, 1914, in cooperation with the U.S. Department of Agriculture. Glen Whipple, Director, Cooperative Extension Service University of Wyoming, Laramie, Wyoming 82071

Persons seeking admission, employment, or access to programs of the University of Wyoming shall be considered without regard to race, color, religion, sex, national origin, disability, age, political belief, veteran status, sexual orientation, and marital or familial status. Persons with disabilities who require alternative means for communication or program information (Braille, large print, audiotape, etc.) should contact their local UW CES Office. To file a complaint, write the UW Employment Practices/Affirmative Action Office, University of Wyoming, Post Office Box 3434, Laramie, Wyoming 82071-3434.