

The University of Maryland Extension Agriculture and Natural Resources Profitability Impact Team proudly presents this bi-weekly publication for the commercial vegetable and fruit industry.

Issue #10 August 5, 2010

## Casual Observations from Southern Maryland

By Ben Beale  
Extension Educator & CED, Agriculture  
St. Mary's County

- ✓ As with the many other parts of the state, sporadic rainfall continues to dominate the headlines. A few isolated showers have fallen over the last two weeks.
- ✓ Main season harvest of tomatoes, melons, sweet corn and peppers continues, with reports of good yield and quality.
- ✓ Peaches are abundant.
- ✓ Pumpkins and winter squash crops are taking more time to manage with powdery mildew presence.

## Vegetable Crop Insect Update

Joanne Whalen, Extension IPM Specialist;  
[jwhalen@udel.edu](mailto:jwhalen@udel.edu)

### Cabbage

As soon as plants are set in the field, be sure to sample for cabbage looper and diamondback larvae. Moths can be found laying eggs in fields.

Treatment will be needed before larvae move into the hearts of the plants.

### Lima Beans

Continue to scout for spider mites, stink bugs, lygus bugs and corn earworm. As soon as pin pods are present, be sure to watch carefully for plant bug and stinkbug adults and nymphs as well as corn earworm larvae. As a general guideline, treatment should be considered for plant bugs and stink bugs if you find 15 adults and/or nymphs per 50 sweeps. A treatment will be needed for corn earworm if you find one corn earworm larvae per 6 ft-of-row.

### Melons

Continue to scout all melons for aphids, cucumber beetles, and spider mites. We are starting to see an increase in aphids in isolated fields. We continue to find fields with beet armyworms and cabbage loopers feeding on the rinds of watermelons.

### Pepper

As soon as the first flowers can be found, be sure to consider a corn borer treatment. Depending on local corn borer trap catches, sprays should be applied on a 7-day schedule once pepper fruit is ¼ - ½ inch in diameter.

Be sure to check local moth catches in your area by calling the Crop Pest Hotline (in state: 1-800-345-7544; out of state: 302-831-8851) or visiting our website at:

<http://ag.udel.edu/extension/IPM/traps/latestblt.html>

You will also need to consider a treatment for pepper maggot. Be sure to watch carefully for beet armyworm larvae since they can quickly defoliate plants. In addition to beet armyworm feeding on leaves you should also watch for an increase in aphid populations.

We are starting to find aphid populations increasing and they can explode quickly, especially where beneficial insect activity is low. As a general guideline, treatment may be needed if you find one or more aphids per leaf and beneficial activity is low.

### Snap Beans

As corn borer and corn earworm populations start to increase, you will need to consider treatments for both insect pests. Sprays are needed at the bud and pin stages on processing beans for corn borer control. As earworm trap catches increase, an earworm spray may also be needed at the pin stage.

You will need to check our website for the most recent trap catches to help decide on the spray interval between the pin stage and harvest for processing snap beans at:

<http://ag.udel.edu/extension/IPM/traps/latestblt.html>

and

<http://ag.udel.edu/extension/IPM/thresh/snapbeanecbthres.html>

### Sweet Corn

Continue to sample all fields from the whorl through pre-tassel stage for corn borers, corn earworms and

fall armyworm. We continue to see an increase in whorl infestations of fall armyworm. A treatment should be considered when 12-15% of the plants are infested. Since fall armyworm feed deep in the whorls, sprays should be directed into the whorls and multiple applications are often needed to achieve control. The first silk sprays will be needed for corn earworm as soon as ear shanks are visible.

Be sure to check both blacklight and pheromone trap catches for silk spray schedules since the spray schedules can quickly change. Trap catches are generally updated on Tuesday and Friday mornings at: <http://ag.udel.edu/extension/IPM/traps/latestblt.html> and <http://ag.udel.edu/extension/IPM/thresh/silkspraythresh.html>

You can also call the Crop Pest Hotline in state at: 1-800-345-7544; out of state: 302-831-8851.

## Pumpkins Winter Squash and Gourds Added to Quintec Label

Bob Mulrooney, Extension Plant Pathologist;  
[bobmul@udel.edu](mailto:bobmul@udel.edu)

Several additional cucurbit crops were added to the Quintec label and the changes are not in the 2010 Vegetable Recommendations book.

Quintec is labeled for powdery mildew control on winter squash, gourds and pumpkin in addition to watermelon, cantaloupe and other melons such as honeydew and others. Rates range from 4-6 fl oz/A. See label for details. This is a good powdery mildew fungicide and should be used in rotation with other fungicides for powdery mildew. Be sure to read the label to avoid fungicide resistance.



## Cucurbit Downy Mildew Update

Bob Mulrooney, Extension Plant Pathologist;  
[bobmul@udel.edu](mailto:bobmul@udel.edu)

Downy mildew on cucumbers is increasing in occurrence in commercial acreage but appears to not be reducing yields at the present time.

Maintain sprays schedules on an appropriate interval. As we get later in the season it often means starting a spray program at the 1 to 3 leaf stage and keeping on a 7-day program initially. The forecast for July 29 was high risk for Delmarva, and depending where you were thundershowers would have brought rain and possibly spores as well. Keep cucumbers protected. New Jersey reported its first downy mildew occurrence on Thursday, July 29.



Helping Traditional Rural Businesses Succeed in the 21st Century

Maryland Agricultural & Resource-Based Industry Development Corporation  
1410 Forest Drive, Suite 28, Annapolis, MD 21403 Phone: 410-267-6807 Fax: 410-267-6809

## Maryland Value Added Producer Grants for Capital Assets

### Now Available from MARBIDCO

ANNAPOLIS (June 30, 2010) – The Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO) has announced a grant funding opportunity to encourage Maryland's agricultural producers to expand or diversify their business operations by installing capital assets to make a product that is "value added." Eligible applicants must be a crop or livestock producer or processor, agricultural cooperative, seafood processor, or timber products processor, and have been in business for a minimum of two years.

Applicants can receive up to \$20,000 for projects such as production buildings and major fixtures, livestock or seafood processing facilities, fruit or vegetable processing facilities, timber or wood products facilities, and manure digesters.

Cash matching funds are required, and must be at least equal to the amount of grant funds requested. The submission deadline for applicants seeking to receive MVAPG-Capital Assets Option grants from MARBIDCO is Monday, August 16, 2010.

Grant award announcements will be made on or about September 15th. Late applications will not be accepted.

Please visit the MARBIDCO website for more information and to download the MVAPG application form: <http://www.marbidco.org/>

Questions about the MVAPG-Capital Assets Option may also be addressed by contacting Kristen Robinson, MARBIDCO Financial Programs Officer, at (410) 267-6807.

**MARBIDCO is an agricultural economic development authority established in 2007 with a statewide mission to help Maryland's farm, forestry, seafood businesses achieve sustainability and profitability, and thereby help preserve rural working lands in the process. MARBIDCO offers assistance to qualifying rural businesses in securing affordable capital and credit for farmland purchases and other business projects (often by partnering with commercial lenders).**

# New Marketing Resource for CSA Farms

The concept of Community Supported Agriculture (CSA) has revolutionized direct marketing possibilities for small scale farmers in the United States. The United States Department of Agriculture tried to determine the number of CSAs operating nationwide through a question in the 2007 Census of Agriculture. An amazing 12,549 farmers told the government that they marketed their products through a CSA in 2007.

But how successful is the CSA model in Maryland, a highly urbanized state with a well educated population?

How do we share successful elements of this marketing venue with other farmers interested in adding the CSA model to their marketing mix?

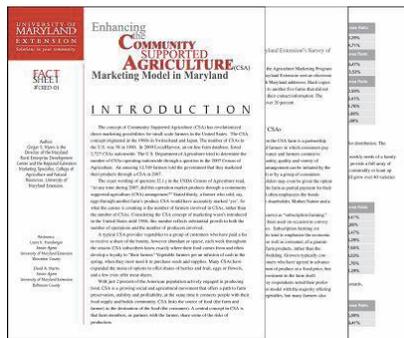
A new University of Maryland Extension publication, "Enhancing the Community Supported Agriculture (CSA) Marketing Model in Maryland", looks at the broad picture of Community Supported Agriculture (CSA) as a marketing model and then burrows down, utilizing survey results from Maryland CSA farmers, to further define: what works well, how to retain customers, and how to increase profitability of your CSA.

## The publication has three major sections:

1. The results of a statewide survey of Maryland CSA farms.
2. The results of a customer survey conducted by Provident CSA Farms, a small group of organic farms on the eastern shore that market their products together in one CSA. They conducted a customer survey in 2009 with the intent of using the results to help fine tune their production efforts and expand the CSA membership.
3. Additional components needed to take full advantage of the CSA farm marketing model and additional resources for starting a CSA farm.

A grant from Northeast SARE, in cooperation with University of Maryland Extension provided funding for this project and publication. SARE is a program of the USDA's Cooperative State Research, Education and Extension Service.

A printable version of the publication is available online at [www.agmarketing.umd.edu](http://www.agmarketing.umd.edu) or contact Ginger Myers, [gsmyers@umd.edu](mailto:gsmyers@umd.edu), or call 301-432-2767 ext 338 to request a printed copy



## A Facilitated Workshop on Succession Planning. Keeping Family Forests and Farms in the Family

This workshop will explore *Succession Planning* and the human side of estate planning. It will focus on:

- Maintaining family ties to the land from generation to generation
- Building awareness of the key challenges facing family businesses
- Motivating families to address the challenges

This DVD-based, interactive workshop provides effective tools families can use to decide the future of their land and land-based businesses. With presentations by two leading experts and practical exercises, the workshop coaches families to develop techniques and communications skills they need to address the tough issues.



Each family will receive a copy of the workbook and companion DVD, *Ties to the Land*, designed to help families improve and focus their communications at home.

August 12, 2010  
1:30–6:00

Charles County Public Library, La Plata Branch  
2 Garrett Avenue  
La Plata, Maryland 20646

Workshop Fee: \$40 for first family member, \$15 for each additional family member. Fee includes refreshments and a copy of the workbook & DVD, *Ties to the Land: Your Family Forest Heritage* (a \$45 value).

With special guest, Clint Bentz, workshop developer and author!

Register by reply with the enclosed form. Registration and Payment due by August 6

For more information, contact Carol Taylor at 410-827-8056, ext. 135 or [carolt@umd.edu](mailto:carolt@umd.edu)



# TIES TO THE LAND: A Facilitated Workshop on Succession Planning *Keeping Family Forests and Farms in the Family*

**Few challenges that family forestland owners, farmers, ranchers, and other land-based family businesses face are more important than the issue of passing the business and its land base on to the following generation. Many small landowners want to preserve their family lands but don't know how to involve family members in ownership and operation of their small land-based businesses.**

On August 12, 2010, University of Maryland Extension will explore Succession Planning in a facilitated workshop. Succession Planning--the human side of Estate Planning--focuses on ways to maintain family ties to the land from generation to generation, building awareness of key challenges facing family businesses and motivating families to address those challenges. This workshop is a mix of presentations and practical exercises to help families develop techniques needed to address tough issues. Topics covered will also be relevant to professionals working with landowner families.

This is a DVD-based workshop featuring presentations by Clint Bentz (CPA, Boldt Carlisle & Smith, and Chairman, American Tree Farm System) and Mark Green (Director, Austin Family Business Program at Oregon State University), with live classroom activities conducted by a local facilitator. Bentz will be making a special guest appearance as well.

Each family will receive a copy of the Ties to the Land workbook & companion DVD, which are designed to help families continue to improve and direct their communications at home. More information about succession planning is available on the Ties to the Land web site, <http://www.familybusinessonline.org/resources/ttl/home.htm>

### **Workshop Location & Registration**

**Date:** August 12, 2010

Time: 1:30 – 6:00

Workshop location: Charles County Public Library  
La Plata Branch  
2 Garrett Avenue  
La Plata, Maryland 20646

**Workshop Fee:** \$40 for first family member; \$15 per additional family member. The fee includes refreshments and one copy per family of the workbook: Ties to the Land: Your Family Forest Heritage (\$45 value; additional copies will be available at the workshop or online at the web site).

**Registration Information:** For more information contact Carol Taylor at 410-827-8056, ext. 135 or [carolt@umd.edu](mailto:carolt@umd.edu). Checks should be made out to "University of Maryland" and can be sent to Carol Taylor, Wye REC, PO Box 169, Queenstown, MD 21658 along with a completed registration card (attached).

For planning purposes, please register and submit payment by August 6.

- ▲ Nevin Dawson
- ▲▲ Forest Stewardship Educator
- ▲▲▲▲ Wye Research and Education Center
- University of Maryland Extension

410-827-8056 ext. 125  
PO Box 169  
124 Wye Narrows Rd.  
Queenstown, MD 21658

## ***Vegetable & Fruit Headline News***

A bi-weekly publication for the commercial vegetable and fruit industry available electronically in 2010 from March through September on the following dates: March 18; April 1 & 15; May 6 & 20; June 3 & 17; July 8 & 22; August 5 & 19; September 2 & 16.

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**Article submission deadlines for 2010:** March 17 & 31; April 14; May 5 & 19; June 2 & 16; July 7 & 21; August 4 & 18; September 1 & 15.