MARYLAND COOPERATIVE EXTENSION
UNIVERSITY OF MARYLAND
COLLEGE PARK • EASTERN SHORE

Newsletter

Talbot County ● P.O. Box 519 ● Easton, MD 21601 ● (410) 822-1244 ●Fax (410) 822-5627

NOVEMBER – DECEMBER 2008

Talbot County Cooperative Extension Office is moving!

As of December 1, 2008, the Talbot County Extension office will be located at a new location in Easton. We will be moving to the Agriculture Service Center off Glebe Road with the Talbot County Soil Conservation District, NRCS and FSA. All of the agriculture agencies will be under one roof. Our new address will be 28577 Mary's Court, Suite 1, Easton, MD 21601. We will keep our post office box number and telephone number, 410-822-1244.

See you at the new location!

In This Issue:

Crop Insurance
Ag Handling Practices
Farm Bill
Upcoming Events
Calendar of Events

Other Comings and Goings at the Talbot County Cooperative Extension Office

Richard Stewart, Nutrient Management Advisor has left Talbot County Extension Office. We wish Richard the best and thank him for writing over 105,000 acres of Nutrient Management Plans.

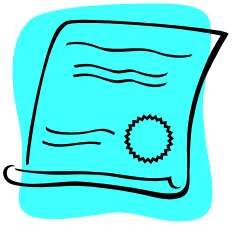
In the interim Sherman Councell, Nutrient Management Advisor in Caroline County will be covering our office 2 days a week. If you need a nutrient management plan please be sure to have up to date soil samples and crops for the upcoming year. Call the Extension Office to schedule an appointment with Sherman. Thank you for your patience as we hire and train a new advisor.

We would also like to welcome Thomas Hutson as Talbot County's new 4-H Educator. He will begin on December 1st. We are very excited to have Tom on board as the 4-H and Youth Development program grows.

PESTICIDE RE-CERTIFICATION
TALBOT COUNTY EXTENSION
February 9, 2009

PRODUCERS TIPS TO AVOID TRAPS - CROP INSURANCE

Maryland Department of Agriculture



The federally sponsored crop insurance program is governed by an authorizing law, federal regulations, insurance policies, crop endorsements, county actuarial tables, and hundreds of pages of handbooks and forms. And yet, the administrative goal of the public\private partnership that delivers the program, is to keep it to be producer friendly. The good news is that there are a handful of common sense guiding principals that eliminate most of the potential traps that producers could fall into. Tips follow:

- Select a good knowledgeable agent with a successful track record.
- Understand every document that you are asked to sign and keep a copy of it in your records.
- If yours is a complex situation, obtain signed written instructions from the insurance company.
- Do a due-diligence - if it sounds too good or bad to be true, it probably is - get a second opinion
- Remember that deadlines matter.
- Producer responsibilities must be fulfilled timely or penalties result.
- Choose the right insurance plan with adequate protection to meet your expectations before the enrollment deadline. Also notify agent of farming operation changes immediately.
- Report the prior year's yield information **timely** usually require within 45 days of enrollment deadline - see published deadline dates**.**
- Report acreage and planting information timely and accurately to both crop ins. agent and FSA office before published deadline dates.
- Report crop damage promptly by crop by farm insurance unit, within 48 hours of discovery, before crop destruction, 15 days prior to the beginning of harvesting, and earlier of within 15 days of harvest completion or end of ins. period (i.e.12/10 for grain corn and soybeans). NOTE: THE UNHARVESTED CROP IS YOUR BEST EVIDENCE OF INSURABLE LOSS
- Proving your Claim IS YOUR RESPONSIBILITY. Don't destroy evidence of yield, quality, cause of loss and that you followed good farming practices until you are given written permission from the insurance company!
- Failure to follow the rules can result in reduced or declined loss payments. Contact a crop insurance agent for more details.

Grain Marketing Website

This website is growing so bookmark it and look at it periodically. Listed on this site is upcoming trainings, historical information and crop budgets.

www.mdgrainmarketing.umd.edu

Good Agricultural/Handling Practices Certification is Good for Business

Many buyers now require certification through voluntary food safety program

ANNAPOLIS, MD (March 19, 2008) – The Maryland Department of Agriculture (MDA) is encouraging fruit and vegetable producers and handlers to participate in the U.S. Department of Agriculture's Good Agricultural Practices (GAP) and Good Handling Practices (GHP) voluntary certification programs. In order to become GAP or GHP certified, the farm or business in question must complete a successful audit of its operation. The audit provides national recognition for producers and handlers to the many buyers now requiring audits for compliance to the GAP and GHP guidelines.

"The increase in demand by buyers for certification follows recent high profile food safety issues across the country and the world," said Agriculture Secretary Roger Richardson. "The certification gives buyers a certain level of confidence in the fruit and vegetables they are purchasing and is a good marketing tool for producers and handlers of agricultural products."

Categories on the audit include personnel hygiene and practices, farm review, field harvesting and field packing activities, packing house facility, storage and transportation, food security and trace-back, and are derived from the federal Food and Drug Administration's guidance document entitled "Guide to Minimize Microbial Food Safety Hazards for Fresh Fruits and Vegetables."

For more information on GAP or GHP certification, contact Deanna Baldwin at 410-841-5769 or baldwidl@mda.state.md.us, or log on to www.mda.state.md.us/go/gap.php.

A local GAP training will be held on December 15, 2008 in Chestertown. Please register at the Kent County Extension Office 410-778-1661.

Farm Bill and You

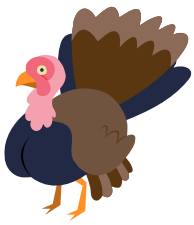
It looks like we better get used to a few more acronyms. SURE and ACRE are two new programs being offered by the new Farm Bill.

"Congress has passed the "Food, Conservation, and Energy Act of 2008", commonly referred to as the Farm Bill (FB). The FB has two new major programs for farmers that include **SU**pplemental **RE**venue (SURE) and **A**verage **C**rop **R**evenue **E**lection (ACRE), which effectively is a put option on expected state revenue." Barnaby

While still in the planning stages it is important to start learning more about these programs. Some good websites to visit:

www.usda.gov
www.agmanager.info

DID YOU KNOW… The best time to see a turkey is on a warm clear day or in a light rain



UPCOMING EVENTS

Vineyard Management Seminar Offered

"Thinking of starting a vineyard on your property, or already have a vineyard….. but can't do all the work?"

Planting a vineyard in Maryland can be an exciting and profitable business opportunity. The state is experiencing an exciting growth in winery development, which has created a major demand for Maryland-grown grapes. According to the Maryland Wineries Association, during the 2006 season, for every ton of Maryland-grown grapes used by Maryland wineries, approximately one and one-third tons had to be imported from other states in order to meet the need. Currently, Maryland has approximately 400 acres of grapes planted in approximately 120 vineyards and has 31 licensed wineries.

Due to the extensive attention and work required to create a quality vineyard, Maryland Grape Growers Association suggests that most potential vineyard owners will require assistance in order to seriously consider making the investment of time and energy. Grape growers and counties on the Eastern Shore have been discussing the feasibility of establishing a Vineyard Management Company (VMC).

A VMC works with landowners and growers who have an interest in establishing a vineyard operation, but who may not have the knowledge or interest in doing some or all of the work involved. A property owner or a grower can contract with the VMC to do whatever portion of the vineyard operation they choose not to do, including design, planting, maintenance and harvesting of the grape crop, or hire the VMC for consultation.

Because of the strong demand by Maryland wineries for Maryland-grown grapes, a properly established and maintained vineyard that produces quality grapes is virtually assured a market for its product. With local vineyards experiencing crops ranging from 3 tons to 5 tons per acre after 3 years of growth, and grape sales ranging from $800 to $1,500 per ton, a vineyard operation can prove to be a valuable long-term investment.

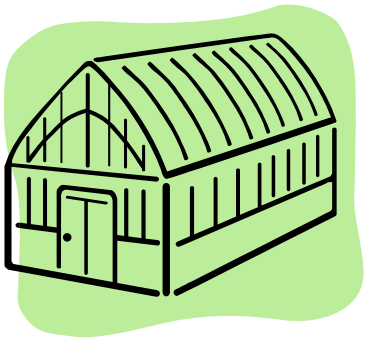
Sponsored by the Mid-Shore Regional Council and the Talbot Cooperative Extension, a seminar will be held on Friday, November 21st in Cordova to explore the process of establishing a vineyard, resources, and how a VMC might help you. Please call Talbot Cooperative Extension 410-822-1244 or sdill@umd.edu to reserve a spot.

"Starting Your Vineyard…without all the work–A Vineyard Management Company Seminar"

When: Friday, November 21, 2008
Time: 9:00 a.m. until Noon
Where: Meadow View Farm & Vineyard

Located at the intersection of Three Bridge Branch Road and Cordova Road
Direction: From Rt. 50 turn onto Cordova Road (Rt. 309), take a left onto Three Bridge Branch Rd. You will be able to see the greenhouse and the vineyard.

DID YOU KNOW…
Poinsettias are native to Mexico.



Greenhouse Course

A Greenhouse Production Conference has been scheduled for anyone interested in starting a greenhouse to experienced greenhouse operators. The conference is sponsored by the University of Maryland Cooperative Extension and Maryland Greenhouse Growers Association.

The seminar will be held on Tuesday, December 2, 2008 from 8:00 am to 4:00 pm at the Talbot County Agricultural Center in Easton (10659 Hiners Lane). Topics will include: Energy Management, Bedding Plant Nutrition, Business Management, Diagnosing Disease & Insects, Water and Soil Monitoring, New Products to Grow and Growing in Cooler Greenhouses. These sessions will be taught by University specialists, educators, scouts and experts from the field. Maryland Private Applicator Pesticide Re-Certification credits will be available at this conference.

Registration fee $35 per person. This fee includes materials, continental breakfast and lunch.

For more information or to register contact the Talbot County Extension Office at 410-822-1244 or sdill@umd.edu. **Registration is due by November 24th.**

The conference is open to anyone. If you have any special needs for the conference please contact the Extension Office a week before the conference.

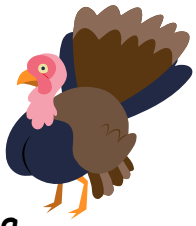
Talbot County Corn Club and Soybean Improvement Awards

Corn and bean samples are now being taken for the 57th Annual Talbot County Corn Club and the 38th Annual Soybean Improvement awards. It is great to continue this Talbot County tradition. If you would like to submit a sample and did not get the yield packet please call the Extension Office at 410-822-1244.

The Corn Club Dinner will be held **Tuesday January 6, 2009** at the VFW on Glebe Road. The dinner begins at 6:00pm. The speaker this year is Dr. Joshua McGrath, Assistant Professor for UMD. He will be discussing Recent Advances in Nitrogen Management. Also speaking will be Dr. Robert Kratochvil, UMD Agronomist, which will review the crop year and corn club entries. Wesley Brown will be presiding and Elaine Altvater is vice president.

The club would again like to thank the participants, sponsors and unit leaders that make this event possible.

DID YOU KNOW…



A spooked turkey can run at speeds up to 20 miles per hour. They can also burst into flight approaching speeds between 50-55 mph in a matter of seconds.

University of Maryland Cooperative Extension Offers Farm Management Classes for Women

Annie's Project

The University of Maryland Cooperative Extension will conduct Annie's Project during the winter of 2009. 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 Wednesday, January 14, 2009 with classroom and computer lab work. This course is open to anyone interested in farm management practices. If you require special assistance to attend the classes please contact 410-822-1244.

Wednesdays, Jan 14 – Mar 4, 2009

Chesapeake College Economic Development Center

6-9 pm $25.00 per person

Includes Dinner and All Materials

For registration information contact Jenny Rhodes jrhodes@umd.edu 410-758-0166 or Shannon Dill sdill@umd.edu 410-822-1244

Advanced Small Farm Courses

Are you looking for more information for your small farm? Well 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.

January 31, 2009 – The Woods in Your Backyard: How to Create and Enhance Natural Areas Around Your Home
Small lots, such as the one you may own, are a big deal. The vast majority of landowners in Maryland have less than 10 acres. This land, wooded or not, is a vital resource for all. By enhancing or creating natural areas and woodland on your lot, you can enjoy recreation, aesthetics, and wildlife while providing environmental services like water filtering and carbon sequestration. If your lot connects to other lots, there's ample opportunity to make an even bigger impact by getting neighbors involved! Owners of even just a few acres can make a positive difference in their environment through planning and implementing simple stewardship practices learned at The Woods In Your Backyard Workshop.
Instructor: Nevin Dawson, Forest Stewardship Educator, University of Maryland Extension

February 28, 2009 – Organic 101
Trying to decipher the NOP? Don't understand OMRI? Never fear, we will walk you through the process of transitioning

(jumping right in vs. intensive cover cropping), certification (why or why not?), pest management, soil improvement (manures, compost) and farm management (what to plant when, when to start transplants, do I need to hire help?) for organic vegetable production. A hands-on, interactive 3-hour program with resources. Instructor: Laura K. Hunsberger, Extension Educator, University of Maryland

March 21, 2009 – Business Planning
Planning is essential to any business, no matter how large or small your inventory, payroll and bank account. To be successful a farm operation must know its current status and future plans. Having these plans mentally is not enough! Taking time to formulate thoughts, evaluate your business, devise a strategy, and anticipate possible problems will help your business be successful. This workshop will offer information and helpful tools, including a workbook and CD, to complete your farm business plan. Instructor: Shannon Dill, Extension Educator, University of Maryland

Tool Time for PreHarvest Marketers

What pricing tools are available to grain marketers before harvest? This workshop will use the example of a pre-harvest plan for corn in 2007 to illustrate the pros and cons of six different pricing tools: forward contracts, selling futures contracts, hedge-to-arrive contracts, buying put options, forward contracting and buying call options, and selling calls to form a price window. Once they develop a better understanding of the tools, your customers will be invited to "test drive" these tools in a realistic marketing game.

January 29, 2009 Wye Mills
February 4, 2009 Salisbury

Times and locations are still being arranged. For more information, please call Shannon Dill, 410-822-1244 or sdill@umd.edu

Grain Marketing

Want to learn more about the Grain Market and what is happing 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.

Farm Risk Management Workshops

This is the risk management workshop that should not be missed! The University of Maryland Cooperative Extension will be conducting winter workshops for farmers, landlords and tenants. Sessions during this workshop include:

Crop Budgets - As you know, the margins are getting thin and it is time to plan for the crop year. We are also completing a custom rate survey that will establish rates for many field operations.
Lease Arrangements – This will cover lease agreements, options, samples and tools to help make decisions. An increasingly popular lease in the MidWest is flexible lease contracts which will be covered in these training sessions.
Grain Marketing – Markets have been extremely volatile. This session will cover grain marketing tools and strategies and include basic grain marketing.

Farm Leasing: A Workshop Topic?-"The rapid rise in corn and soybean commodity prices in the past two years – and the resulting projected increase in gross crop income per acre for the 2008 and 2009 crop years – has caused many landlords to consider sharp increases in cash rental rates on rented farmland for 2009. Many producers are concerned that the favorable crop prices may not last long term, and that the gross income per acre in future years may not be high enough to justify the higher cash rental rates being implemented for the 2009 crop year and beyond.

In addition, crop input costs for seed, fertilizer, chemicals and fuel will also be considerably higher for 2009. As an alternative to the higher cash rental rates for 2009, some producers and landlords are considering a flexible cash rental lease rental agreement, which allows the final cash rental rate to vary as crop yields and market prices vary." By Kent Thiesse

Other topics will include incorporating Crop Insurance and FSA loan options into your overall farm risk management strategy.

January 15, 2009	Kennedyville
January 20, 2009	Salisbury
January 27, 2009	Chesapeake College

Times and locations are still being arranged. For more information, please call Shannon Dill, 410-822-1244 or sdill@umd.edu

Did you know…

In nature, poinsettias are perennial flowering shrubs that can grow to ten feet tall.

Beekeeping 101

Mike Embrey, University of Maryland Extension Apiculturalist, will be offering a beginning beekeeping class at the Wye Research and Education Center in Queenstown, Maryland. The opening session will be held on Saturday, January 17, 2009 from 9:00 am -12:00 noon. Registration fee is $100.00, which includes the textbook "The Beekeeper's Handbook, Third Edition" by Diana Sammataro. If you have your own book, the fee will be $70.00.

You will Learn…..

- About bees, in general
- About beekeeping equipment
- How and where to set up and establish a hive (i.e. location, wind, etc.)
- How to use a smoker
- How to hive a package of bees

The class will be held one Saturday per month through April. A final session will be held approximately the third week of September and will teach how to winterize and protect your hives and bees from diseases and pests.

Registration deadline is *January 7, 2009,* In order to purchase books for each registrant. Please make check payable to University of Maryland.

For registration, contact: Debby Dant at the (410) 827-8056 X 115, ddant@umd.edu

For program information, contact Mike Embrey, 410-827-8056 X148, membrey@umd.edu.

CALENDAR of EVENTS

Grain Marketing
November 12, 26 December 10, January 7, 21 February 4, 18, Denny's Restaurant, Route 50 Easton 6:30am

Mid-Atlantic Crop Management School
November 18-20, 2008
Princess Royale Hotel and Conference Center, Ocean City, MD
www.mdcrops.umd.edu

Vineyard Management Seminar
November 21, 2008, Cordova, MD
Register at 410-822-1244

Greenhouse Conference
December 2, 2009, Talbot Agriculture Center, Easton MD
Register at 410-822-1244

Delaware Ag Week
January 5 – 10, 2009
Delaware St Fair Grounds, Harrington DE
http://www.rec.udel.edu/AgWeek/home.htm

Mid Atlantic Direct Marketing Conference
Atlantic City, New Jersey
January 13-16, 2009
302-831-1317 or www.madmc.com

Annie's Project
January 14 – March 4, 2009
Chesapeake College, Wye Mills MD
410-822-1244

Farming for Profit and Stewardship Conference: Future Harvest Conference
Jan. 16-17, 2009, Fredrick, Maryland
www.futureharvestcasa.org

Women in Agriculture
Jan 22-23, 2009 Dover Downs, Dover DE
For more information call Laurie G. Wolinski at the University of Delaware at 302-831-2538 or email her at lgw@udel.edu

Pesticide Re-Certification
Talbot County Extension Office, Easton
Register at 410-822-1244
February 9, 2009, 7-9pm

Nutrient Management Voucher Certification
February 11, 2009 9am – 11am
Talbot County Ag Center
Register at 410-822-1244

Pesticide Certification
March 5, 2008 Class
March 17, 2008 Test
Caroline County Register at 410-479-4030

ALL OF US
WISH ALL OF YOU
THE VERY BEST
FOR THE NEW YEAR

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