

SHORE FARMING

January - February 2011

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**Please review this newsletter carefully.
There are many upcoming dates and
programs for January and February.**

Pesticide Container Recycling



MDA collected 20 tons of empty pesticide containers for recycling in 2010. The free program encourages proper disposal to help protect the Chesapeake Bay preventing pesticide residues from entering the soil and local waterways and has saved valuable landfill space by recycling more than 657,000 empty pesticide containers

MDA offers empty pesticide container recycling

programs for farmers, golf courses, government agencies and commercial applicators.

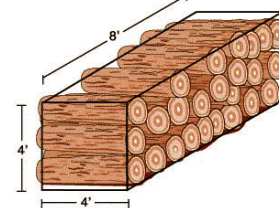
This program is paid for through special fund revenues collected from licensing and certification fees and through fees from pesticide product registrations.

For the past 17 years, MDA's Pesticide Regulation Program has operated an empty pesticide plastic container inspection and collection program open to the public. The containers are collected, chipped, processed and remanufactured into new pesticide containers.

New Fact Sheet – Heating With Wood

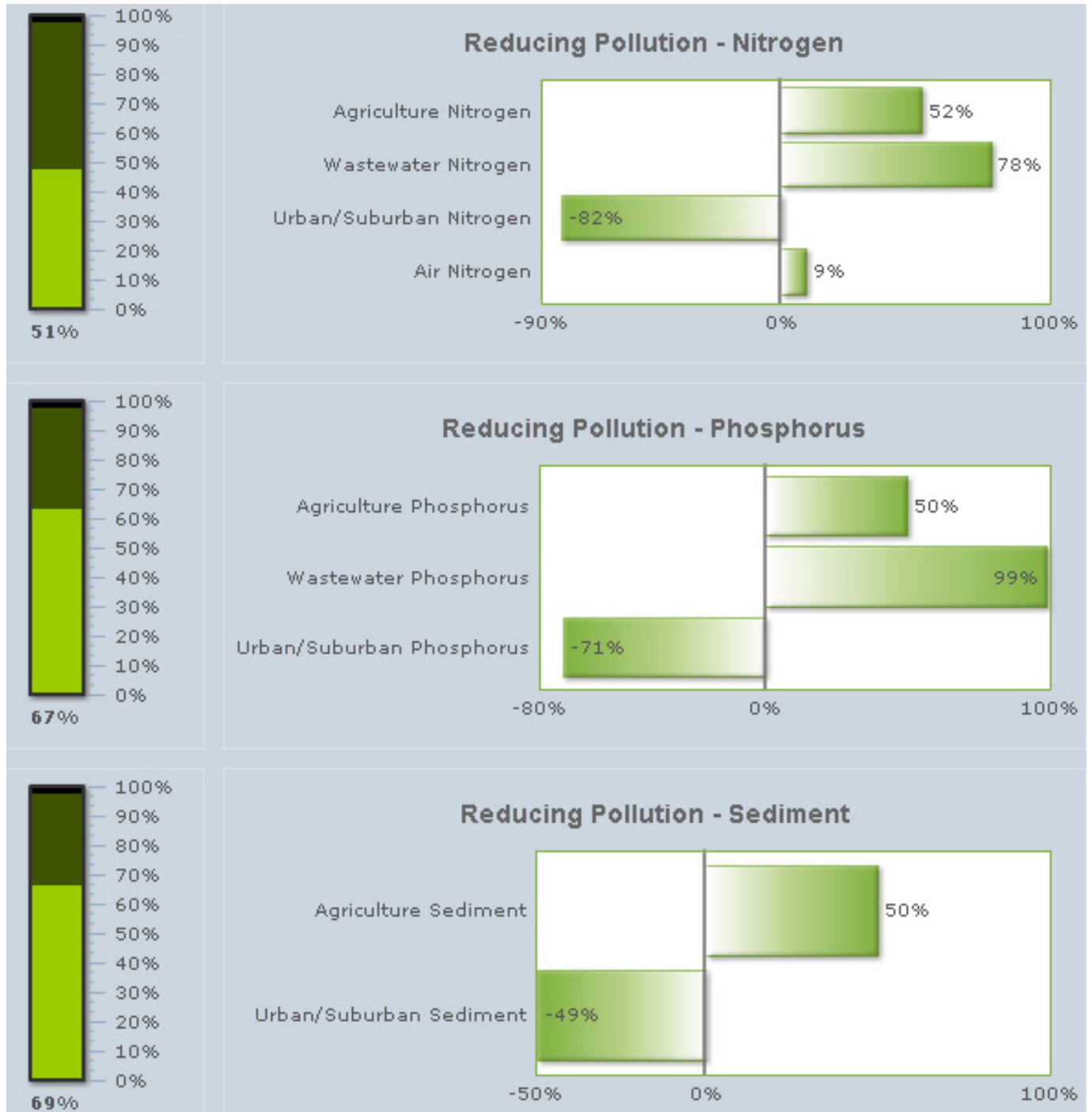
Wood is the time tested renewable energy source that requires a fraction of the investment of solar, wind, or geothermal. Installing an efficient wood stove can provide significant savings for heating your home, regardless of your income. Newer EPA approved stoves have low emissions as well. This new fact sheet provides detailed information to help MD homeowners understand wood burning options and how to be efficient, be safe, and reduce emissions. It also discusses the heating value of different types of wood and how to purchase, store, and/or cut firewood. Available online only at:

<http://www.naturalresources.umd.edu/Publications/PDFs/FS926WoodFuel.pdf>



TMDL/Watershed Implementation Plan (WIP)

On December 3, 2010, a FINAL version of Maryland's Phase I Watershed Implementation Plan (Plan) was submitted to EPA for their review. To view the document visit:
www.mde.state.md.us/programs/Water/TMDL/TMDLHome/Pages/Final_Bay_WIP_2010.aspx



New 1099 Law Will Affect Farm Businesses – Time to Get Your Finances in Order

Shannon Dill, University of Maryland Extension, Talbot County

An overlooked provision of the Health Care Reform Act will affect US small businesses by significantly increasing tax paperwork. Section 9066 of the act mandates that beginning in 2012 (for all payments after December 31, 2011); 1099 information tax forms must be issued to corporations when the cost of goods or services provided to a company from the corporation is \$600 or greater in the calendar year.

The change will dramatically alter the nature of 1099's and mean that businesses will have to issue additional tax documentation. Currently the IRS Form 1099 is used to document income for contract labor. Self-employed businesses receive 1099s each year from clients and businesses that issue them to the independent contractors they hire. Under the new law, if a farm business pays \$600 or more to the utility company, telephone company, office supply store, farm suppliers etc., they must issue a 1099 to that business or corporation.

The bill makes two major changes to 1099s. First, it requires furnishing 1099s to suppliers of goods and services instead of services only. Plus, it requires that 1099s be issued to corporations as well as individuals, sole proprietors and partnerships.

Farms will see increased paperwork and recordkeeping. If a farm has more than 250 1099s, forms must be filed electronically. Form 4419 (Application for Filing Information Returns Electronically) must be filed at least 30 days before the due date of the returns to obtain approval from the IRS to e-file.

If you are not currently using financial management software, now may be the time to consider it. Programs such as QuickBooks record and categorize transactions, accumulate vendor totals and generate 1099s. University of

Maryland Extension will be conducting QuickBooks computer classes for farm businesses in the winter of 2010/2011.

QuickBooks for Farm Businesses: Beginners January 12, 9am – noon Chesapeake College

Everyday tasks just got more efficient. QuickBooks can quickly organize your business finances and show you exactly where you stand. Instantly create invoices, track payments, manage expenses, and access information. Quickly locate any account, report, or invoice with just a keyword. Complete transactions faster with convenient access to your customer's or vendor's balance and transaction history.

QuickBooks for Farm Businesses: Advanced January 12, 1pm – 4 pm QuickBooks for Farm Businesses: Advanced January 14, 9am - noon

Are you using QuickBooks but would like more advanced information? This session is for QuickBooks users and will address more advanced topics. These include setting up fixed asset accounts, using a business credit card, lines of credit, enterprise accounting and payroll.

The federal government plans to use 1099s as a method of increasing revenue by documenting transactions that are currently unreported. Small businesses should start organizing their records early and begin collecting vendor information. A federal identification number or social security number, address and exact business name are required. This information should be obtained by giving the company form W-9 to complete before conducting business with them. If your farm does not have a federal identification number, one should be obtained for protection of your social security number. It is much safer to furnish a customer with a federal identification number than a social security number.

There have been several attempts to appeal this law, but to date all have failed. The IRS has not released specific regulations for the new 1099 preparation law and probably will not release them until 2011.

Crop Budgets

Cost of production is very important when making decisions related to your farm enterprise and grain marketing. Enterprise budgets provide valuable information regarding individual enterprises on the farm. This tool enables the farm manager to make decisions regarding enterprises and plan for the coming production year. An enterprise budget uses farm revenue, variable cost, fixed cost and net income to provide a clear picture of the financial health of each farm enterprise. The 2011 Maryland enterprise budgets were developed using average yields and estimated input cost based upon producer and farm supplier data. The figures presented are averages and vary greatly from one farm to the other. It is therefore crucial to input actual farm data when completing enterprise budgets for your farm.

How to Use University Enterprise Budgets:

The enterprise budgets can be used as a baseline for your operation. Make changes to these budgets to include your production techniques, inputs and overall management. The budgets are available electronically in an Excel worksheet online at www.mdgrainmarketing.umd.edu. Use this document to make changes for your operation and to find a lower cost of production. If you have problems downloading any of these budgets contact information is located on the website.

Cost Per Acre					
	Corn - No Till	Corn - Conventional	Soybeans	Wheat	Wheat/Beans
2011	\$538.13	\$560.18	\$391.49	\$442.63	\$649.20

MD Crops Website – www.mdcrop.umd.edu

A new look to the MD crops website. Corn variety trials are now posted.

Grain Marketing Website – www.mdgrainmarketing.umd.edu

Updated crop budgets have been posted. Custom rates for 2011 coming soon.

MD Grain Marketing Site Updated: Budgets and Fact Sheets

The University of Maryland Extension has updated www.mdgrainmarketing.umd.edu site with new input data for crop budgets and eight grain marketing fact sheets.



GRAIN MARKETING BREAKFAST

A new year and new markets? Come have breakfast and discuss this year's strategies for marketing your grain. Agenda includes:

7:30am—Breakfast

8:00am— *Charlie Stubbs, Perdue Grain Division*

8:45am— “Tax Considerations for Your Grain Farm” *Henry Leonard, CPA*

9:15am— *Kevin McNew, President, Go Grain LLC*

10:15am— “2011 Crop Insurance Update” *Kathi Levan, Mid-Atlantic Farm Credit*

10:30am— *Chad Nagel, Nagel's Farm Service*

Please register by February 4. \$20.00 per person includes breakfast and all materials.

February 11th 7:30 am-Noon, Chesapeake College Wye Mills, Contact Shannon Dill, 410-822-1244 or email sdill@umd.edu. Check out www.mdgrainmarketing.umd.edu for more grain marketing information.



Growers Wary of 2011 Fertilizer Price Situation

David Bennett
SouthEast Farm Press

Until recent years, fertilizer prices had held relatively steady for U.S. farmers. Then, in 2008, fertilizer prices made a rapid, alarming ascent before hitting record levels in the fall.

Several years later, still-skittish farmers haven't forgotten that 2008 price run-up and many wonder what 2011 might bring. The National Corn Growers Association tried to provide growers some answers during a recent Webinar.

"We have nearly 80 million new mouths to feed annually," said Harry Vroomen, vice-president of economic services at The Fertilizer Institute (TFI). Heading into 2011, "world grain stocks are relatively low and U.S. farm income is strong. The world and United States will be growing out of recession."

2011 bullet points

Entering 2011, Vroomen said growers should keep these facts in mind:

- On the potash side, specifically, (data suggests) India and China's use will continue to grow even quicker than N and phosphate.
- On the negative side, ammonia rail rates will continue to rise.
- EPA has allowed higher amounts of ethanol in fuel.
- All these things should lead to increases in long-term fertilizer demand.
- In 2010/2011, "we have strong demand for nitrogen and, again, recovery in P and "K.
- Raw material prices, natural gas, "went very high in 2007/2008 and dropped dramatically with the development of shale gas production in the United

States. Recently, those prices have risen rapidly."

- Phosphate prices — historically, around \$25 before hitting record highs in 2007/2008 — are lower but still well above historical levels.
- The value of the U.S. dollar is also negative. "It was very low in 2007/2008 and is again."

Full article is available at
<http://southeastfarmpress.com/management/growers-wary-2011-fertilizer-price-situation>.

Pesticide Private Applicator and Nutrient Voucher

There are multiple ways to receive your credits for Nutrient Voucher and Private Applicator Certification.

For additional information or any questions you may have, please call the University of Maryland Extension office in the county office that you are interested in attending from 8 a.m. to 4:30 p.m. You must pre-register for all sessions.

PRIVATE APPLICATOR CERTIFICATION

Feb. 23 2011, Exam Prep

Talbot/Caroline/Dorchester County. 7-9pm
Talbot County Ag Center on Hiners Lane. Call Shannon Dill 410-822-1244 to register, **March 2, 2011, Exam**

PRIVATE PESTICIDE APPLICATOR RE-CERTIFICATION & NUTRIENT VOUCHER

Jan. 18, 2011, Dorchester County AGRONOMY DAY, Cambridge MD. Contact Sudeep Mathew 410-228-8800 to register.
Feb. 16, 2011, Caroline County AGRONOMY DAY, Denton, MD Contact Jim Lewis, 410-479-4030 to register.
Mar. 01, 2011, Cecil County AGRONOMY DAY, Rising Sun Grange, Call Doris Behnke, 410-996-5280 to register.

March 4, 2011, Queen Anne's County
AGRONOMY DAY, Call Jenny or Shelia 410-758-0166 to register.

March 10, 2011, **Talbot County** 6-9 pm at Talbot Ag Center (Hinners Lane) Call Shannon Dill or Pam 410-822-1244 to register.

COMMERCIAL PESTICIDE APPLICATORS

Feb. 9, 2011, **Commercial** Landscape Contractors Pesticide Recertification held at the Fountains in Salisbury. Contact Ginny Rosenkrantz, 410-749-6141, X-106.

Feb.10, 2011, **Commercial** Pesticide Recertification, Caroline Co. 4-H Park. Contact Jim Lewis, 410-479-4030.

GET RECERTIFIED ONLINE IN THE COMFORT OF YOUR OWN HOME!

Nutrient Voucher – see attached flyer for more details

January 19, 2011- *Nutrient Management Winter Webinar Session 1*

March 16, 2011- *Nutrient Management Winter Webinar Session2*

Pesticide Re-Certification

April 15, 2011 – 4-6pm. To register please call 410-222-6757

- a) At least 100 feet from any surface water, drainage ditch, swale or gully; however, if a functioning filter strip or riparian buffer is in place, the setback may be a minimum of 35 feet from any surface water;
- b) At least 100 feet from any public road;
- c) At least 200 feet from any residence or neighboring property;
- d) Above the floodplain of the 25-year, 24-hour storm;
- e) Outside natural drainage ways; and
- f) At least 150 feet from a well, or 300 feet from a well when the well is located down gradient from the storage area.

UPCOMING EVENTS

The Executive Program for Producers: Farm Marketing and Financial Management Workshop

Date: January 31 – February 1, 2011

Place: Sheraton Dover Hotel, Dover DE

The Executive Program for Producers: Farm Marketing and Financial Management Workshop is a popular program being offered throughout various regions in the U.S. The two-day workshop incorporates farm marketing, risk management, and financial management into a straight forward and easy to understand format that will enhance the financial health and profitability of your farming operation. More than just a marketing workshop the comprehensive program covers fundamental and technical analysis; crop insurance; pricing objectives; financial analysis; succession; understanding how to use options; futures; developing and monitoring your marketing plan via per bushel and revenue goals; a case farm exercise making sales decisions via market simulation; and putting your plan on paper:

This 2-day workshop will teach you the skills and give you the tools you need to be successful in 2011 and beyond!

NUTRIENT MANAGEMENT UPDATE

Stackable manures that are temporarily

stockpiled shall be stored under the following guidelines:

Manure should be stockpiled outside and uncovered; only after all available storage is utilized to the fullest extent; this includes the storage of manure on the producing farm of the manure is to be transported off site.

- 1) The manure shall be piled and peaked at least eight to ten feet high, and in a manner that will allow it to shed most of the rainfall.
- 2) The stockpile shall be located:

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Registration is limited to first 35 registrants.

For further information and/or to register contact: Jeff A. Beal, Gulke Group, 602-795-5893, JeffABeal@aol.com or Carl L. German, University of Delaware, 302-831-1317, clgerman@udel.edu or log on to: <http://theexecutiveprogramforproducers.com>

Future Harvest- CASA



Annual Conference

The 12th Annual Conference theme is "We Are What We Eat: Community Health Through Sustainable Farming." Highlights of the two-day event of particular interest to health care include sessions on the true benefits of pastured meats, local food purchasing experiences of retail "power purchasers," and the keynote address by Fred Kirschenmann: "The Farm, Food, Health Connection-Food as Relationship." This is also an opportunity to talk with farmers and producers about purchasing local, sustainable foods.

Location: Pearlstone Conference and Retreat
5425 Mt Gilead Road
Reisterstown, MD 21136

Date: January 14 and 15 - All day

DE Ag Week

Detailed session agendas for all of the 2011 Ag Week – Jan 17 – 22. Events are now available online at <http://www.rec.udel.edu/AgWeek/home.htm>.



Conference is to Focus on Influence of Animal Behavior on Diet Selection

Delmarva Hay & Pasture Mini-Conference,
January 17, 6:00 – 9:00 pm, Delaware State Fairgrounds in Harrington, De;

Delmarva Hay & Pasture Conference,
January 18, 9:00 – 3:30, Delaware State Fairgrounds

A top notch line up of other speakers will round out the programs at each location. An added attraction at each of the conferences will be a trade show plus certified crop advisor and pesticide and nutrient management certification credits will be offered.

There is no registration fee for the Delmarva conference and lunch will be available on site for purchase.

For more information or to obtain the complete program agenda and registration materials, contact your local extension or soil conservation district office or go to <http://www.mdforages.umd.edu/UpcomingEvents.htm>.

Maryland Buyer-Grower Event - January 25



The Maryland Department of Agriculture Buyer-Grower Event is a trade show style meeting where Maryland growers and producers have the opportunity to display their products and buyers have a chance to speak with them one-on-one about food purchasing for 2011. Advance registration required by January 14!

Location: Annapolis Elks Lodge
2517 Solomons Island Road
Edgewater, MD 21037

Date/Time: January 25 10 a.m. - 1 p.m.

DID YOU KNOW.... Maryland agricultural industry contributes more than \$17 BILLION in revenue annually!



Precision Agriculture Equipment Day on Thursday, January 27th

University of Maryland Extension is conducting a Precision Agriculture Equipment Day on Thursday, January 27th 9 am – noon at Queen Anne's County 4 H Park, 100 Dulin Clark Road, Centreville, MD. Dr. Randy Taylor from Oklahoma State University will present the newest developments in precision agriculture



equipment and practical solutions for getting started with precision agriculture and variable rate nutrient applications. The meeting will also feature a panel discussion with industry experts and extension specialist on "Upgrading your operation to precision agriculture: managing seed, fertilizer, and other inputs towards greater efficiency. For more information contact: 301-405-1351 or 410-228-8800.

Ewe and Doe Management Webinar Series

A series of weekly webinars has been scheduled to help small ruminant producers manage ewes and does from late gestation through weaning.



Jan 13 - Late gestation
Jan 20 - Vaccinations
Feb 3 - Parturition
Feb 10 - Neonatal care
Feb 17 - Lactation
Feb 24 - Weaning

All of the webinars will be held on Thursday evenings, beginning at 7 p.m. They will last for approximately one hour. The primary instructor will be Susan Schoenian, University of Maryland Extension Sheep & Goat Specialist.

Pre-registration is requested by noon the day of the webinar. To pre-register for one or more of the webinars, contact Pam Thomas at pthomas@umd.edu or (301) 432-2767 ext. 315.

Anyone with a computer and internet access can participate in the webinars. High speed access is recommended, but not required.

University of Maryland Extension Continues to Offer Farm Management Classes for Women

Annie's Project

The University of Maryland Extension is pleased to offer Annie's Project. Annie's Project focuses on the many aspects of farm management and is designed to empower women in overall farm decision making and to build local networks throughout the state. The target audience is farmwomen with a passion for business, agriculture and involvement in the farm operation. Topics for the sessions cover the five areas of Risk Management – Production, Marketing, Financial, Legal Risk, Human Resources. This course is open to anyone interested in farm management practices. The course will be 8 evening sessions starting on January 26 thru March 16, 2011 with classroom and computer lab work. For more information contact Jenny Rhodes jrhodes@umd.edu 410-758-0166 or Shannon Dill sdill@umd.edu 410-822-1244. Better to sign up early as this class fills up quick!

DID YOU KNOW.....Agriculture employs 350,000 Marylanders...14% of the state's workforce!



10th Annual Regional Women in Ag Conference, Dover Downs, Dover DE



On January 25 and 26, 2011, a variety of educational workshops will be offered throughout the Conference, for example: Biological Controls for Greenhouses, Alternative Crops, Egg Grading/Candling, Grain Marketing, Entrepreneurial Coaching, Farmers' Market Panel, Equine Feed Costs & Pasture Management, Strong Women/Healthy Hearts, Farm to Chef:/Buy From Your Neighbor. For more information please visit: <http://ag.udel.edu/extension/kent/womeninag.htm>

Maryland Farmers' Market Conference



The two-day format this year is to allow a full day for market managers and a full day for market farmer/vendors. There are different sessions on each

day, so you can decide whether to attend one or both days:

Wednesday, February 16th – Market Manager Day Sessions on using Social Marketing, Maryland health & food regulations, accepting SNAP at market, Insurance options, & a presentation of the SEED market evaluation tool by an expert from New Orleans! Learn how to use this free tool to measure & report on your market's economic impact in your community.

Thursday, February 17th – Market Farmer Day Training for Maryland Farmers' Market Nutrition Program, Fruit & Vegetable Checks, & Good Agricultural Practices (GAP) as well as sessions on Maryland health & food regulations,

Mediation services, & Crop Insurance opportunities!

And since we overflowed the space at MDA Headquarters last year, the new location for 2011 will be the brand-new Baltimore County Agricultural Resource Center.

For More Information contact MDA at 410-841-5700.



35th Annual Eastern Shore Vegetable Meeting is set for Thursday, February 17th

8.30 am -3 pm at Caroline County 4H Park, Denton, MD. Learn about what's new in vegetable production, stink bug management, control strategies for various diseases, insects and weeds. Credits: Pesticide Re-Certification, Nutrient Management Voucher and CCA. It's free to attend, however registration is required. Please contact 410-228-8800 to register.

Equine Pasture Management

February 28th
Chesapeake College,
6:30pm-9:00pm

Contact Shannon Dill
sdill@umd.edu or 410-822-1244.



Attend this session and learn more about forage species, weed control and setting up a rotational grazing system. Have your pastures looking great for this summer!

2011 Bay Area Fruit Meeting

Wednesday February 23 2011.

Final agenda will be announced as soon as it is finalized.



CALENDAR of EVENTS

JANUARY

12 Quickbooks - Beginners & Advanced
Chesapeake College, Contact 410-822-1244

14 Quickbooks - Advanced Chesapeake
College, Contact 410-822-1244

18 Dorchester Agronomy Day Contact Sudeep
Matthew 410-228-8800

20 Talbot County Corn Club Awards Banquet,
Easton VFW, 6:00 – 9:00

25 Lower Shore Agronomy Day Contact
Richard Nottingham 410-651-1350

25 and 26 10th Annual Regional Women in Ag
Conference, Dover DE

26 Annie's Project, Chesapeake College, Wye
Mills Contact Jenny Rhodes 410-758-0166 or
Shannon Dill 410-822-1244

FEBRUARY

9 Commercial Landscape Contractors Pesticide
Re-Certification held at the Fountains in
Salisbury, contact Ginny Rosenkranz 410-749-
6141 for information

10 Commercial Pesticide Re-Certification
Caroline County 4-H Park Contact Jim Lewis at
410-479-4030

11 Grain Marketing Breakfast Chesapeake
College Wye Mills, Contact Shannon Dill, 410-
822-1244.

16 Caroline Agronomy Day Contact Jim Lewis
410-479-4030

23 Caroline/Dorchester/Talbot, Pesticide
Certification Prep with Exam March 2. Talbot
County Ag Center to register contact Jim Lewis
at 410-479-4030

28 Equine Pasture Management Chesapeake
College, 6:30pm-9:00pm

MARCH

1 Cecil Agronomy Day Contact Doris Behnke
410-996-5280, 9am to 5pm

4 – Queen Anne's Agronomy Day Contact
Jenny Rhodes 410-758--0166

8 – Organic Grain Meeting Chesapeake College
Contact Jenny Rhodes 4107580166

10 Talbot County Private Applicator
Re-Certification and Nutrient Voucher
Recertification 6-9pm Contact Shannon Dill
410-822-1244 at the Talbot Ag Center

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Solutions in your community

If you have any questions, comments or suggestions, please feel free to contact us. All of us at the Talbot County Extension as well as everyone at the University of Maryland Extension are here to help you.

Thank you and Happy New Year,

Shannon Dill
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Pam Chollet
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The closing policy for Extension programs is: If the Talbot County schools are closed then programs are not conducted. If Talbot County Government is closed the Extension office will be closed as well.

