2009 Grain Marketing Workshops Planned for Central Maryland

The recent rally in the commodity markets has certainly improved the outlook for grain farmers with regard to their 2009 crops. Bottoms reached in early December 2008 were not high enough to allow farmers to profitability pre-price 2009 grain. The last month has seen 2009 corn, wheat and soybean futures contracts make significant rallies. For farmers the relevant questions are... Are you ready to market your 2009 crop? Do you have a written plan in place? Do you know your costs of production? Do you know what pricing tools you will use to accomplish your grain marketing?

If you answered any of the previous questions with a no or a maybe you could benefit from the upcoming Winning the Game workshop entitled “Winning the Game 5: Tool Time for Pre Harvest Marketers.” This workshop can help you make the right decisions in 2009. Some of the concepts you will learn include: 1) The key elements of a pre harvest marketing plan. 2) Pricing tools for the seller and 3) Putting the tools to work in executing a pre harvest marketing plan.

Two workshops are currently planned for central Maryland. The first workshop will take place on Wednesday, January 21, at Friendly Farms Restaurant located at 17434 Foreston Road, Upperco, MD. The second will be held on Thursday, January 22, at the Calvary United Methodist Church located at 403 South Main Street in Mt. Airy. Both workshops will start at 9:15 am. The Friendly Farms workshop will include a presentation by the local FSA Office on the new Farm Bill and conclude by 3:00 pm. The Mt. Airy workshop should conclude by 2:00 pm

Each participant will be provided morning refreshments, lunch and program materials for the workshop. Workshop sponsorship is being provided by Mid-Atlantic Farm Credit but a nominal fee may be charged at the door. To register for the workshop at Friendly Farms contact Ann Brady at 410 666-1022. To register for the Mt. Airy workshop call Beth Canetti at 301 590-2825.

This marks the fourth year in which Maryland Cooperative Extension has offered “Winning the Game” grain marketing workshops. More than 500 producers in six states have participated in one of these sessions. Many left the workshop proclaiming it was the best marketing meeting they had ever attended.

SURVIVING THE RISK: A LOOK AT LEASE AGREEMENTS, BUDGETS, MARKETING AND MORE!

The University of Maryland Extension has created a series of winter workshops for farmers and landowners on the Eastern Shore focusing on surviving the risk. With today’s escalating input costs, and volatile commodity markets it is increasingly important to reduce risk on the farm.

The topics that will be addressed are crop budgets, flexible lease contracts, basic grain marketing, and crop insurance. New for 2009 are crop budgets and custom rate survey. We will also share innovative lease contracts being used in the Mid-west. This topic will address the basic requirements of a lease contract from the owner and the operator’s viewpoint. We will also present some basics about managing and marketing grain. Dates are:

- January 20, 2009 – Salisbury
  Register Richard Nottingham, 410-651-1350, jnotting@umd.edu

- January 27, 2009 – Chesapeake College

Educating People to Help Themselves

Local Governments • U.S. Department of Agriculture

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, sex, and disability.
Tool Time for Pre-Harvest 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 -- Chesapeake College
  Register Jenny Rhodes, 410-758-0166, jrhodes@umd.edu

- February 4, 2009 -- Princess Anne
  Register Richard Nottingham, 410-651-1350, jnotting@umd.edu

Sessions are from 9 am – 2 pm
These sessions are open to all. If you need special assistance please register one week ahead of time.

Central Maryland Vegetable Growers Meeting
January 30, 2009

This well sponsored, large grower meeting always offers a great deal of vegetable industry information. The Central Maryland Vegetable Growers Meeting will be held on January 30, 2009 from 8:00 a.m. to 3:30 p.m. at the Friendly Farm Inn, located on Foreston Rd. in Upperco, MD. Pesticide recertification credits are awarded for attending this meeting.

The cost is $15.00 per person (includes lunch) when you reserve your tickets by Wednesday, January 28th, 2009. Any tickets purchased after that date or at the door will cost $20.00.
Checks should be made payable to: BCEAC and sent to 1840 York Road, Suite J, Timonium MD 21093
For full meeting details, and to register call the Baltimore County Extension Office at 410-666-1024 today.

7th Annual Buyer-Grower Meeting
January 29, 2009 from 10am - 3pm.

This meeting provides an opportunity for Maryland farmers and producers to meet and talk one-on-one with local and regional buyers from grocery chains, restaurants, hospitals, schools and more. It is a chance to make new connections and discuss products, availability, farming practices, delivery specifications, and other important business details. Products from past meetings have ranged from fruits and vegetables to dairy, meats, and seafood.

With the growing demand for local foods in more retail locations and institutions, businesses can attract more customers and also support farmers throughout our community, strengthen our region’s economy, and build a more local and sustainable food system.

The meeting is free, but space is limited, so advance registration is required by January 16, 2009. Early registration will also guarantee that your farm or business will be listed in our pre-event promotion; it’s important to let your potential partners know you will be there!

For additional details, and to register online go to www.marylandsbest.net. If you have any questions, please feel free to contact Kate Mason, Agricultural Marketing Specialist, Maryland Depart. of Agriculture, 50 Harry S. Truman Pkwy, Annapolis, MD 21401, Phone: 410-841-5779, Fax: 410-841-5987.
Sixth Sustainable Nursery Crop Production Conference
February 3, 2009
Patuxent Wildlife Center
9:00 am – 3:30 pm

Guest Speakers
Mr. Patrick Hammond
Maryland Dept. Environment
Dr. Bill Bauerle
Department of Horticulture
Colorado State University

Registration Form

Company Name

Address

Phone

E-mail

Name(s) of Individual Registrant(s):

No cost for program, but registration required no later than January 25, 2009

Mail registration form to:
Debby Dant
Wye Research & Education Center
PO Box 169
Queenstown, MD 21658
Call: 410-827-8056 X115
Fax: 410-827-9039
Email: ddant@umd.edu

Upper Marlboro Research Vineyard Pruning Clinic
February 7, 2009

The University of Maryland Vineyard Team and the Maryland Grape Growers Association wish to invite you to attend the MGGA Upper Marlboro Research Vineyard Pruning Clinic to be held on February 7, 2009 from 9:00 a.m. to noon at the Upper Marlboro Research and Education Center located at 2005 Largo Road, in Upper Marlboro, MD. For more details and directions give me a call, or go to the MGGA web site at: http://www.marylandwine.com/

“Poultry Party” Short Course
Saturday, February 21, 2009
Charles County Cooperative Extension Office
9375 Chesapeake Street, Suite #119
La Plata, MD
9:00 am – 12:30 pm

TOPICS:
- Getting Started with Poultry
- Nutrition and Feeding
- Common Poultry Diseases
- Keep Your Flock Safe and Healthy
- Everything You Wanted to Know About Eggs, but Were Afraid to Ask
- Submitting Birds to the MDA Animal Health Diagnostic Lab

In addition to presentations from the experts, door prizes, and free publications, University Poultry specialists will be available to answer your poultry questions. And, an Advanced Course will be offered on May 2, 2009 at another location.

This free seminar is open to all small flock owners. (Adults and youth groups are welcome.) The short course is free, but seating is limited, so register now.

For further information and registration call your local Cooperative Extension Office or (301) 934-5403 or (301) 753-8195. If you have a disability that requires special assistance for your participation please contact Pamela B. King, Maryland Cooperative Extension, Charles County at 301-934-5403 by February 7, 2009. Use the Maryland Relay Service at 7-1-1 for text telephone service to our voice number.
Southern Maryland Vegetable & Fruit Production Meeting
February 11, 2009

Maryland Cooperative Extension is hosting the 2009 Southern Maryland Vegetable & Fruit Production Meeting on February 11, 2009, from 8:00 a.m. to 4:00 p.m. at the A-Maze-N-Place Banquet Hall in Clements, Maryland. (St. Mary’s County).

Vegetable growers will find a buffet of learning opportunities to choose from including: High Tunnel Chili and Low-Tunnel Transplanted Sweet Corn Production; Vegetable Weed Control and Herbicide Update; Blueberry Establishment; Catnip Production; Disease Control Tactics and Fungicide Updates; Cover Crops; Vegetable Pest Management and IPM Updates; Continuity of Operations Planning; Nitrogen Reduction Using Precision Applications of N During the Season and Using Seaweed as a Growth Enhancement Factor in Watermelon Production.

Private Applicator Recertification & Nutrient Applicator Voucher Recertification is awarded for all day attendance at this meeting.

For information and registration, contact your location extension office or 301-475-4484. There is a $15 registration fee which includes all program materials, a 2009 EB-236 Vegetable Production Guideline handbook and a hot lunch.

Please register no later than February 9, 2009 to ensure lunch availability. If you need special assistance to attend this meeting, please call Ben Beale at 301-475-4484 before February 2, 2009.

Bay Area Fruit School
February 18, 2009

Attention all fruit growers! Plan to attend the Bay Area Fruit School on February 18, 2009 at the WYE Research and Education Center in Queenstown, MD from 8:30 a.m. to 3:30 p.m. This all day meeting will provide Private Pesticide Applicator Recertification Credit.

For full meeting details and registration call Debbie Dant, WYE REC at 410-827-8056, Ext. 115.

Changing Ag Markets Series Presents
“Processing for Profits: Moving from Concept to Consumers”
March 11, 2009
9:00 am to 3:30 pm
Friendly Farm Restaurant
17434 Foreston Rd, Upperco, MD

This seminar will provide educational and networking opportunities for a wide range of farmers, food entrepreneurs, and potential on-farm processors. Program topics: an overview of the strengths and weaknesses of on-farm processing, special presentations addressing untangling the regulatory maze, presentations by successful on-farm Maryland producers, and resources for production, processing, and marketing specialty food products. Registration Deadline: Monday, March 2, 2009. For more info go to http://www.agmarketing.umd.edu/Events.html or contact Ginger S. Myers at (301) 432-2767 x338 gmsmyers@umd.edu, Susan Barnes (301) 432-2767 x301 sbarnes6@umd.edu

Changing Ag Markets Series
March 11, 2009

Name(s)

Company/Organization

Mailing Address

City, State, Zip

Phone

Email (please include so we can send you our newsletter and notifications of upcoming meetings)

$30 — per person
$60 — 2 people from the same organization
Total Enclosed $________

Please send registration form and check or money order made payable to: University of Maryland by Monday, March 2, 2009 to:

Changing Ag Markets Series
Processing For Profits: Moving from Concept to Consumers
Attn: Susan Barnes
Maryland Cooperative Extension
18330 Keedysville Road
Keedysville, MD 21756-1104
(301) 432-2767 x301; Fax: (301) 432-4089
Email: sbarnes6@umd.edu

We are unable to accept credit cards.
Starting a Small, Intensive, Vegetable Farm for Local Markets

The Baltimore County Office of Maryland Cooperative Extension is partnering with several local organizations to offer a workshop series to learn about starting and operating a successful, small, intensive vegetable farm.

Registration is required and the cost for each program in the series is $5 per person to cover program materials. For registration or further information please contact the Baltimore County Extension office at 410-666-1022. The Extension office is located at 1840 York Rd, Timonium, MD 21093.

Feb. 11  Marketing Essentials
  6:30 to 8:30 PM

Feb. 24  Crop Scheduling and Rotations
  6:30 to 8:30 PM

March 3  Soil Fertility on the small organic farm  7:00 to 9:00 PM

March 9:  QuickBooks for Small Farm Enterprises  6:30 to 8:30 PM

March 19 Small Farm Business Management
  6:30 to 8:30 PM

April 2  Transplant Production and Seeding
  4:00 to 6:00 PM at the Bragg Nature Center

April 16  Methods & Management of High Tunnel Production
  5:00 to 7:00 PM at the Calvert’s Gift Farm

Maryland Cattle Industry
Convention & Hay and Pasture Conference
March 6 & 7, 2009
Hagerstown Hotel & Convention Center

Registration Deadline: Friday, February 27, 2009

For further information, call 410-795-5309 or contact sbarao@marylandcattle.org, www.marylandcattle.org
Pasture-based Meat Production Workshop  
March 14, 2009  
UMES, Princess Anne, MD

Topics:
- Establishing and maintaining pastures
- Sessions on two and four legged critters
- Fencing
- Supplemental nutrition
- Housing and more!

Horse owners welcome! 
More information will follow.

MCE, 2122 Henson Center, Princess Anne, MD  21853, Phone: 410651-6206  Fax 410-651-6207  Email: mce@umes.edu

Field Crops & Pasture IPM Workshop  
March 16, 2009

Make plans to attend the Field Crops & Pasture IPM Workshop, Monday, March 16, 2009 at the Davidsonville Family Recreation Center (DFRC) from 6:00 p.m. to 9:00 p.m.  This workshop will explore advanced concepts of pasture and field crop production in the Southern Maryland region from establishment to harvest, including animal utilization. Topics will include: Crop selection; integrated crop management; soil fertility; weed control; insect control; and disease control for soybeans, corn, wheat, barley and hay crops.

Private Pesticide Applicator Recertification & Nutrient Applicator Voucher Recertification will be awarded for full class participation.

To register for this event contact the Anne Arundel County Extension Office at 410-222-6759.

Advanced Agronomics Workshops:  
I. Herbicide Technology  
March 30, 2009

Every year offers a different challenge to the effectiveness of herbicides for controlling weeds in our field crops, vegetables and fruits. In order to better understand herbicide successes and failures we need to have a working knowledge of herbicide chemistry, environmental interaction and mode of action.

Make plans to attend the first of a series of Advanced Agronomic Workshops: I. Herbicide Technology scheduled for March 30, 2009 from 6:00-9:00 p.m. at the Anne Arundel County Extension office in Glen Burnie, MD.

This workshop is intended for farmers and crop professionals, taught at the college level, therefore, a familiarity with herbicides and their application is a prerequisite. Participants in this workshop will discover the importance of knowing herbicide chemical families; persistence of herbicides and interaction in the soil environment; and herbicide mechanism of weed control. We will use crop, soil and weather scenarios to understand and predict the effectiveness of herbicide applications. During our discussions we will reveal important herbicide soil and plant behaviors such as: mobility; water solubility; translocation; plant metabolism; mechanism of action; symptomology; soil half-life; environmental degradation; and vapor potential.

To register for this workshop or for more information contact Dave Myers at the Anne Arundel County Extension Office, 410 222-6759.

New Live On-Line Session  
Private Pesticide Applicator Recertification  
March 27, 2009

If you would like the opportunity to learn from home, yet still be engaged, then be sure to enroll in this New On-Line Private Pesticide Recertification Training, scheduled for March 27, 2009 from 4:00 to 6:00 p.m.

The session will focus on pesticide use and related topics for all field crops, fruits and vegetables. This Adobe Connect recertification session will be live via the internet directly from the University of Maryland. Adobe Connect is a student interactive system that will document your attendance. To participate in a live Adobe Connect session a high speed cable or satellite internet connection is required.

Private Pesticide Applicator Recertification credit will be awarded for full 2-hour session participation. Registration by March 25th is required in order to receive Adobe Connect login instructions.

To register for this on-line event contact the Anne Arundel County Extension 410-222-6759.
New Live On-Line Session
Nutrient Applicator Voucher Recertification
April 3, 2009

If you would like the opportunity to learn from home, yet still be engaged, then be sure to enroll in the New On-Line Nutrient Applicator Voucher Recertification Training, scheduled for April 3, 2009 from 4:00 to 6:00 p.m. This session will focus on fertility and production related topics for all field crops, fruits and vegetables. This Adobe Connect recertification session will be live via the internet directly from the University of Maryland. Adobe Connect is a student interactive system that will document your attendance. To participate in a live Adobe Connect session a high speed cable or satellite internet connection is required.

Nutrient Applicator Voucher Recertification credit will be awarded for full 2-hour session participation. Registration by April 1st is required in order to receive Adobe Connect login instructions.

To register for this on-line event contact the Anne Arundel County Extension Office at 410-222-6759.

Pest Net updates for MD, DE and VA can be accessed online at any time:
http://www.mdipm.umd.edu/network/pestNet/index.cfm

Ag Web Modules
New website features in Anne Arundel County - Agricultural Program Teaching Modules:
http://annearundel.umd.edu/AGNR/agmedia.cfm

1. Pasture Management
https://connect.moo.umd.edu/p12049696/

2. Pasture Herbicides
https://connect.moo.umd.edu/p13059797/

3. Handling Tall Fescue Toxicity Events
https://connect.moo.umd.edu/p59425434/

4. Modern Vegetable Production Technology for Early Market
https://connect.moo.umd.edu/p75657057/

5. Vegetable Herbicides for Controlling the Top 10 Weeds of Southern Maryland
https://connect.moo.umd.edu/p25962088/

6. Sustainable Low Input Strip-Till & No-Till Vegetable Planting Tactics
https://connect.moo.umd.edu/p55665058/

7. Fruit Establishment Tactics to Maximize Our Coastal Plain Advantage
https://connect.moo.umd.edu/p61165608/

8. Vineyard & Orchard Weed Control
https://connect.moo.umd.edu/p44883980/

9. Vineyard Establishment Supplies & Equipment
https://connect.moo.umd.edu/p48194311/

To subscribe to Pest Net: Send an email to listserv@listserv.umd.edu The body of the email should contain the line: subscribe pestnet-information 'your name' Replace 'your name' with the appropriate information and send the message from the email address to which you want the information sent.

To unsubscribe to Pest Net: send an email to listserv@listserv.umd.edu the body of the email should contain only: 'unsubscribe pestnet-information'. If you have any difficulty subscribing or unsubscribing to the list, please send email to alwilson@umd.edu. For more information, contact Sandra Sardanelli, ssardane@umd.edu

Issue #1 Insecticide Test and Report / Galen Dively
http://www.mdipm.umd.edu/network/pestNet/reports/index.cfm
Other Updated County Website Features

**Anne Arundel County Extension website:**
http://annearundel.umd.edu/

**Ag Newsletter Production Pointers**
The current and past agricultural newsletter additions are available for viewing or copy at:
http://annearundel.umd.edu/AGNR/agnews.cfm

**Ag Bulletins**
An agricultural bulletin page is also available for viewing or copy under our hot topics section at:
http://annearundel.umd.edu/AGNR/agnews.cfm

**Ag Web Modules**
*New* website features in Anne Arundel County Agricultural Program Teaching Modules:
http://annearundel.umd.edu/AGNR/agmedia.cfm

**College AGNR 150 Anniversary**
Also relive the history of Extension and University of Maryland College of Agriculture Land Grant Mission by viewing the 150 Years Anniversary PowerPoint:
http://annearundel.umd.edu/files/University%20of%20Maryland%20150%20Year%20Anniversary.pps

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**Thanks for Partnering**
Thanks for partnering with Maryland Cooperative Extension, and supporting our programs.

R. David Myers, Extension Educator
Agriculture and Natural Resources
Anne Arundel & Prince George’s Counties