Calendar of Events
Mark Your Calendars --- Plan To Participate
♦ August 20th - Upper Marlboro Farm Twilight

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Orchard, Vineyard & Specialty Vegetable Upper Marlboro Farm Twilight
August 20, 2002

Mark Your Calendars! You are invited to attend a twilight tour of the University of Maryland Upper Marlboro Research Farm, on August 20, 2002 from 5:00 p.m. to 8:00 p.m. Maryland Cooperative Extension will host this Orchard, Vineyard & Specialty Vegetable Twilight Tour, and light refreshments will be served. The following research projects will be highlighted as part of the wagon tour:

1. Ethnic Vegetable Research Plots - Presenters: Tubene, Bouwkamp, and Reed
2. Tree Fruit Research, (Apples and Peaches) - Presenters: Myers, Walsh, and Newell
3. Vineyard Research - Presenters: Reed, Fiola, Beale, and Welsh
4. Raspberry Research - Presenters: Swartz and Butler

A flyer will be mailed shortly with full meeting details. Please call me if you have any questions.

Greater Annapolis Farm Labor Provision Project Update Kick-Off Meeting May 6, 2002

Meeting Notes and Highlights:

- Farm labor Crisis and Fair Farm Labor Wage - Dave Myers, MCE
  A presentation was given examining the loss of farm labor nation wide. USDA Farm Labor Charts were downloaded and shared with the group from the following website: 
  www.usda.gov/nass/aggraphs/laborpix.htm
  It was discovered during the discussion that from the period 1991 to 2001 that the average USDA U.S. Average Wage Rate Comparison reflected the largest gain amongst the farm workers. During this ten-year period minimum hourly wage remained relatively flat $4.25 to $5.25; the wage for farm work rose dramatically from $4.75 to $7.80, and the gain for non-farm work rose comparatively from $9.75 to $13.75 for 1991 to 2001, respectively.
  Examining the USDA Quarterly U. S. Farm Wage Rate, it was revealed that for 2001 the average farm worker earned from $7.60 to $9.00 per hour for all on-farm jobs combined.

- The Hispanic Community - Robert Morales, APD, Hispanic Community Liaison
  There are 6000 Latin Americans currently living in Annapolis. In three main locations:
  1) Allen Apartments
  2) Admiral Farragut Apartments
  3) Forest Village
  The typical rent is $650.00/month plus utilities. Several families may share the same apartment. Also, in the nearby Glen Burnie area 15,000 Latin Americans have legal residence.
  Mr. Morales stated that these communities are comprised of legal residents with valid Social Security numbers, and are not federal migrant workers or immigrant workers. The communities are composed of recent immigrants primarily from San Salvador, Guatemala, Mexico, and Honduras displaced from their own country due to natural disasters and political unrest. They possess preferred status, permanent visas.
  He described this group as being patriotic to the U.S., possessing excellent work ethic, religious, and hungry for work. Most of the men were farmers in their own countries and would rather farm or work outside than to work in restaurants, hotels, car washes, etc.
  Mr. Morales felt that an arranged worker pick-up at the three Latin American Annapolis communities for farm laborer jobs would be mutually beneficial to both the Latino families and the farmers. He felt that members of the Latino community were being exploited by working jobs at $6.50/hr.

- Farmer Labor Needs Assessment Survey - Tony Evans, MDA
  The meeting attendees completed the Farm Labor Needs Survey. There were also some surveys completed and mailed in. The following is a summary of the survey results:

Farmer Labor Needs Survey Results
1. Are you interested in hiring farm labor from the Annapolis area Latino community to work on your farm? Yes 88.2% No 11.8%
2. How many hours of labor would you need each week during these farming activity periods?
   Average response per farm operation:
   Planting - 10 hrs/wk Cultivating - 12 hrs/wk
   Harvesting - 16 hrs/wk Pruning - 8 hrs/wk
   Post Harvest Handling - 12 hrs/wk
   Other - 16 hrs/wk
3. How many hours per week for each season would you need workers to help you?
   Average response per farm operation:
   Winter - 10 hrs/wk Spring - 40 hrs/wk
   Summer - 40 hrs/wk Fall - 30 hrs/wk
4. Should these workers have their own transportation to get to your farm? Yes 94.1% No 5.9%
5. Could you transport workers from the Annapolis area? Yes 29.4% No 70.6%
6. Have you ever used Spanish-speaking farm labor before? Yes 23.5% No 76.5%
7. Do you have anyone else working on your farm that speaks Spanish? Yes 11.8% No 88.2%
8. Would you need already trained workers? Yes 17.6% No 82.4%
9. Could you train the workers to do the work needed on your farm? Yes 94.1% No 5.9%
10. How much would you pay good workers per hour? $5.00 to $12.00 per hour as indicated:
$5.00 to $6.00 per hour – 5.9%
$6.00 to $8.00 per hour – 23.5%
$8.00 to $10.00 per hour – 47.0%
$10.00 to $12.00 per hour – 11.8%

11. If you could secure reliable workers, would you be able to expand your farming operation?

   Yes 64.7%  No 11.8%  Maybe 17.6%

12. What type of farming are you engaged in?

   Vegetables 47.0%  Fruit 47.0%  Nursery 29.4%
   Green House 11.8%  Grain Crops 23.5%
   Hay/Straw 29.4%  Livestock 35.3%  Tobacco 5.9%
   Turf/Sod 5.9%  Landscape 11.8%

➢ Open Forum – Dave Myers, Robert Morales, Tony Evans

Following the completion of the survey an open discussion was held. A project steering committee was formed, and the early stages of the program strategy were discussed. The steering committee agreed to reconvene to review the results of the survey, and to develop an implementation plan for Greater Annapolis Farm Labor Provision Project.

Greater Annapolis Farm Labor Provision Project

Steering Committee Members:

Lolita Harley, Chair  Thomas Harley
Ross Moreland  Martin Zehner
Bobi Crispens  Nancy Carter
Kathy Leyden

➢ Steering Committee Action

The farm labor steering committee will use the expressed labor needs to develop a plan for the program implementation. Hopefully a means of linking farm and Hispanic communities will be forthcoming. Give me a call for a full progress report.

Timbering?

Quarterly Stumpage Price Report

If you are considering timbering on your farm, then be sure to obtain a copy of the Stumpage Price Report. This quarterly is a cooperative effort between the Maryland Cooperative Extension, Maryland Department of Agriculture, Maryland Department of Natural Resources-Forest Service, Delaware State Forrest Service, Maryland Tree Farmers Association, and Forest Landowners. It is a compilation of prices landowners are currently receiving for standing timber. The report is consolidated and distributed quarterly by the University of Maryland, Wye Research and Education Center, P. O. Box 169, Queenstown, MD 21658. Call 410 827-8056 for a free report copy.

Southern Maryland Regional Farmers Market

Market Is Ready to Serve You

Don’t miss out on an opportunity to grow wholesale for a market that needs farmers. The Southern Maryland Regional Farmers Market (SMRFM) has recently restructured its operation, and developed the following 2002 Strategic Plan:

Mission

The Southern Maryland Regional Farmers Market (SMRFM) in partnership with Maryland Department of Agriculture, Tri-County Council for Southern Maryland, Maryland Cooperative Extension, and the Southern Maryland Small Farm Cooperative, is a marketing and educational facility conducting wholesale produce sales and agricultural products auctions. The mission of the SMRFM is to provide new and expanded market opportunities for sustained and diversified agricultural production that increases the profitability of farm enterprises, maintains the region’s economic well being and preserves a cultural way of life.

Vision

Building upon the strength of our regional agricultural base, family and community heritage, we plan to explore new and emerging marketing opportunities. Recognizing that knowledge is power, we serve people where they live and work, empowering them to plan and shape their futures through diversified agricultural marketing opportunities.

Initiative 1

Provide a multi-faceted market for produce and agricultural products, which includes auction, retail, wholesale, and cooperative sales.

• Auction market: a professionally managed market designed to bring buyers and sellers together to bid competitively for the agricultural products made available with the expectation to achieve a fair market price.

• Wholesale market: process orders from brokers, food chains and food service businesses for bulk orders. SMRFM acts as a coordinator to contact growers, assemble product, and to provide logistical support to buyer.

• Retail market: provide an opportunity for consumers to directly purchase agricultural products from growers, to foster a spirit of community.

• Cooperative market: to pool products from growers to facilitate agricultural product sales, and collaborative partnerships.

Initiative 2

Provide enhanced market opportunities, assist other agricultural entities with similar interests, working with growers and buyers. Promote product diversity with a regional focus and with a non-exclusion policy, having source verified, supply and demand based pricing. Promote and expand the market.

• Enhanced Market Opportunities: Conduct alternative and seasonal market sales i.e., hay and straw auctions, horticultural sales, and consignment auctions, etc.

• Promote Product Diversity: provide outlet for specialty and ethnic products.

• Market Promotion: Advertise and participate in agricultural trade shows and conferences.
Initiative 3
Engage SMRFM fully in an information exchange, outreach, and educational program for growers and buyers, to include state agencies, associations, consortiums, and open forums.
- Information and Educational Program: provide to growers and buyers pertinent market information through meetings, and newsletters.
- Outreach: provide to the community market information, seasonal product availability by offering facility tours and public forums.

Initiative 4
Operate as a not-for-profit organization utilizing resources judiciously to become a self-sufficient market.
- Not-for-Profit Organization: Seek to attain self-sufficiency without profiting from the buyers and sellers, through increased market volume.

Immediate 2002 Goals
- Provide high quality regional agricultural product by promoting and enforcing market procedures specified in the market-operating manual.
- To provide a clean and safe location to sell and buy products.
- To treat all market participants with respect, and settle all grievances in a timely manner.
- To settle all accounts in a timely manner.
- To welcome input and suggestions for the betterment and improvement of the market.
- To welcome of Marge Wilkinson of Brandywine as the recently hired SMRFM Office administrative Assistant. Marge will be looking forward to a prosperous 2002.

Southern Maryland Regional Farmers Market Update

The Board of Directors is proud to announce the successful reopening of the SMRFM Wholesale Produce Auction at the Cheltenham warehouse facility. The auctions will be held on Monday and Thursday evenings at 7:00 p.m. from July through November. The SMRFM commission charge is 10% obligated to the seller.

The Board of Directors would also like to share in the welcome of Marge Wilkinson of Brandywine as the recently hired SMRFM Office administrative Assistant. Marge will be available at the market facility as follows: Monday - noon until the end of the auction; Tuesday - 8:00 a.m. until noon; Thursday - noon until the end of the auction; and Friday - 8:00 a.m. until 2:00 p.m. Pleases give Marge a call with your questions at 301 372-1066, 301 782-7075 or 800 533-FARM.

When you come to the auction for the first time this year, everyone (buyers and sellers) must re-register. You will be able to keep your old number, but we have a new computer program that requires an update of our records. Buyers will have a $25 registration fee that is due at the time of registration. Be sure to obtain a copy of the auction rules at the registration office. The Board of Directors will adhere strictly to the rules defined therein. The board will implement the following new auction practices, patterned after the very successful Pennsylvania Cumberland Valley Auction Market:
- The board will no longer allow a seller to call “No Sale” - the product is sold to the highest bidder.
- A seller has the option to “Buy Back” at the highest bid. The “Buy Back” commission is 5% of the final bid price.
- There will be no “Back-Up Bidder” selling allowed. Lot size is to increase incrementally and be reauctioned until sold.
- Not an “Absolute Auction” - Minimum prices will be set once for the entire year, and be posted. The price minimums are the absolute auction floor starting price.
- If a bid is not received that is higher than the minimum, then the product is “Passed” and the seller is not obligated to pay any commission to the market. The market is however not obligated to resell the product, and it is the seller’s responsibility to remove the product or resubmit the product for sale at the next auction. If at any time a seller wishes to allow a product to be sold at a bid lower than the house set minimum, then the seller should indicate this at the time of the bidding before the product is “Passed”.
- If you need boxes call Marge for current availability. We are also considering the selling of used boxes on Monday nights. This will allow buyers to resell their clean used boxes back to produce sellers.

If there are any questions about the market feel free to contact any of the Board of directors listed below. We thank you for your past support of the market, and are looking forward to a prosperous 2002.

Sincerely,
Your Volunteer Board of Directors
President – Charles Dunn 301 503-8282
Vice President – Robert Chase 410 798-1580
Treasurer – Russell Burch 301 932-9495
Member – Barbara Austin 301 249-9194
Member – Russel Shlagel 301 645-4554

Ex-officio Members
Secretary – David Myers, MCE 410 22-6759
Member – Jim Duffy, MDA 410 841-5770
Member – Robert Halman, MDA 410 841-5770
Member – Christine Bergmark, TCC 301 274-1922
Member – Stephan Tubene, MCE 410 222-6759
Member – Dan Gragan, SMSFC 301 290-1179

Tomato Spotted Wilt Virus Alert
IPM Update
By Galen Dively

By now you have probably heard about the tomato spotted wilt virus (TSWV) problems in Maryland and neighboring states. TSWV, a member of the thrips-transmitted tospovirus group, affects vegetable and field crops such as tomatoes, peppers, peanuts, potatoes, and tobacco. However, it is occasionally found in many ornamental and greenhouse crops. This growing season, TSWV was first detected in newly transplanted tobacco fields in St. Mary's and Prince George's Counties. I've included below a news release prepared by Dave Conrad,
which summarizes what we currently know about the
dsituation on tobacco. Since the mid-80s, epidemics of
tomato spotted wilt virus have been troublesome
throughout the South. TSWV has been a serious disease
problem on tobacco in the flue-cured regions of Florida,
Georgia and southern South Carolina. The disease has
already caused major losses in Georgia fields and more
cases are being reported every day. So far this season, the
disease has showed up earlier than normal and further
north in the eastern states. North Carolina tobacco and
potato growers have reported serious losses due to TSWV,
which spread across the state rapidly. Moderate levels of
the disease have been detected in potato plots at the
Painter Research Station on the VA Eastern Shore according
to Dr. Sam Alexander (Plant Pathology), and have occurred
in tomatoes on the VA Eastern Shore and Tidewater Area,
according to Clifton Slade (Virginia Cooperative Extension)
and my counterpart, Dr. Tom Kuhar, at Painter.

In the past, Maryland growers have had sporadic
problems with TSWV on processing tomatoes due to
transplants already infected or infested with the thrips
vector shipped in from the south. We solved this problem
by producing our transplants in local greenhouses with
strict thrips management. However, this is the first time
that TSWV has occurred in commercial fields with
transplants produced locally in outdoors seedbeds,
suggesting the possibility of overwintering of thrips that
vector the disease.

TSWV is vectored exclusively by thrips. Only nine of
the more than 5000 described thrips species are proven
vectors. Three of these, Frankliniella fusca (tobacco thrips),
F. occidentalis (western flower thrips, WFT) and Thrips
tabaci (onion thrips) are the chief vectors in the southern
United States. Of these, the western flower thrips has the
broadest host range affecting a diverse variety of
ornamental and vegetable crops. WFT is the chief TSWV
vector in greenhouse settings around the world, as well as
in vegetable growing regions in the south where it can
overwinter. Tobacco thrips is the major vector in tobacco
and peanut fields, whereas the onion thrips vector a strain
of tospoviruses in onion and garlic crops. Both species are
widely distributed in tropical, warm, and cool temperate
areas around the world. In the Mid-Atlantic States, WFT
can overwinter in greenhouses, whenever temperatures are
favorable for their development and host plants (including
weeds) are available for food. Field infestations appear to
be somewhat local and often occur later in the season in
the proximity of greenhouses with a history of high
incidence of WFT. A recent study showed that adult thrips
could overwinter outdoors in nectarine orchards in
southeastern Pennsylvania. This spring capture followed
high WFT population densities in the fall and a milder than
normal winter. Obviously, the record mild winter that just
passed has probably accounted for the unusual occurrence
of TSWV problems. Successful overwintering of WFT and
other thrips species in outdoors habitats can result in the
spread of TSWV to perennial weed hosts early in the spring.
In one study, Canadian researchers collected weeds both in
and near greenhouses where there was a history of TSWV.

Many weeds were found to be both susceptible to TSWV
and suitable hosts for thrips to lay eggs. Fifty species,
including such common weeds as redroot pigweed,
chickweed, lambsquarters, bindweed, thistle, galinsoga,
pineapple weed, burdock, shepherd’s purse, purslane, and
black nightshade may be susceptible to TSWV.

Hopefully, our TSWV problems are the result of an
unusual mild winter and thus probably would not occur
following a normal or severe winter. However, in a typical
scenario, TSWV will appear sporadically in an area, perhaps
for years, then suddenly surge to epidemic proportions in
agriculturally important host plants. Wherever TSWV
incidence has increased enough to cause economic losses,
it has remained a chronic problem. This pattern has been
repeated in India, Australia, Hawaii, and in the southern
United States. In some areas of California and Hawaii,
tomato can no longer be grown due to TSWV infection.

Scouting for specific vectors of TSWV for control decisions
is not feasible. Identification of different thrips species is
very difficult in the field because most species are similar in
appearance. Western flower thrips adults are slender,
about 1.5 mm long, yellowish, and hold their fringed wings
over their backs. Larvae are smaller and wingless, but
otherwise resemble adults. Thrips are commonly found in
the underside of leaves and in flowers and generally move
quickly to shelter when disturbed.

The vector-virus relationship between thrips and TSWV is
important to understanding how virus spread occurs. The
tospoviruses replicate in their thrips vectors, thus the
insects not only spread the virus, but also serve as a virus
host. Thrips cannot transmit tospoviruses unless they
acquire the virus during their immature stages. When
larvae feed on infected plants, ingested virus crosses the
midgut barrier and enters the salivary glands. A midgut
barrier in adults prevents virus ingested during this stage
from moving to the salivary gland. While the insects remain
infective for life, there is no evidence of transovarial
passage from one generation of thrips to the next. The
adult thrips is the critical stage for transmitting the virus
between plants, since this winged stage is more mobile that
the wingless larval stage, which tends to remain on the
same plant upon which it emerged. Thrips feed upon
plants by rupturing leaf epidermal cells and slurping up the
contents with a mixture of their saliva. It is at this point
that the virus, being released with their saliva, has the
opportunity to enter damaged plant cells and infect the
plant. The thrips life cycle varies from 7 to 14 days at
fluctuating temperatures between 68 to 98 F, so there are
multiple generations on weed hosts and during the growing
cycle of crop plants.

A systemically infected plant cannot be cured. Upon
finding infected plant material the best course of action is to
dispose of the plant as soon as possible. One infected plant
can serve as a source to any other susceptible plant nearby.
However, rouging out symptomatic plants is not always
effective as a control for secondary infections because
TSWV has often spread before symptoms develop.
Generally, controlling weeds, avoiding contaminated host
plants near the vegetable crop, and eliminating thrips in greenhouses is the best way to manage this problem.

To repeat, once symptoms start developing in the field, it is often too late to head off an epidemic. In general, the use of insecticides to control thrips has been an ineffective means of suppressing TSWV. In theory, lowering overall thrips populations with insecticides should effectively reduce in-field spread of TSWV. However, insecticides have proven to be ineffective at suppressing primary infection, which accounts for most virus transmission. There are several reasons why insecticides have not been effective for control of TSWV. Thrips tend to be hidden in flowers and buds (resulting in incomplete spray coverage), have a rapid life cycle with a high reproductive potential (eggs inserted in plant tissue are unaffected and hatch quickly replenishes the population), and have a wide host range including many weeds (thrips are constantly being blown into fields from these external virus reservoirs). In addition, widespread resistance has made chemical control more difficult. For example, resistance to certain pyrethroids, carbamates, organophosphates and abamectin, (not labeled for thrips) has been documented in certain thrips populations in the field. In my studies of nontarget effects of Bt and conventionally sprayed nonBt sweet corn, high populations of thrips are relatively unaffected by Warrior® treatments. This should give you an idea of how difficult it is to control a virus vector, which only has to feed for 5 minutes to transmit the disease.

For more information on tomato spotted wilt disease, there is plenty of information via the Internet. In particular, good images of disease symptoms on tomato can be found at http://vegetablemdonline.ppath.cornell.edu/PhotoPages/Tomatoes/Tom_SpWilt/Tom_SpWiltPhotoList.htm. Also, Ethel Duck in our Plant Diagnostic Lab on campus has TSWV ImmunoSTRIP Tests that can be used for the detection of TSWV. Additional information on purchasing kits can be obtained online at http://www.agdia.com/cgi_bin/catalog.cgi/39300

Tomato Spotted Wilt Virus
Confirmed In Maryland Tobacco
By David L. Conrad

A viral disease known as Tomato Spotted Wilt Virus (TSWV) has been found in Maryland Type 32 tobacco on farms in St. Mary's and Prince George's Counties. It is highly probable that this virus disease will appear in all tobacco producing counties in the State of Maryland. TSWV first appeared in Georgia in 1986. Since then it has been a major field disease in the flue-cured regions of Florida, Georgia and southern South Carolina. The virus is spread by thrips. In tobacco the major vector is known as the tobacco thrips (Frankliniella fusca). The Western Flower Thrips (Frankliniella occidentalis) have been associated with TSWV on other crops and may be a vector here in Maryland as well. TSWV is picked up by juvenile thrips feeding on host plants with the virus. TSWV may be spread by both juvenile and adult thrips. In tobacco adult thrips are believed responsible for most infection. Leaf symptoms include necrotic banding along and around the main veins, target ring spots, leaf twisting with symptoms only on one side of the mid-rib, leaf scorcing, and/or general necrosis of bud leaves. Early in the season the lower stalk may show a dark sunken stem resembling soreshin. Later in the growing season black streaks may be seen moving down the stalk from infected leaves. Plants, after infected, may develop these symptoms on one side or the entire stalk producing rapid wilt, yellowing, and death. Presently in Maryland we must rely on what the flue-cured region has learned in dealing with this disease. The following three general conclusions on this disease are known:
1. TSWV can occur in tobacco plant beds or greenhouses but several research projects have made no conclusions between plant sources and the final incidence of the disease.
2. Secondary spreading is due to juveniles feeding on infected plants in the field and furthering disease spread as they move about as infected adults. Research results to date suggest TSWV arising in this manner is not as significant as initial infection.
3. Most infections that lead to symptom development and plant death apparently occur right after transplanting. Symptoms may appear immediately or as much as 6 weeks after thrips feeding. Growers should be advised at this time there is no control known that is 100% effective. Current recommendations made during tobacco transplant production season include the pesticide Orthene® 97P that is considered somewhat effective against tobacco thrips. In the field, flue-cured recommendations include a combination of Admire® 2F plus Actigard®. However, Actigard® is not registered for use in Maryland. If growers have not completed transplanting they are strongly encouraged to apply Admire® 2F utilizing the float tray drench procedure or transplant water application technique. Rescue treatments utilizing registered tobacco insecticides are not recommended since most infections occur right after transplanting during the thrips feeding process. Research results to date from the flue-cured tobacco-growing region document the ineffectiveness or variability of rescue treatments.

It is important to know that information is not readily available in Maryland on the effectiveness of these treatments. Remember this is the first year that we have known this disease to develop in our tobacco-growing region. As we learn more about TSWV and the control of the thrips vectors, information will be passed along to the county agricultural Extension agents in the tobacco producing counties. The Central Maryland Research and Education Center, Upper Marlboro Facility and the St. Mary's County Extension Office have in their possession the TSWV ImmunoSTRIP Tests that can be used for the detection of TSWV. This test can be performed on location or at county field offices. Feel free to contact Ben Beale, county agricultural Extension agent in St. Mary's County at 301-475-4484 or David L. Conrad, Extension Regional Tobacco Specialist, at 301-627-8440.
2002 Extension Program Assessment & Production Survey Results

I wish to share with you the results of the 2002 Extension Program Assessment and Farm Production Survey for Anne Arundel and Prince George's Counties. The survey results are compiled from the 49 responses submitted back from the 938 newsletters recipients (5.2% response). Of the 49 survey respondents 40 are actively farming. The 2002 Farm Production survey results are compared to the results of the same survey conducted in 1998. I trust that you will find this information helpful in expressing the wide diversity of agriculture within our two counties, Prince Georges and Anne Arundel.

2002 & 1998 Anne Arundel and Prince Georges Farm Production Survey, County Farmers Indicated the Following Crop Rank & Percent:

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<th>1998 Rank</th>
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</tr>
<tr>
<td>Sunflowers</td>
<td>8</td>
<td>20.4</td>
<td>15</td>
<td>1.7</td>
</tr>
<tr>
<td>Gourds</td>
<td>8</td>
<td>20.4</td>
<td>15</td>
<td>1.7</td>
</tr>
<tr>
<td>Pasture/Hay</td>
<td>8</td>
<td>20.4</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Onions</td>
<td>9</td>
<td>18.4</td>
<td>12</td>
<td>6.9</td>
</tr>
<tr>
<td>Flowers</td>
<td>9</td>
<td>18.4</td>
<td>12</td>
<td>6.9</td>
</tr>
<tr>
<td>Peas</td>
<td>9</td>
<td>18.4</td>
<td>13</td>
<td>5.2</td>
</tr>
<tr>
<td>Broccoli</td>
<td>9</td>
<td>18.4</td>
<td>14</td>
<td>3.4</td>
</tr>
</tbody>
</table>

(--- Denotes no response)

2002 & 1998 Survey of Important Farm Management and Production Practices, County Farmers Indicated the Following Percent of Adoption:

<table>
<thead>
<tr>
<th>Practice</th>
<th>2002 % Yes</th>
<th>2002 % No</th>
<th>1998 % Yes</th>
<th>1998 % No</th>
</tr>
</thead>
<tbody>
<tr>
<td>I use Cover Crops ---</td>
<td>82</td>
<td>18</td>
<td>81</td>
<td>19</td>
</tr>
<tr>
<td>I use No-Till ---</td>
<td>51</td>
<td>49</td>
<td>49</td>
<td>51</td>
</tr>
<tr>
<td>I have a Pesticide ---</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Applicators License ----</td>
<td>60</td>
<td>40</td>
<td>60</td>
<td>40</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Practice</th>
<th>2002 % Yes</th>
<th>2002 % No</th>
<th>1998 % Yes</th>
<th>1998 % No</th>
</tr>
</thead>
<tbody>
<tr>
<td>I Do or Plan to Grow Organically</td>
<td>31</td>
<td>69</td>
<td>18</td>
<td>82</td>
</tr>
<tr>
<td>I Soil Test 33% of My Fields Per Year ---</td>
<td>75</td>
<td>25</td>
<td>49</td>
<td>51</td>
</tr>
<tr>
<td>I am Willing to Try New Crops or Ideas ---</td>
<td>90</td>
<td>10</td>
<td>86</td>
<td>14</td>
</tr>
</tbody>
</table>
The Extension programs in Anne Arundel and Prince George’s Counties over the past four-years have focused on the major program areas as reflected in the following program impact assessment:

2002 Anne Arundel and Prince George’s Extension Program Impact Assessment, County Farmers Indicated a Direct Impact or Adopted Practice as a Result of an Extension Programming During the Past Four-Years. Reported as Percent of Adoption by the Respondents.

1) **No-Till Production Techniques — 35%**
   Yes, I have recently adopted or improved a no-till production practice.

2) **Integrated Pest Management and Pesticide Utilization — 25%**
   Yes, I have recently improved or adopted changes to my pest management program.

3) **Tobacco Alternative and High Value Crops — 12.5%**
   Yes, I have recently planted a new crop on my farm.

4) **Marketing and Agricultural Economics — 22.5%**
   Yes, I have recently found a new marketing approach, or implemented a new economic tool for my farming operation.

5) **Fruit and Vegetable Crop Production — 12.5%**
   Yes, I have recently adopted, improved, or expanded fruit and vegetable production on my farm.

6) **Agronomic and Livestock Crop Production — 20.0%**
   Yes, I have recently adopted, improved, or expanded grain, hay, or livestock production.

7) **Nutrient Management Planning — 75%**
   Yes, I have recently implemented a nutrient management plan for my farm.

Thanks to everyone for your participation in the survey. If you did not participate in this survey and feel that the results fail to reflect your views --- Please Participate Next Time!!

I can best serve your needs if you share your crop plans and practices, feel free to call me with any questions or comments. If you did not fill out a survey, then call or write and provide a list of crops you currently are growing as well as your common cropping practices, and I will be able to provide you with more timely and appropriate assistance.

**Nutrient Management Update**

One thing that is certain with the Nutrient Management Program is that change is constant. I wish to inform you of a personnel shift effective as of July 1, 2002. Krista Wilson our Anne Arundel County advisor will be moving into a split county position for Howard and Montgomery Counties. Whereby we will call upon Diana Canter to assume a split county position for Anne Arundel and Prince George’s Counties. I know that we will all miss Krista. Be sure to welcome Diana into Anne Arundel County. She will be in both county offices at some period during each week. I hope that you will be patient as we together strive to make this nutrient Management Planning process a rewarding experience.

Currently Diana’s plan preparation workload for the two counties combined is at or nearing a maximum level for the upcoming year, so she may not be able to guarantee your timely compliance to regulatory deadlines. However every effort will be made to complete and deliver plans based upon a first come first serve basis when the requested plan writing information is provided. In some cases it may be best to heed past advice from our office and hire a private consultant.

**There is a Plan!**

In the story on the cover Real Man proudly declared, “There Ain’t No Plan!” Don’t let your accomplishments in life simply occur, cause them to occur. Develop a business plan for your farm today that will reveal success before you start. The SMRFM 2002 Strategic Plan previously shown is modeled after a business plan approach. Take the following four basic elements of a business plan and define the thoroughly for your operation:

- Mission
- Objectives
- Goals
- Tactics

Be sure to develop a budget for each component or tactic of your farming operation. An Enterprise Budget may be the best management tool for assessing profit potential. On our revised Anne Arundel County web page enterprise budgets are available under the agricultural bulletin section at: www.agnr.umd.edu/annearundel/agbulletin.htm

If you would like assistance in developing a business plan for your operation than feel free to give me a call.

**Components of an Enterprise Budget:**

- **Gross Income**
- **Variable Costs (Inputs)**
- **Fixed Costs (Overhead)**
- **Net Income**

**Accurate Estimation of Fixed Costs**

- **Develop Machine Operation Costs**
- **Land Costs (Lease)**
- **Maintenance Costs**
- **Labor Costs (Employers)**

*An Enterprise Budget is Crop or Livestock Specific*
Check Out Our Updated County Website
Visit us in Cyberspace!!!
Christie Kneipp is our website designer. Christie has recently updated our website, and we hope that you find the additions helpful.
The current and past newsletter additions are available for viewing or copy at:
www.agnr.umd.edu/AnneArundel/newsletter.htm
An agricultural bulletin page is also available for viewing or copy under our hot topics section at:
www.agnr.umd.edu/AnneArundel/agbulletin.htm

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“An equilibrium of agriculture, manufacture and commerce is certainly become essential to our independence. Manufactures sufficient for our own consumption of what we raise the raw materials (and no more). Commerce sufficient to carry the surplus produce of agriculture beyond our own consumption to market for exchanging it for articles we cannot raise (and no more). These are the true limits of manufactures and commerce. To go beyond them is to increase our dependence on foreign nations and our liability to war. These three important branches of human industry will then grow together and be really handmaids to each other.” – Thomas Jefferson to James Jay, 1809. ME 11:55

Thanks for Partnering
Thanks for partnering with the Maryland Cooperative Extension, and supporting our programs. I also hope you enjoy this newsletter. If you are no longer interested in receiving this newsletter, please call or write the office for the removal of your name from the mailer.

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

Prince George’s Cooperative Extension
6707 Groveton Drive
Clinton, MD 20735
301 868-8783

Anne Arundel Cooperative Extension
7320 Ritchie Highway, Suite 210
Glen Burnie, MD 21061
410 222-6759 or 301 970-8250

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