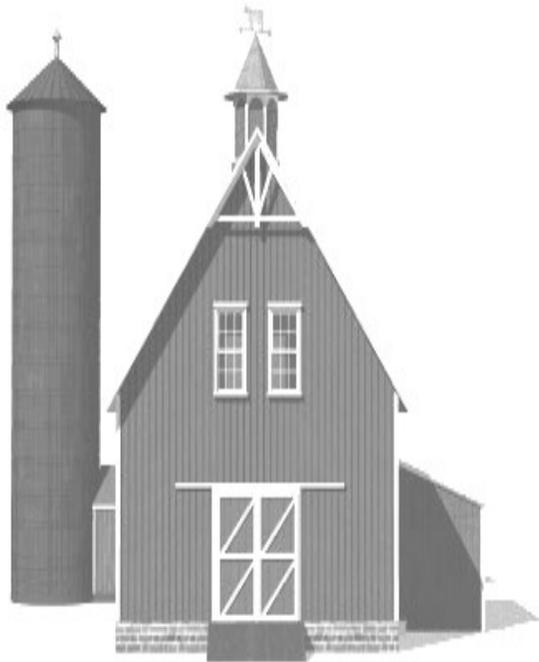


# Farm Notes

*August 2013*

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## AGRICULTURAL ENTREPRENEURIAL BUSINESS PLAN COURSE

### **What is this course?**

This 3-evening course taught by University of Maryland Extension Faculty is for the agricultural entrepreneur who is thinking about starting an agricultural based venture, needing to expand a current business, or considering an opportunity to diversify. The course is designed to enhance entrepreneurial skills and assist in the development of a business plan. It will help those individuals who are searching for innovative ideas and enhanced marketing opportunities in the area of agriculture. Attendees will have networking opportunities and one-on-one consultation time with instructors. A business planning book will step you through the process of developing the business plan.

### **When is this course?**

6:30 to 9:00 pm on November 7, 14, and 21, 2013.

### **Where is the course?**

Carroll County Office, University of Maryland Extension  
700 Agriculture Center, Westminster, MD 21157

### **What is the cost?**

\$25 for up to two people from the same family/business. Business partners or couples are encouraged to attend together.

### **How do I register?**

Registration deadline is **November 4, 2013**. Make checks payable to Carroll County EAC. Mail payment with your name, address, and phone number to: Carroll County Office, University of Maryland Extension, November AEBP, 700 Agriculture Center, Westminster, MD 21157

For inquiries or more information call 410-386-2760.

Source: UME

## **2013 ESTATE PLANNING FOR FARM FAMILIES FACT SHEET**

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A pdf copy of the updated for 2013 “Estate Planning for Farm Families” Fact Sheet is now available at the Policy Center’s website, <http://agresearch.umd.edu/canrp/>.

*Source: Paul Goeringer, Extension Economist/Lawyer, UME, pgoeringer@arec.umd.edu*

## **ORGANIC VEGETABLE TWILIGHT TOUR**

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**What:** Tours of University of Maryland organic research plots  
The effect of cover crops, plastic and other parameters on soil CO<sub>2</sub> emissions  
Weed control in organic systems  
Companion plantings for increased biocontrol  
Cover crop effects on pests and natural enemies  
Speakers include organic growers and University of Maryland researchers

**Where:** Upper Marlboro Research and Education Center  
2005 Largo Rd Upper Marlboro, MD 20774

**When:** August 15, 2013. Dinner served from 5-6pm  
Wagon tours start at 6pm

**Who:** All organic vegetable growers or those interested in organic vegetable production

There is no charge for the meeting, but registration is requested to help with meal planning. Register for meeting by sending an email to Jerry Brust [jbrust@umd.edu](mailto:jbrust@umd.edu)

*Source: Jerry Brust, UME, jbrust@umd.edu*

## **MARYLAND POULTRY WEB PAGE**

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<http://extension.umd.edu/poultry>

*Source: UME*

## **2013 FINANCIAL ASSISTANCE PROGRAM (FAP) FOR PRODUCERS IN TARGETED STATES**

### **BACKGROUND:**

Section 524(b), Agricultural Management Assistance, of the Federal Crop Insurance Act (the Act) states that the Secretary shall provide financial assistance to producers in the States of--Connecticut, Delaware, Hawaii, Maine, Maryland, Massachusetts, Nevada, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Utah, Vermont, West Virginia, and Wyoming. Pursuant to section 524(b) of the Act, funding will be made available by the Commodity Credit Corporation.

### **ACTION:**

1. FAP funding will be provided to producers in the above identified States who purchase buy-up insurance policies (except as excluded in paragraph 2) for the 2013 crop year with acreage reporting or inventory value reporting dates prior to September 30, 2013.

2. Policies not eligible for financial assistance include all catastrophic risk protection policies, and any policies or endorsements insured under the Livestock Risk Protection and Livestock Gross Margin plans of insurance.

3. The Risk Management Agency (RMA) will provide a fixed premium reduction of \$225.00 per crop policy for eligible producers. If the total producer-paid premium per crop policy is less than \$225.00, the amount of premium reduction will be capped at 100 percent of producer-paid premium for the crop policy.

4. No portion of any administrative fee will be paid under the FAP.

5. RMA is making \$5,694,000 available for this initiative. If participation in the FAP results in total expenditures that exceed this amount, RMA will determine a pro-ratio factor to reduce the aggregated financial assistance to an amount equal to or below the \$5,694,000 appropriation. Approved Insurance Providers (AIPs) will reduce the amount of financial assistance using the pro-ratio factor for all eligible producers and reflect the correct amount of financial assistance in the producers' billing statements or revised billing statements (if applicable). If the pro-ratio factor, when applied, results in underpayment of premium by insureds, the AIPs will be responsible for collection of any underpaid premium from the insured entity. AIPs will be required to utilize the pro-ratio factor to determine accurate amounts of financial assistance to be submitted through RMA's Policy Acceptance Storage System (PASS) or eDAS System for validation and reimbursement purposes.



6. Section 524(b)(3) of the Act provides that the total amount of payments made to a person (as defined in Section 1001(5) of the Food Security Act (7 U.S.C. 1308(5))) (before the amendment made by section 1703(a) of the Food, Conservation, and Energy Act of 2008) under this subsection for any year may not exceed \$50,000. RMA will coordinate with other USDA agencies as necessary to apply this limitation.

7. No additional application is necessary to qualify for the FAP. Financial assistance will be applied automatically to all applicable crop policies which meet the eligibility criteria outlined in this bulletin, including those policies insured by written agreement, not to exceed the \$5,694,000 appropriation.

8. For billing purposes, AIPs will either deduct the amount of financial assistance from the producer premium on the billing statement, or note on the billing statement that the producer premium will be subject to a refund based on the final amount of financial assistance provided. In the event that participation results in the projected total expenditures for financial assistance exceeding the \$5,694,000 appropriation, it will be reduced on a pro-ratio basis as outlined in Item No. 5 above.

9. In order to determine expenditures timely and accurately, AIPs should submit all information through the PASS or eDAS systems regarding premium by the latter of the following deadlines: a) Within 30 days after the applicable acreage reporting date or; b) Within 30 days after issuance of this bulletin.

10. At the December accounting cutoff prior to the Annual Settlement, RMA will establish an amount billable (to FSA for the FAP and to applicable state governments for any State subsidies). These billable amounts per AIP become the maximum amount that can be paid to the AIP for the applicable category.

a) RMA aggregates all AIP billable amounts to determine the total amount billed to the respective funding entity. RMA bills each funding entity as soon as feasibly possible.

b) If a pro-ratio process is required due to insufficient funds availability from the funding entity, then:

- i. RMA will determine the pro-ration factor;
- ii. RMA will calculate correct amounts based on these pro-ration factors and;
- iii. RMA will notify AIPs as to the pro-ration factor to be utilized in each situation.

AIPs must submit to RMA by October 31, 2013, a list of all policies receiving financial assistance for which Appendix III information was not accepted by PASS or by eDAS prior to the October accounting cut-off date (October 11, 2013). This list in spreadsheet format must contain the following: AIP Code, State Code, Crop Year, County Code, Policy Number, Plan of Insurance, Crop Code, Coverage Level, and the amount of financial assistance for each crop policy. Please submit this list electronically in Microsoft Excel format to Lee Z. Ziegler, Economist, Reinsurance Services Division, at [lee.ziegler@rma.usda.gov](mailto:lee.ziegler@rma.usda.gov).

AIPs can refer to Appendix III for instructions regarding processing and reimbursement.

Source: USDA/RMA

## **AG MARKETING ALERT!**

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The University of Maryland Extension is proud to announce a new and improved website for the Maryland Rural Enterprise Development Center! The URL has changed to <http://extension.umd.edu/mredc>.

Source: Susan Barnes, Administrative Assistant, University of Maryland Extension, Western Maryland Research and Education Center  
[msbarnes6@umd.edu](mailto:msbarnes6@umd.edu)

## **MARYLAND AGRICULTURE IS \$8.25 BILLION INDUSTRY**

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Maryland Agriculture is \$8.25 Billion Industry, UMD Study Shows Researchers look at “ripple-effect” caused by agriculture in the state

COLLEGE PARK – The impact of agriculture on Maryland’s economy amounts to \$8.25 billion annually, according to a recent study published by the Department of Agricultural and Re-source Economics in the College of Agriculture and Natural Resources at the University of Maryland.

The study, conducted by Professor Loretta Lynch and graduate student Jeffrey Ferris, looks beyond the revenue generated from farm products (\$1.8 billion) and takes an in-depth look at how the agricultural and forestry industries weave their way into nearly every sector of Maryland’s robust economy.

“While agriculture and forestry uses occupy 66% of Maryland’s land, agriculture only accounts for less than one-percent of the state’s gross domestic product,” says Loretta Lynch, Ph.D., co-author of the study and Director of the Center for Agricultural and Resource Policy at UMD. “We suspected, however, that evaluating the ripple effects generated by agriculture on Maryland’s economy would tell us a different story.”

Using an input-output analysis, the study takes into account the numerous industries that provide supplies and services necessary to process, manufacture and package products grown and harvested from Maryland’s farms and forests. UMD researchers found that for every dollar generated directly by agriculture or forestry industries, 45 cents was added to other sectors in the state; and, for every five jobs generated in these industries, three

additional jobs were created around the state. The total economic impact of Maryland agriculture amounted to \$8.25 billion annually and 45,600 jobs.

The study was commissioned by Cheng-i Wei, Dean of the College of Agriculture and Natural Resources at the University of Maryland. "Agriculture is a part of Maryland's economy that is often overlooked and under-

estimated, but this study reinforces that it is essential to our state's economic health," says Wei, Ph.D. "It is important that we understand the full impact of agriculture so that we continue to discover innovative ways to keep the industry prosperous and train the next generation of leaders who will preserve it."

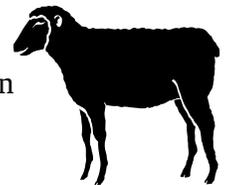
The study, the first of its kind since 2005, also highlights the changing face of agriculture in Maryland. While the number of farms in the state continues to decline, farmers are adapting, modernizing and becoming highly efficient, producing more with less for local, regional, national and international markets. Steady profits, however, are necessary to keep Maryland operations from shutting down and causing a snowball effect on the state's economy.

"The decline of the agricultural and forestry sectors would have an impact on not just farm families and agriculturally based businesses," the study states. "It would ripple out to the entire economy, causing distress to workers in many sectors, and losses to taxpayers, businesses, and others who benefit from a strong Maryland economy."

*Source: CANR/UME*

### **SORTING THROUGH THE INFORMATION ON SHEEP AND GOAT PARASITE CONTROL: A DECISION MAKING SUPPORT TOOL**

This decision making support tool is designed to help sheep and goat producers sort through the large amount of information available on controlling sheep and goat parasites and make decisions about specific management options that are relevant to their farm operation. It is not intended to be prescriptive or replace your veterinarian with regard to diagnosis of parasitism or specifics of drug use. We believe parasite control programs should be developed at the farm level. The information has been organized in a "decision tree" or "flow chart" approach where answering one question leads to another question or various management options.



For more information on this tool go to: [http://vet.osu.edu/extension/decision-tree?source=newslettersheep&utm\\_source=newsletter&utm\\_medium=email&utm\\_campaign=July-9-Sheep](http://vet.osu.edu/extension/decision-tree?source=newslettersheep&utm_source=newsletter&utm_medium=email&utm_campaign=July-9-Sheep)

*Source: The Ohio State University College of Veterinary Medicine, Veterinary Extension*

### **CARROLL COUNTY CITIZEN CORPS. EMERGENCY PREPAREDNESS EXPO**

The Carroll County Citizen Corps will be hosting the annual Emergency Preparedness Expo on Saturday, August 24, 2013. The event will be held at the Westminster Home Depot, 835 Market Street from 9am-2pm.

The expo provides an opportunity for the entire family to become familiar with the many aspects of emergency preparedness, response and recovery. Featured are live demonstrations, static displays, informational exhibits, give-a-ways and raffle prizes.

Participants include: Carroll County Volunteer Emergency Services Association (CCVESA), Carroll County Sheriff's Department, Westminster City Police, Carroll County Offices of Public Safety and Public Works, Carroll County Health Department, Carroll Hospital Center, Carroll Community College and many more.

The Emergency Preparedness Expo is an educational and fun-filled event for the whole family. Be sure to stop by!

Source: Marianne C. Souders, Emergency Management Planner, 410-386-2877

## **JULY 2013 ISSUE OF WILD & WOOLLY**

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The July 2013 issue of Wild & Woolly has been published to the web at <http://www.sheepandgoat.com/news/Summer2013.html>. Wild & Woolly is a quarterly newsletter for sheep and goat producers and anyone else interested in small ruminants.

A PDF version of the newsletter may be downloaded from <http://www.sheepandgoat.com/news/PDF/Summer2013.pdf>. Past issues (since 2002) are archived at <http://www.sheepandgoat.com/news/main.html>.

In between issues of the newsletter be sure to visit the Shepherd's Notebook blog at <http://mdsheepgoat.blogspot.com> and/or the University of Maryland Small Ruminant Facebook page at <https://www.facebook.com/MDSsmallRuminant>.

Source: Susan Schoenian, Sheep & Goat Specialist, W. MD Research & Education Center, University of Maryland Extension, [sschoen@umd.edu](mailto:sschoen@umd.edu),

## **DATES TO REMEMBER**

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- August 15      **Organic Vegetable Twilight Tour**-Dinner 5 to 6 pm, Tours 6 pm, Upper Marlboro Research & Education Center, 2005 Largo Rd, Upper Marlboro, MD, Contact: [jbrust@umd.edu](mailto:jbrust@umd.edu)
- August 17      **Pleasure Walk & Grazing Field Day**-10 to 2 pm, Holterholm Farms, 5827 Holter Road, Jefferson, MD, Contact: 301-600-3576 or [smarouli@umd.edu](mailto:smarouli@umd.edu)
- August 21      **WMREC Horticultural Crops Twilight Meeting**-5 to 7:30 pm, Western MD Research & Education Center, 18330 Keedysville Rd, Keedysville MD, Contact: 410-386-2760 or [mabbott@umd.edu](mailto:mabbott@umd.edu)
- August 28      **Wye Research & Educational Center Horticultural Crops Twilight Meeting**-5 to 7:30 pm, 211 Farm Lane, Queenstown, MD, Contact: 410-827-8056 X115 or [ddant@umd.edu](mailto:ddant@umd.edu)
- September 7      **Pasture Management Seminar For Horse Owners**-8:30 to 3 pm, Baltimore County Extension Office, 1114 Shawan Road, Cockeysville, MD, Contact: <http://umepastureseminarbalt.eventbrite.com>
- September 4      **Crop Insurance Industry Workshop**-9 to 3 pm, Loews Hotel, Annapolis, MD, Contact: [lkoch@arec.umd.edu](mailto:lkoch@arec.umd.edu)
- September 21      **Pasture Management Seminar For Horse Owners**-8:30 to 3 pm, Hassler Dressage At Riveredge, 1455 Cayots Corner Road, Chesapeake City, MD Contact: <http://umepastureseminarcecil.eventbrite.com>

Nov 7, 14, 21

**Agricultural Entrepreneurial Business Plan Course**-6:30 to 9 pm, Carroll County Extension Office, 700 Agriculture Center, Westminster, MD, Contact: 410-386-2760

*Visit our web site at <http://carroll.umd.edu> For more event listings visit <http://www.agnr.umd.edu/AGNRCalendar/>*

Yours for better farming from your  
Carroll County Agriculture Extension Educators,

Michael R. Bell  
Extension Agent  
Agriculture & Natural Resources  
[mbell@umd.edu](mailto:mbell@umd.edu)

Bryan R. Butler, Sr.  
Extension Agent  
Commercial Horticulture/  
Mid-MD Tree Fruit  
[bbutlers@umd.edu](mailto:bbutlers@umd.edu)

Steve Allgeier  
Extension Educator  
Home Horticulture/  
Master Gardener Coordinator  
[hortman@umd.edu](mailto:horman@umd.edu)

***If you would like to be removed from our mailing list, please call: 410-386-2760 or 1-888-326-9645.***

If you have a disability that requires special assistance for your participation in a program please contact the Carroll County Extension Office at 410-386-2760, Fax: 410-876-0132, two weeks prior to the program.

The information given herein is supplied with the understanding that no discrimination is intended and no endorsement by University of Maryland Extension is implied.

# **WYE RESEARCH AND EDUCATION CENTER (WyeREC) HORTICULTURAL CROPS TWILIGHT MEETING**

Wednesday, August 28, 2013

5:00 pm – 7:30 pm

**WyeREC**

**211 Farm Lane**

**Queenstown MD 21658**

This educational meeting is intended to provide producers and the general public the opportunity to get a firsthand look at several of the ongoing Horticultural Crops projects at the University of Maryland's research facility in Queenstown.

Highlights include, but not limited to:

- Updates from University of Maryland Extension and University researchers and specialists
- The latest on the Brown Marmorated Stink Bug (BMSB) and Spotted Wing Drosophila on Fruit and Vegetables
- Updates on disease control in vegetable crops
- Tour of ongoing projects, including
  - ❖ Pumpkin IPM Spray Trials
  - ❖ Asian Pear Variety Trial
  - ❖ NC140 Size-Controlling Rootstock Evaluation
  - ❖ Aronia Trials
  - ❖ Impact of Buckwheat on the mortality of exotic and native Pentatomids in Organic Sweet Corn planting

\*\*\*Sandwiches and refreshments will be provided. Registration is not required, but will help us to plan for handouts, food and drinks. Reply to: Debby Dant, 410-827-8056 X115, [ddant@umd.edu](mailto:ddant@umd.edu) or Michael Newell, 410-827-7388, [mnewell@umd.edu](mailto:mnewell@umd.edu)\*\*\*

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**E X T E N S I O N**

*Solutions in your community*

# Agricultural Entrepreneurial Business Planning Course

## *What is this course?*

This 3-evening course taught by University of Maryland Extension Faculty is for the agricultural entrepreneur who is thinking about starting an agricultural based venture, needing to expand a current business, or considering an opportunity to diversify. The course is designed to enhance entrepreneurial skills and assist in the development of a business plan. It will help those individuals who are searching for innovative ideas and enhanced marketing opportunities in the area of agriculture. Attendees will have networking opportunities and one-on-one consultation time with instructors. A business planning book will step you through the process of developing the business plan.

## *When is this course?*

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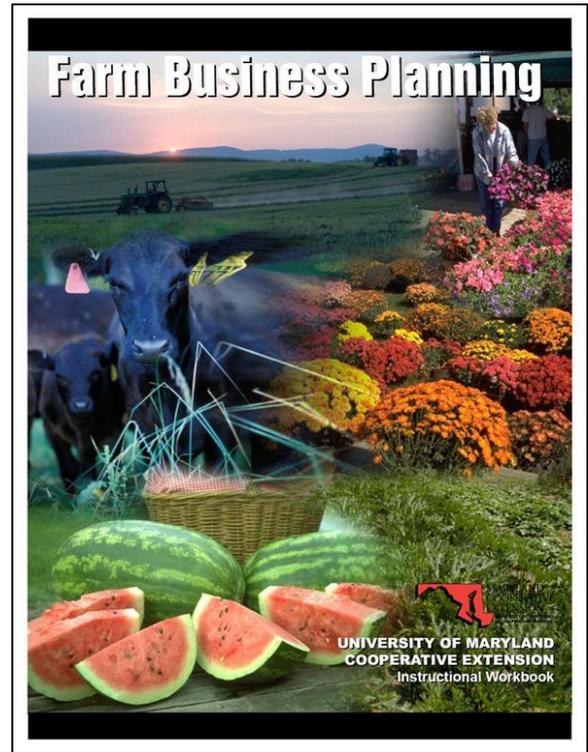
## *What is the cost?*

\$25 for up to two people from the same family/business. Business partners or couples are encouraged to attend together.

## *How do I register?*

Registration deadline is **November 4, 2013**. Mail registration form below and payment to: Carroll County Office, University of Maryland Extension, November AEBP, 700 Agriculture Center, Westminster, MD 21157

Make checks payable to Carroll County EAC. For inquiries or more information call 410-386-2760.



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## Agricultural Entrepreneurial Business Planning Course

Name(s) of participant(s) \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

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