MARYLAND COOPERATIVE EXTENSION
UNIVERSITY OF MARYLAND
COLLEGE PARK•EASTERN SHORE

# NEWSLETTER

# Wicomico County Agriculture

WICOMICO COUNTY OFFICE * P.O. BOX 1836 * SALISBURY, MD 21802 * (410) 749-6141 * FAX (410) 548-5126

## JANUARY 2008

## Right Up There With Sliced Bread

Eddie Johnson, Extension Educator, Agricultural Science

Which has the advantage on your farm, $12.00 soybeans or $5.00 corn?
What is your production cost for each crop? Have you done a crop budget for each crop?
Maryland Cooperative Extension has your answers, www.mdgrainmarketing.umd.edu, then go to Xcel budgets bottom left. You will find current budges for non irrigated, no till and conventional corn, wheat, soybeans and wheat soybeans. Put in your own figures or projected cost for your farm. You could even program in irrigation, use $70.00 acre fixed cost for system upkeep and repairs, and $2.00 per inch of water pumped. All numbers in the budget are Maryland State Averages but are easily changed to reflect your cost, yields and prices of each commodity. Shannon Dill, Talbot County and Ben Beale in St. Mary's have developed a spread sheet that can be programmable for your operation. This spreadsheet can be done by crop, for the entire farming operation or one could tailor it to each farm or even to each field on the farm. Remember state average figures are used, for example rent is set at $63.00 per acre but you can easily change it for each farm. Time spent planning can yield BIG dividends at the current commodity prices.

## Commodity Prices!! HOT

Current contracts are at levels that one must take advantage and forward price a portion of your intended bushels. Do not contract over crop insurance coverage! Do not contract over your historical lowest yield for any crop. Remember it may not rain after May 15 again this year. Remember when you forward contract, you are guaranteeing delivery of a set number of bushels, at a specific price, including the basis. If bushels to fill the contract are not available, you must come up with the money to purchase those bushels or buy them from a neighboring farmer. Those with storage bins can usually take advantage of the strong corn basis in Jan, Feb and March. Remember we are in a world market, China and Japan have dollars, the US dollar is weak, Argentina and Brazil are dry, Australia's wheat crop (2007) was a disaster. Beans in the teens is likely in 2008, Corn is $5.00 and Barley is at all time high, wheat is at unheard of levels.
Begin to look a year ahead as you price crops, even beyond fall 2008. We have some farmers that have corn, beans and wheat already sold in 08, 09, and 10. When you go out that far the world market can change so quickly as a rain in Brazil at a critical time can change soybeans futures $.50 in a day. If you know you can produce a crop at the forward contract price and can show a decent profit, Lock it in. Another reasonable approach is to book open orders at preset target prices, for example if you think soybeans are going higher but are not at the price you want to contract, use open orders, dream high, but remember if it hits your price you have a legal and binding contract and it must be filled by delivery of the bushels. Do not be a seller anymore taking the offered price at harvest but market your grain at your predetermined price. Use www.mdgrainmarketing.umd.edu to develop a budget with your figures and smile all the way to the bank, as you have made good production and marketing decisions.

Educating People To Help Themselves

Local Governments * U.S. Department of Agriculture Cooperating
The University of Maryland is equal opportunity. The University's policies, programs, and activities are in conformance with pertinent Federal and State laws and regulations on nondiscrimination regarding race, color, religion, age, national origin, gender, and disability. Inquiries regarding compliance with Title VI of the Civil Rights Act of 1964, as amended; Title IX of the Educational Amendments; Section 504 of the Rehabilitation Act of 1973; and the Americans With Disabilities Act of 1990; or related legal requirements should be directed to the Director if Human Resources Management, Office of the Dean, College of Agriculture and Natural Resources, Symons Hall, College Park, MD 20742

News from **MDCHICK**: Jennifer Timmons, Agent, Regional Extension Specialist, 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.

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## NEW HIRING FORMS TAKE EFFECT TODAY

From: Val Connelly, Farm Bureau

(December 26th) ---
Beginning today, federal rules require employers to use new employee I-9 verification forms, and disallow the use of several types of documents to verify worker eligibility. No longer accepted will be: certificates of U.S. citizenship or naturalization; alien-registration receipt cards; unexpired re-entry permits; and refugee travel documents. Those documents were excluded because federal officials believed they were easier to counterfeit and falsify.

However, one new verification document was added as a way to prove eligibility -- the unexpired I-766 employment authorization form.

The new I-9 forms, beginning today, are required for all new hires and those workers who need to be verified again. The new form is available online at www.uscis.gov. There are penalties for failure to use the new form, so make sure you have the info you need before hiring any new workers.

*Houston <http://www.chron.com/disp/story.mpl/front/5403754.html>Chronicle story.

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## FRUIT NOTES: Michael Newell, WREC, Horticultural Crops manager

## 2008 BAY AREA FRUIT MEETING

Tuesday February 26, 2008, 8:00 - 4:00 at Wye Research & Ed. Center Administration Building, 124 Wye Narrows Drive, Queenstown, MD 21658

Pre-registration required. Registration forms will be mailed after 2/1/2008 to people on our mailing list, others should contact: Mike Newell, 410-827-7388, mnewell@umd.edu for program information. Debby Dant, 410-827-8056, ddant@umd.edu for registration information.

## ANNUAL IMPLEMENTATION REPORT for MDA

It is that time of year again to begin filling out the Annual Implementation Reports. The forms were mailed at the end of December and are due back to the MDA regional nutrient management offices by **MARCH 1, 2008.**

The Annual Implementation Report verifies the general information, identifies changes in an operation, and lists all of the nutrients that were applied to the operation in the previous calendar year.

Free software is also available to assist in the completion of the report. The software allows the farmer to prepare and print the Annual Implementation Report. NuMan Reporter is the nutrient management software and it is available through the University of Maryland. It can be downloaded from the University website at www.agnr.umd.edu/users/numan/reporter/ or a free CD of NuMan reporter can be ordered by contacting the Maryland Cooperative Extension Nutrient management Program at 301-405-1328.

Also do not forget to contact the Wicomico County extension office about getting your nutrient management plan updated. Call now and get on the list. 410-749-6141 ext. 110, Steve or ext. 111, Robin.

Somerset County Extension - (410)651-1350 Worcester County Extension - (410) 632-1972

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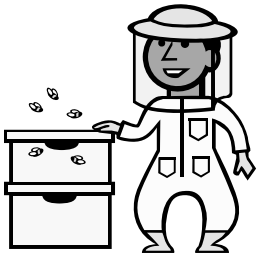
## THE BUZZ: Michael Embrey, membrey@umd.edu. - 410-827-7388 - WREC, Apriculturalist

### BEEKEEPING 101

A beginning beekeeping class will be held at the Wye Research and Education Center in Queenstown, Maryland. The opening session will be held on Saturday, January 19, 2008 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.

For registration, contact: Debby Dant, Wye Research and Education Center, PO Box 169, Queenstown, MD 21658 410-827-8056 X115 - Fax: 410-827-9039 - ddant@umd.edu
Registration deadline is January 10, 2008, in order to purchase books for each registrant. Please make check payable to University of Maryland. For program information, contact Mike Embrey, 410-827-8056 X148, membrey@umd.edu .

# MD NEW GRAPE GROWER WORKSHOPS

FYI - mark your calendars for the following grape events.
We have scheduled two of three of the New Grower Workshops for locations throughout Maryland. Please mark your calendars!

Benjamin Beale is coordinating the first program in Southern Maryland in Hughesville on February 13, 2008, same location as last year.

- The next will be on the Eastern Shore in Queen Anne's County on February 20, 2008. Beginning Grape Growers class - Shannon Dill has reserved a room at Chesapeake College, Higher Ed.

The MD Grape Growers will be holding its Eastern Shore pruning clinic at Layton's Chance Vineyard in Vienna, Dorchester County. The date is to be confirmed however it will be held on a Saturday in February.

The MD Grape Growers annual meeting is scheduled for Saturday, March 1st at Turf Valley.

- We are still working on a date and time for the third program which will cover the Northern and Western counties. David Martin is coordinating this program which will be somewhere in Baltimore county. Date and location will be advertised as soon as they are finalized.

Please mark your calendars now - more specific details and registration information will follow shortly.

As has been the case with the last set of NGWs, the registration cost is significantly reduced for Maryland residents due to subsidies by the grants from the Governor's Commission on Grapes and Wine.

The University of Maryland Cooperative Extension is offering one-day regional workshops for beginner and prospective grape growers in Maryland. This workshop 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.

These workshops are also required and will serve to satisfy the requirements for growers who plan to apply for the Vine Matching Grants through the MWA/MGGA Matching Program. If you are considering planting a vineyard, or you have just recently done so, you will benefit from the information provided in this course. The workshop is classroom format with a lot of time for Q&A and an opportunity for a vineyard demonstration at the end. The cost of the seminar is typically $135 but has been reduced to $25 for Maryland residents thanks to subsidies from the grants from the MWA/MGGA via the Governor's Commission on Grapes and Wine.

Please contact: Joseph A. Fiola, Ph.D., Specialist in Viticulture and Small Fruit, University of Maryland, Western MD Research & Education Center, 18330 Keedysville Road, Keedysville, MD 21756-1104.
301-432-2767 ext. 344; Fax 301-432-4089 jfiola@umd.edu - http://www.grapesandfruit.umd.edu

Or call Shannon Potter-Dill, Extension Educator, Ag. & Natural Resources 410.822.1244 for more information and to obtain a registration form – from the Talbot County Extension Office, P.O. Box 519 Easton, MD 21601.

# Amendments for the Treatment of Agricultural Waste – Poultry
## Practice Code 591 ~ EQIP - 2008 *WICOMICO, WORCESTER, SOMERSET*

Approved litter amendments can help producers and the environment through several mechanisms. Reduced ammonia emissions from poultry facilities by binding ammonia, improve poultry health by decreasing ammonia volatilization and lowering the pH of litter, reduce the ventilation needed to maintain proper indoor air quality and conserve heating and electrical energy cost, increase the proportion of nitrogen in the manure, making the manure a more valuable and balanced fertilizer and protect water quality by reducing phosphorus solubility.

To earn cost share for this practice, 4 flocks of Roasters and 5 flocks of Broilers must have an approved amendment applied according to the specifications for the product prior to each new flock to earn the financial incentive. Due to the expense of these products, NRCS will reimburse the producer after the application of the litter amendment to the first flock in year 1. In successive years NRCS will reimburse the contract holder after the 5th or 6th and the 9th or11th flocks depending on the type of poultry produced. The producer is required to bring in bills documenting the amount of material purchased if they are spreading it themselves or bring in receipts from a vendor with the amount of amendment applied clearly shown on the receipt. The producer will also be required supply the information in Chart 1 before financial incentive will be paid.

**Chart 1**

| House Receiving Treatment | Size (Sq. ft.) | Ventilation Type Tunnel/ side fan | Area Treated (Sq. ft.) | Date Treated | Product Used | Rate Lbs or gal | Incorpo-rated (Yes – No) |
|---|---|---|---|---|---|---|---|

**Financial Reimbursement**

Producers will be reimbursed according to the following rates.
The incentive for Roasters is $96.82 per 1000 square feet for 4 flocks treated with an amendment
The incentive for Broilers is $110.81 per 1000 square feet for 5 flocks treated with an amendment

Reimbursement for a poultry house could be as follows

| Broiler or Roaster | Poultry House | | | Total house size, sq ft. | House size divided by 1000 sq ft | Amendment cost share rate/1000 sq ft. | Cost Share estimate for 4 or 5 flocks |
|---|---|---|---|---|---|---|---|
| | Poultry House | Width | Length | | | | |
| Roaster example | 1 | 40 | 500 | 20,000 | 20 | 96.82 | $1,936.40 |
| Roaster example | 1 | 50 | 500 | 25,000 | 25 | 96.82 | $2,420.50 |
| Broiler example | 1 | 40 | 500 | 20,000 | 20 | 110.81 | $2,216.20 |

Actual reimbursements will vary by according to the size of the poultry house

# Maryland Cooperative Extension
# Offers Farm Management Classes for Women

Maryland Cooperative Extension will be offering a new educational program in 2008. Annie's Project focuses on the many aspects of farm management. It is designed to empower farmwomen in overall farm decision making and to build local networks throughout the state. The target audience is farmwomen with a passion for business 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. If you require special assistance to attend the classes please contact 410-822-1244.

**Annie's Project**

Annie was a woman who grew up in a small town in Northern Illinois. Her goal was to marry a farmer and she did. Annie spent her lifetime learning how to be an involved business partner with her farm husband. Together they did great things, but it wasn't easy. This is Annie's Project – to take her experiences and share it with farm women living and working in a complex business.

**Objectives**

Annie's project is designed to empower farmwomen to manage information systems used in critical decision making processes and to build local networks throughout the state.

The target audience is farmwomen with a passion for business and involvement in the farm operation.
Project Topics cover the five areas of Risk Management – Production, Market, Financial, Legal Risk, Human Resources.

Wednesdays Jan 16 – March 5, 2008 (2 days in computer lab Feb 6 and Feb 13) (1 day is snow day)
Chesapeake College Economic Development Center - 6-9pm $25.00 per person
Includes Dinner and All Materials
For registration information contact Jenny Rhodes jrhodes@umd.edu 410-758-0166 or Shannon Potter-Dill sdill@umd.edu 410-822-1244.

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**Winning the Game 2: Launch your Pre-Harvest Marketing Plan**
**Times: 9:00 a.m. – 1:00 p.m. all locations**

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.
Registration Fee: $10.00 (Includes refreshments and materials) Pre-Registration is required 5 days prior to the scheduled meeting.

**Location:**

**January 31st** – Hurlock, Unity Wash. Church, Contact: Shannon Dill 410-822-1244
**February 11th** – Princess Anne, Ext. Office, Contact: Eddie Johnson 410-749-6141

Sponsored By: Maryland Soybean Board, Maryland Grain Producers Utilization Board, Mid-Atlantic Farm Credit, Colonial farm Credit, United States department of Agriculture, NorthEast Center for Risk management, Local Sponsors, Somerset Young Farmers.

**More information is available at** www.mdgrainmarketing.umd.edu

WINNING THE GAME

# Drought Offers Opportunity to Get Legumes Back into Your Pastures

**Dr. Chris Teutsch**
**Associate Professor**
**Southern Piedmont AREC**
**Blackstone, VA**
**Email:** cteutsch@vt.edu

One good thing about this year's drought is that it has given many of us a chance to get legumes back into our pastures. Sods have been grazed close, in some cases really close and while this may not be ideal pasture management, it is ideal for pasture renovation. Close and frequent grazing reduces the competitiveness of sods and the amount of residue on the soil surface, both of which are essential for successfully frost seeding or no-tilling legumes.

Having legumes in your pastures have always been important, but as a barrel of oil reaches $100 and nitrogen prices approach $0.70 lb, healthy and vigorous stands of clover and other legumes become even more important. Incorporating legumes into your pasture increases forage quality and animal performance, dilutes the endophyte in tall fescue, brings nitrogen into your grazing system, and improves summer growth. The following steps will help to ensure successful renovation:

*Control Broadleaf Weeds*. Broadleaf weeds must be controlled prior to seeding legumes. This is best accomplished by controlling weeds the season prior to renovation.

*Soil Test and Adjust Fertility*. In order for pasture renovation to be successful proper soil fertility is required. Lime and fertilize pastures according to soil test results. Lime should be applied six months prior to renovation if possible.

*Suppress Sod and Decrease Residue*. The existing sod must be suppressed and plant residue reduced prior to seeding. The reduction in plat residue facilitates good soil-seed contact. This can be accomplished by hard grazing in late fall and early winter or by using herbicides.

*Ensure Good Soil-Seed Contact*. Regardless of what seeding method is chosen, good soil-seed contact is required for seed germination and emergence.

*Seed on Proper Date*. Frost seeding or drilling legumes back into pastures is usually best accomplished in late winter. Frost seeding is accomplished by simply broadcasting the seed on the soil surface and allowing the freezing and thawing cycles to incorporate the seed into the soil. Success with frost seeding can be enhanced by dragging your pasture after or as you broadcast the seed. This simply gets the seed in better contact with the soil. *Prior planning and preparation are important so that seeding can be done in a timely manner*.

*Use High-Quality Seed of an Adapted Species*. Choose forage species that are adapted to the area and end use. Use either certified or proprietary seed to ensure high germination, seed genetics, and low noxious weed content. Cheap, low quality seed often cost more in the end due to lower production and thin stands. In Virginia, a good mixture for renovating pastures with is 4-6 lb red clover, 1-2 lbs of ladino or grazing white clover, and 10-15 lb of annual lespedeza per acre.

*Use correct seeding rate.* Calibrate your seeder prior to planting. Seeding at too high of a rate needlessly results in higher seed costs. On the other hand seeding at too low a rate results in weak stands and lower productivity.

*Inoculate Legume Seed*. Always use inoculated legume seed or inoculate it with the proper strain of nitrogen fixing bacteria prior to seeding. This is relatively inexpensive insurance that legume roots will be well nodualted and efficient nitrogen fixation will take place.

*Control Seeding Depth*. Small seeded forages should never be placed deeper than ½ inch. When using a drill always check seeding depth since it will vary with seedbed condition and soil moisture status. *Placing small seeded forages too deep will results in stand failures*.

*Check seed distribution pattern. When using a spinner type spreader/seeder make sure and check you spreading pattern. In many cases small seeded forages are not thrown as far as fertilizer. This can result is strips of clover in your pastures rather than a uniform stand. Also check your seed distribution pattern. Single disk spinners often throw more seed to one side.*

*Control Post-Seeding Competition*. Failure to control post-seeding competition is one of the most common causes of stand failures. Clip or graze the existing vegetation to a height just above the developing seedlings. This must be done in a timely manner to ensure that the competing vegetation does not get ahead of the seedlings.

# Nitrogen Applications to Wheat in a Cover Crop Program that Restricts Fertilization until mid-March 2008

**Dr. Richard W. Taylor**
**Extension Agronomist**
**University of Delaware**
**Email:** rtaylor@udel.edu

A number of fields were seeded this past fall to winter wheat after being enrolled in cover crop programs that excluded fall applied nitrogen (N). Some fields were seeded quite early in the fall and tillered profusely while other fields were seeded late enough or in dry soil so fall growth and especially tiller production was very limited. As late-planted or untillered fields begin to emerge from winter dormancy, N availability will be critical to encourage rapid growth and tiller development in the spring of 2008 for those fields that will be allowed to be harvested for grain. Virginia Tech's publication entitled "Intensive Soft Red Winter Wheat Production" provides some valuable information to access the N status of wheat fields in early spring.

To use the information, growers need to determine the average number of tillers (a tiller is a shoot showing at least three leaves visible) per square foot. At normal planting populations, plants often only have two or three tillers present (counting the primary shoot). To access the tiller count in your field, take a yard stick or dowel rod cut to a 3-foot length and randomly place it next to a typical looking row in at least five (preferably 10 to 20) places well-spaced out around the field. In each section of row, count and record the number of tillers with three or more leaves that are found within the 3-ft section of row. After you've counted and recorded the number of tillers in 3-ft of row from at least five locations, add up the number of tillers and divide by the number of locations to get average tiller count (per 3-ft of row). To calculate tiller density multiply the average tiller count by 4 and divide the result by the row width in inches and this will give you tiller density (tillers per square foot). For example in 5 locations you find there are a total of 450 tillers, so 450 divided by 5 equals 90 tillers on average per three feet of row. If you multiply 90 by 4 and divide this by the row width (7 inches), your tiller density comes to 51.4 tillers per square foot.

If the tiller density is 60 or less, you need at least 60 lbs N/acre applied as early as the cover crop contract permits. Split applications—one at green-up or around Zadoks' stage GS 25 and one at Zadoks' GS 30-31 or Feeke's GS 4-5 or pseudo stem erection or first node detectable—can increase yields by 5 to 10 bushels per acre but the site characteristics often limit a growers options for N splitting. If you have a tiller density of 100/ft$^2$ or more, no N is needed at this stage (green-up or GS 25); but if the tiller count is 75/ft$^2$, you will need 40 lb N/acre. A N rate of 25 lb/acre will be needed if the tiller count is 85/ft$^2$. You will need to evaluate each field for the likelihood that you will have time and the ability to return and apply a second application of N to the field. If a second split is not possible, you may decide to apply all required N as early as permitted by the cover crop contract. With the high price of N fertilizer, you should consider the likelihood that the stand will produce maximum yields or whether the yield goal should be adjusted down to a realistic level. The lower the tiller count late in the season, the less likely the field will produce maximum yield for the variety and soil type.

The 19th Annual
Eastern Shore Ag Conference & Trade Show

January 22-23, 2008
The Moose Lodge, Belle Haven, Virginia
For more info call Butch Nottingham (757) 787-0731

## EQUINE INFORMATION MEETINGS

January 23, 2008
Wicomico County Extension Office
7-9 PM

Topics to be covered:

Feeding the Older Horse
Financing Your Equine Operation
Hay Quality & Testing
The Law and You (Nutrient Management)

February 20, 2008
Somerset County Extension Office
7-9 PM

Topics to be covered:

Business $ense
Common Feeding Myths & Mistakes
Pasture Quality
Soil Testing Your Hay & Pasture Land

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Please RSVP
to
410-749-6141

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## MARYLAND ORGANIC GRAIN & FORAGE WORKSHOPS

February 25, 2008
Liberty Volunteer Fire Company, Frederick County, 8:30 am - 3:00 pm

March 11, 2008
Queen Anne's County 4-H Park, 8:30 am - 3:00 pm

The workshops are FREE, including lunch, but pre-registration is requested. For more info call:
Jennifer Rhodes, 410-758-0166. Or email Kate Mason, masonbt@mda.state.md.us

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## ENERGY WORKSHOP FOR POULTY GROWERS

March 10, 2008 - 7-9PM
Somerset County

For more information call
Jennifer Timmons - Extension Poultry Specialist
410-742-1178 x 309

# UPCOMING MEETING DATES

**January 24—25 7th Annual Women in Agriculture Conference**
**Location:** Dover Downs Hotel and Conference Center – Dover, DE
**Keynote speaker:** Carolyn Cooksie, Deputy Admin., Farm Loan Programs USDA, FSA
For more information: Please contact Laurie Wolinski at 302-831-2538 or Lgw@udel.edu

**February 6th – 8th Mid-Atlantic Direct Marketing Conference**
**Location:** Sheraton Inn, Dover, Delaware
**Contact:** 302.831.1317 or www.madmc.com

**February 20th Regional NEW Grape Grower Workshop** 8 :00 a.m. – 4 :30 p.m.
**Location:** Chesapeake College – Higher Education Center, Wye Mills, MD
**Contact: Must Pre-Register – By Feb. 15th :** call Shannon Potter-Dill, 410.822.1244

**February 26th Bay Area Fruit Meeting –** 8:00 – 4:00 p.m. – more info. enclosed
**Location:** Wye Research and Education Center, Queenstown, MD
**Contact: Mike Newell 410.827.7388 or Debby Dant 410.827.8056**

**March 29th Maryland Agricultural Open House** 9:00 a.m. – 3:00 p.m.
**Location:** MDA, Annapolis, MD

Eddie Johnson, Extension Educator, Agric. Sc.

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