



Newsletter

Talbot County • P.O. BOX 519 • Easton, MD 21601 • (410)822-1244 • FAX (410)822-5627

FEBRUARY, MARCH & APRIL 2008

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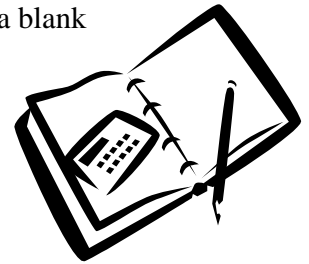
2008 Field Crop Enterprise Budgets

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. The 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 2008 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. Budgets for various field crops for the 2008 crop year along with a pricing chart of inputs are included. The budgets are available electronically at: www.mdgrainmarketing.umd.edu

How to Use Enterprise Budgets:

Each estimated budget also has a blank budget to be used by the farmer. These budgets are available electronically in Excel worksheets or contact your local Cooperative Extension office for copies.



Budgets are included for the following crops:

- Corn Grain-Conventional, Non- irrigated
- Corn Grain-No-Till, Non-irrigated
- Soybeans
- Wheat
- Wheat/Double Crop Beans

Enterprise Budgets Cost per Acre:

- Corn Grain-Conventional, Non- irrigated
\$515.34 per acre
- Corn Grain-No-Till, Non-irrigated
\$470.72 per acre
- Soybeans
\$307.12 per acre
- Wheat
\$390.14 per acre
- Wheat/Double Crop Beans
\$562.34 per acre



**Talbot County
Corn Club &
Soybean
Improvement
Awards**



2007 marked the 56th year of the Talbot County Corn Club and the 37th year of the Soybean Improvement Program. Much has changed in the last 55 years in agriculture and farming yet the participation and tradition of the Corn Club remains.

Winners of this year's corn and soybean competition are listed below. The contest is judged for maximum yield. The yields for the club do not reflect averages – Maryland average corn crop in 2007 was 103 bushels per acre and soybeans were 27 bushels per acre. Samples for the club are collected from 1 – 3 acres of highly productive land and grown for the contest. Average yields for Talbot County are much lower than the contest entries.

**A BIG thank you to the participants,
sponsors
and unit leaders!**

Talbot Agronomy Program 2007 Results

56th Corn Club

TALBOT COUNTY CORN CLUB
CHAMPION
Elaine Altvater
168.58 bu/ac
DEKALB DK50-18

SECOND PLACE
Wesley Brown
159.55 bu/ac
DEKALB #1622

THIRD PLACE
Tim Bishop
154.50 bu/ac
Campbell 69-36VT3

YOUTH CHAMPION
Matt Altvater
164.38 bu/ac
DEKALB DK50-18

37th Soybean Improvement

TALBOT COUNTY SOYBEAN PROGRAM
1ST PLACE – FULL SEASON
John Swaine III
53.70 bu/ac

**Maryland's
Poultry**



A new Maryland Poultry Listserv has been established. This email list will provide urgent and timely information regarding the region's poultry industry. If you wish to be on this list, please respond with your email address to mdchick@umd.edu.

Maryland's Poultry has a new website! Please check it out at <http://www.mdchick.umd.edu>. We will continue to build and add to the site as the year progresses. If you have any suggestions or comments for the site please send them to Jennifer Timmons at mdchick@umd.edu.

**Nutrient Management Voucher
Training**



A Nutrient Voucher is for anyone spreading fertilizer or manure on more than 10 acres. The training certifies you in application and record keeping. If you are not certified and want to be certified please contact the Extension office at 410-822-1244.

The class is free and certifies you for 3 years. Many of your certifications have run out. If you are unsure whether or not you need a voucher, need to be certified or re-certified please call the Talbot County Extension office.

The training session is scheduled for February 26, 6:30pm-8:30pm at the Talbot County Agricultural Center.



MARYLAND
ANNUAL IMPLEMENTATION
REPORTING FORM

By now, most of you should have received an Annual Implementation Reporting Form (AIR) in the mail from Maryland Department of Agriculture (MDA). To remain in compliance with Maryland Nutrient Management Regulations you must possess a current Nutrient Management Plan and have this form submitted to the MDA by March 1st. It summarizes information about your operation for the previous calendar year (such as crops grown, nutrient applied, land added or deleted from your operation, livestock grown etc.). Previously, AIRs were used just for compliance, however, it is now being used for cross compliance checks for other programs eligibility such as cover crop, grass waterways, manure transport project, etc. You will not be eligible to participate in those programs until an AIR is submitted. According to Mr. Bob Wevodau, the Plan Implementation Coordinator at the MDA, common problems noticed on AIRs include:

- Acreage farmed changed but no mention of Account ID change
- Consultant information left blank
- Plan period left blank or plan not up to date.

The deadline for submitting AIRs to MDA is March 1st. After the March 1st deadline a Reminder Letter will be mailed to those operators who have not yet submitted. Similarly, if the AIR is not submitted by April 1st, a Warning Letter will be mailed, after which

a Charge Letter will be sent that may lead to fines and penalties. Any operator, who has not submitted or inaccurately completed the AIR, increases their chance of being selected for an implementation review for their operation. If you have questions about completing the AIR or to receive an AIR form, please call Richard Stewart in the Talbot Extension Office at 410-822-1244 or Howard Callahan in the MDA Denton Office at 410-479-4929.

UPCOMING EVENTS

Grain Marketing

Want to learn more about the Grain Market and what is happening now? The Easton Grain Marketing Club continues to meet every other Wednesday to discuss these issues and more. Everyone is welcome to attend. The club meets at Denny's in Easton at 6:30 am.



WINNING / THE GAME™

Winning the Game 2: Launch Your Pre-Harvest Marketing Plan

Do you have a marketing plan or know when to pull the trigger?

This workshop focuses on practicing marketing skills. During the session you will review an actual marketing plan and learn how crop insurance, target dates and target prices can help you more consistently secure a good average crop price. A market simulation game in this workshop demonstrates how a marketing plan can work and how to react to real-life market fluctuations.

Workshops: Pre-Harvest

January 31st – Hurlock, Unity Wash. Church,
Contact Shannon Dill 410-822-1244

February 4th - Ruthsburg, Community Center,
Contact Jenny Rhodes 410-758-0166

February 11th – Princess Anne, Extension Office, Contact Eddie Johnson 410-749-6141

Winning the Game Workshops registration fee is \$10 (includes refreshments and materials). Pre-registration is required five days prior to the scheduled meeting.

Sponsored By: Maryland Soybean Board, Maryland Grain Producers Utilization Board, Mid-Atlantic Farm Credit, Colonial Farm Credit, United States Department of Agriculture, North East Center for Risk Management and local Sponsors

Advanced Small Farm Courses

Are you looking for more information for your small farm? A business idea, alternative crop or



pasture management. These sessions are for you! Held Saturdays from 9am-12pm at the Talbot County Cooperative Extension Office these sessions are designed to provide more in-depth information for your farm enterprise. These courses are open anyone interested in small farm production and pre-registration is required. Sessions cost \$5 each to cover handouts and refreshments. For more information contact 410-822-1244 or sdill@umd.edu.

February 16, 2008 MANAGING PASTURES

One of the most asked questions at the Extension Office. 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.

Instructors: Eddie Johnson, Agriculture Educator, MCE - Wicomico County and Shannon Dill, Agriculture Educator, MCE-Talbot County

March 8, 2008 ALTERNATIVE CROP PRODUCTION

Corn and soybeans are major crops on the Mid-Shore, but there are alternatives to these that can supplement or support a modest income. This session will focus on future alternative crop

opportunities for small farms. Come learn what new crops and markets are available along with some information on what you need to know to start up a nursery business.

Instructors:

Dr. Andrew Ristvey, Extension Specialist, Wye Research Center



A Local Connection: Farm to Chef

Want to buy or sell local farm products? This is the event you have been looking for.

A Local Connection Farm to Chef will bring together fresh, local farm products from the region and buyers interested in selling these products at wholesale and retail locations.

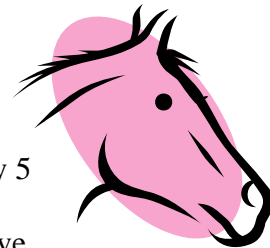
The event will be held Monday, February 18, 2008 at The Tidewater Inn in Easton, MD. It is free but pre-registration is required by February 1, 2008.

To register please contact Kate Mason at the Maryland Department of Agriculture at 410-841-5779 or Email: masonkb@mda.state.md.us. If you are interested in this opportunity please contact sdill@umd.edu or 410-822-1244.

EQUINE BASICS

This course will focus on the basics of equine management, beginning with the purchase of a horse and includes daily care and maintenance. Topics include pasture management, hay quality, nutrition, safety and health care. New horse owners and those thinking about purchasing a horse should attend this class.

Date - Tuesdays February 5 and February 12 2008, Talbot County Cooperative Extension Office Cost - \$15



Beginning Grape Grower Course

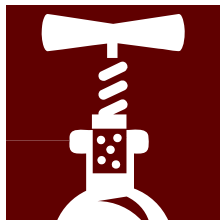
University of Maryland Cooperative Extension is offering a one-day regional workshop for beginner and prospective grape growers in Maryland. This course offers a broad overview of commercial vineyard development from pre-plant planning into the third year including economics and marketing information, variety, clone, and rootstock choices, site selection and preparation, pre-plant decisions, equipment and supply requirements. We will also cover the basics of ordering, planting, and tending the vines through the third year of growth, as well as best practices for training, canopy management, and pest management. This seminar is a good overview of what is involved with getting a commercial vineyard started in Maryland.



Scheduled for February 20th 2008 at Chesapeake College. For more information contact sdill@umd.edu or 410-822-1244.

Winery Start-up Seminar Offered

A hobby, a romantic fantasy or a real business? If you are thinking about starting a winery and wondering where to start, you should not miss this seminar. In collaboration with the Maryland Wineries Association, Maryland Cooperative Extension and the local wineries, the Mid-Shore Regional Council will host a seminar on starting a winery. Dr. Kevin Atticks, Executive Director of the Maryland Wineries Association, will discuss different aspects of starting a winery in the Maryland Eastern Shore, including planning, marketing and licensing. Local winery owners will share their experiences on dos and don'ts of starting a winery. A tour of St. Michaels Winery and wine tasting will also be included. The cost of the class is \$10.00 per person.



The seminar will be offered at St. Michaels Winery in St. Michaels, Maryland, from 1 pm to 4 pm on March 14th, 2008. For more information or registration forms contact Terry Deighan at Terry@midshore.org. Registration deadline is March 7, 2008.

CALENDAR of EVENTS

Grain Marketing

February 6, 20 March 5, 19 April 2, 16, 30 May 14, 28, Denny's Restaurant, Route 50 Easton

Equine Basics

February 5 and 12, 2008
Talbot County Extension Office, Easton MD
Register call 410-822-1244

Mid Atlantic Direct Marketing Conference

Dover DE, Sheraton
February 6-9, 2008
302-831-1317 or
www.madmc.com



Managing Pastures

February 16, 2008
Talbot County Extension Office, Easton MD
Register Call 410-822-1244

Farm to Chef Meeting

February 18, 2008
Tidewater Inn, Easton MD
Register call 410-822-1244

Grape Growers Short Course

February 20, 2008
Chesapeake College, Wye Mills MD
Register at 410-822-1244 or sdill@umd.edu

Agronomy Meeting

February 20, 2008
Caroline County 4-H Park, Denton, MD
Register at 410-479-4030

University of Maryland Ag Policy Conference

February 21, 2008

Chesapeake College, Wye Mills MD
To register call please call (301) 405-1293 or e-mail jdoyle@arec.umd.edu

Nutrient Management Voucher Certification
February 26, 2008 6:30 – 8:30pm
Talbot County Ag Center

Cut Flower Short Course
February 26-29, 2008
Brookside Gardens
Suzanne Klick; 301-596-9413 sklick@umd.edu

2008 Bay Area Fruit Meeting
Tuesday February 26, 2008, 8:00 - 4:00p.m.
Wye Research & Ed. Center
Queenstown MD
Pre-registration required. Debby Dant, 410-827-8056, ddant@umd.edu

Alternative Crop Production
March 8, 2008
Talbot County Extension Office
Register Call 410-822-1244

Pesticide Certification
March 6, 2008 Class
March 13, 2008 Test
Caroline County Register at 410-479-4030

Agronomy Day
March 7, 2008, 8:30 – 2:00
Queen Anne's County 4-H Park, Centreville, MD
Please call 410-758-0166 to register
Class hours for pesticide re-certification and Nutrient Management Voucher Training.

3rd Annual Organic Grain Meeting
March 11, 2008
Queen Anne's County 4-H Park, Centreville, MD
Register call 410-758-0166

Winery Start Up Course
March 14, 2008
St Michaels Winery, St Michaels MD
Register at 410-770-4798

Farm Bureau Annual Banquet
March 14, 2008
Easton High School, Easton MD

Thank you,

Shannon Dill
AGNR Educator
sdill@umd.edu

Pam Chollet
Admin Assistant
pchollet@umd.edu

Heather Buritsch
Urban Horticulture
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Richard Stewart
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**YOUR VOICE..
YOUR FUTURE...
YOUR CENSUS.....**

**REMEMBER TO COMPLETE AND
MAIL YOUR CENSUS NO LATER
THAN FEBRUARY 4TH
www.agcensus.usda.gov**

