Farm Notes
January 2014

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 February 25, March 4 and 11, 2014.

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 February 18, 2014. Make checks payable to Carroll County EAC. Mail payment with your name, address, and phone number to:
Carroll County Office, University of Maryland Extension 700 Agriculture Center, Westminster, MD 21157
For inquiries or more information call 410-386-2760.

Source: UME

The University of Maryland Extension programs are open to any person and will not discriminate against anyone because of race, age, sex, color, sexual orientation, physical or mental disability, religion, ancestry, national origin, marital status, genetic information, political affiliation, and gender identity or expression.
The University of Maryland Extension will host a Mid-Atlantic Small Flock Poultry Mini Expo at 3 different locations from 9:00 AM to 3:00 PM on the following dates:

**January 18, 2014 - Chesapeake College**  
Eastern Shore Higher Education Center, Rm. 110, 1000 College Circle, Wye Mills, MD 21679

**February 8, 2014 - University of Maryland Extension—Montgomery County Office**  
18410 Muncaster Road, Derwood, MD 20855

**March 8, 2014 - North Harford High School**  
211 Pylesville Road, Pylesville, MD 21132

The mini expos will feature at least 10 educational seminars on urban poultry keeping, feeds & feeding, breed characteristics, rules and regulations, disease prevention and control, production basics, predator control, poultry first aid, poultry production for profit, breeding & incubation, egg grading and handling.

- Door prizes will be awarded!
- Extension Specialists and Educators will be available to answer technical questions about production practices.
- Vendors will be available with poultry equipment and supplies.

Registration is required: Adults: $35 and Children under 18 years: $15. Registration fees include lunch. To register online go to: smallflockpoultryexpo.eventbrite.com NO on-site registration is offered!

For additional information about the Mid-Atlantic Small Flock Poultry Mini Expo please e-mail Susan Barnes at sbarnes6@umd.edu or visit the web site at http://extension.umd.edu/poultry/small-flock-production/mid-atlantic-small-flock-poultry-expo

If you have a disability that requires special assistance for your participation at one of our expo locations, please contact the location you are attending at least two weeks prior to the program to receive assistance: Chesapeake College: (410) 758-0166 ● University of Maryland Extension—Montgomery County Office: (301) 590-9638 ● North Harford High School: (410) 638-3255.

**2014 MARYLAND DAIRY CONVENTION**

When: February 22, 2014, 8:30 am – 3:00 pm

Where: Holiday Inn and Conference Center, FSK Mall, 5400 Holiday Drive, Frederick, MD

For more information and to register please see the attached Convention flyer.

*Source: MDIA*
COW-SIDE FORUM ON REDUCING LAMENESS OFFER PRACTICAL, HANDS-ON TRAINING FOR DAIRY MANAGERS AND EMPLOYEES

Maryland dairy producers have an opportunity to learn about reducing lameness through a program called Cow-side Forums for Improved Hoof Health. This program is being sponsored by the University of Maryland’s Department of Animal and Avian Sciences, University of Maryland Extension, and other partners.

Dr. Ernest Hovingh, Extension Veterinarian, with the Department of Veterinary and Biomedical Sciences at Pennsylvania State University, University Park, PA, local hoof trimmers and veterinarians, and Novus International will partner with the University of Maryland to jointly offer this program.

“Lameness has been identified as one of the most crucial problems associated with animal care and management, and is incredibly important in today's dairy herd comments Dr. Bob Peters, Extension Dairy Specialist, at the University of Maryland.” Dr. Hovingh with Penn State Extension has further noted that “Clinical lameness can cost the producer in terms of treatment for the problem, but lameness can also lead to decreased milk production, impaired reproductive performance, and costs related to culling an animal.” This forum trains producers and employees on proper hoof care, proper hoof trimming, monitoring practices, and management techniques.

The forum will feature two components: a classroom session beginning at 10:00 a.m. and hands-on instruction in the afternoon.

The classroom discussion will focus on the fundamentals of hoof care and tools needed to improve hoof health on the farm, as well as how to prevent lameness in dairy herds. Following lunch, forum participants will participate in breakout sessions including (1) barn tour to evaluate housing, environment and facilities’ impacts on hoof health (2) live hoof-trimming observation with hoof trimmer, and (3) hands-on trimming of cadaver hooves.

There is no fee for this program but pre-registration is required for lunch and other preparations at the forum location. To register, call the number listed with the location details below.

Forum location:

January 21, 2014. Classroom and hand-on instruction will be at Teabow, Inc., 10201 Glade Road, Walkersville, MD 21793. Call 301-600-3576 on or before January 14 to register.

For more information, contact: Stanley Fultz, 301-600-3578.

PROFESSIONAL FERTILIZER APPLICATOR CERTIFICATION

Information regarding upcoming trainings for this certification can be found at the following MDA website: http://mda.maryland.gov/resource_conservation/Pages/nutrient_management_training_program.aspx

WOMEN IN AGRICULTURE CONFERENCE

The University of Maryland Extension, Delaware Cooperative Extension, Delaware State Extension and Rutgers Cooperative Extension will partner to offer the 13th Annual Mid Atlantic Women in Agriculture
Regional Conference. The conference will be held on February 20, 2014 at Dover Downs Hotel and Casino in Dover, Delaware. The conference goals are to offer women who are involved with agriculture the opportunity to come together to learn about current issues and topics so they can make informed decisions concerning their agribusinesses and family lives. Sessions will cover marketing, food preservation, business planning and much more.

New for 2014, a preconference will also be offered. The preconference will take place on February 19, 2014 from 1-5pm. Participants can choose between two track offerings: Agritourism or Health Insurance Literacy.

The cost of the conference is $45. The cost for the preconference is $30. For more information or to register visit the website www.extension.umd.edu/womeninag or call 410-822-1244. If you require special assistance to attend the classes please contact the site at least two weeks prior.

Source: Shannon Dill, UME Talbot County

CUSTOMIZED DAIRY HEIFER GROWTH CHART SPREADSHEET

Enter the average body weight and height of third lactation cows in your herd, average birth weight of calves, average services per conception for heifers, and the goal for age at first calving. From this information a customized growth chart is generated, allowing you to track heifer performance against the growth required to meet your goals. The customized growth goals are presented in table form, as well as in graphs for height and weight (using inches and pounds) and a graph of the percent of mature size. Users can plot growth data from heifers on these graphs to compare individual heifer performance to the goals. UPDATED: Height goals updated August 27, 2013.


Source: Coleen Jones and Jud Heinrichs, PSU Extension

TA APH CROP INSURANCE FACTSHEET

We just got the recent TA APH Crop Insurance Factsheet approved by RMA. It includes the most recent TA factors for 2014 and some counties now have separate factors for irrigated and non-irrigated corn. You should pay attention as some counties may have been included this year with soybeans, and some of the TA factors may have gone up or down depending on the county.

Factsheet is available at: http://agresearch.umd.edu/sites/default/files/_docs/programs/canrp/FS%20970%20Trend%20Adjusted%20Updated%202014.pdf
or http://extension.umd.edu/sites/default/files/_docs/articles/FS%20970%20Trend%20Adjusted%20Updated%202014.pdf

Source: Paul Goeringer, UME/AREC/CANR
COMMUNITY SUPPORTED AGRICULTURE BROCHURE

The Carroll County Department of Economic Development is accepting information for its 2014 Community Supported Agriculture brochure. Community Supported Agriculture allows consumers to build a direct relationship with the farmer that grows their food.

If you are a Carroll County producer who offers a CSA plan or you are a Carroll County producer who opens your farm by appointment at any time during the year to consumers who wish to purchase fruit, vegetables, meat, eggs, cheese or other food items that you produce, please send the following information to the department so that you may be included in our brochure.

Name of farm.
Address, telephone number(s), website, email address so that consumers may contact you.
Dates, hours and days you are open or if you are open by appointment only.
Food items that you offer for sale.
Deadline to sign up for your CSA plan, if applicable.
Name and telephone number so that we may contact you if we have questions.

Information may be emailed to ag@carrollbiz.org, faxed to 410-876-8471 or mailed to Department of Economic Development, Attention: CSA Brochure, 225 N. Center St., Westminster, MD 21157.

The deadline to have your information included in the brochure is Jan. 10, 2014. Listing is free.

Source: Carroll County Economic Development, Joanne Weant

FARM MANAGEMENT CLASSES FOR WOMEN

The University of Maryland and Delaware Cooperative Extension will conduct Annie’s Project during the winter of 2014 at six sites in Maryland. Annie’s Project focuses on the many aspects of farm management and is designed to empower women in overall farm decision making and to build local networks throughout the state. The target audience is women with a passion for business, agriculture and involvement in the farm operation. Topics for the sessions cover the five areas of Risk Management – Production, Marketing, Financial, Legal Risk, Human Resources. This course is open to anyone interested in farm management practices.

The course will be 8 sessions held at a variety of sites in Maryland. Locations include: Anne Arundel County Extension Office, Annapolis MD, Cecil County Administration Building, Elkton MD, Washington County Extension Office Boonsboro MD, Wor-Wic Community College Salisbury MD, Howard County Extension Office, Ellicott City MD and Baltimore County Ag Center, Cockeysville MD. Classes will begin in January 2014.

The cost of the course including meals and materials is $75. For more information or to register visit the website www.extension.umd.edu/annies-project or call 410-758-0166. Please register by January 10th, space is limited. If you require special assistance to attend the classes please contact the site at least two weeks prior.

Annie’s Project has been approved for FSA Borrower Training. For more information, please contact your FSA loan officer.

Source: Shannon Dill, UME Talbot County
WELCOME TO DR. STEPHEN WRIGHT

It is my pleasure to announce to you the appointment of Dr. Stephen Wright as Associate Dean/Associate Director of University of Maryland Extension, effective January 30, 2014.

Dr. Wright is coming to us from Ohio State University Extension where he holds the position of Regional Director and Associate Department Chair of Extension. His experiences have well prepared him for this leadership role in University of Maryland Extension. As Regional Director, he has had oversight of 29 counties and has worked collaboratively with the OSU Extension administrative team and Extension employees, numerous advisory committee members, volunteer stakeholders, public officials, and other community leaders and volunteers. In addition, his position as Associate Department Chair has given him experience with the promotion and tenure process, which will be invaluable to UME tenured and tenure track faculty.

Dr. Wright is truly coming back home. He not only is a “pure” UMD alum – completing his B.A., M.A., and Ph.D. at this University, but he also grew up in Baltimore giving him familiarity with both UMD and the state. His wife is Dean of the Conservatory/Deputy Director of Johns Hopkins Peabody Institute – another connection to the State of Maryland.

Please join me in welcoming Dr. Wright to AGNR’s administrative team for UME and in giving him support as he assumes this challenging position.

APPRECIATION TO DR. DAN KUGLER

I also want to take this opportunity to express my sincere appreciation to Dr. Dan Kugler for his excellent service as Acting Associate Dean/Associate Director of UME since August 2012, following the departure of Dr. Nick Place. Many changes were in process when Dan came on board and he worked to complete the reorganizational process by finishing the hiring of Area Extension Directors. He also worked toward strengthening the UME promotion and tenure criteria, strengthening the relationship between UME and AGNR departments, and is leading the effort to complete the 2014-2019 UME Strategic Plan. One of Dan’s major contributions is his involvement in joining with UMB Law, UMES School of Agricultural and Natural Sciences, and our AREC department to establish the Agriculture Law Education Initiative Program.

During the past year, Dan has shown dedication in leading UME and has been a positive representative of AGNR at many meetings, events, and with groups around the state.

Source: Dr. Cheng-i Wei, Dean, CANR, UMD

MANAGING FOR TODAY AND TOMORROW

The University of Maryland and Delaware Cooperative Extension will conduct Annie’s Project; Managing for Today and Tomorrow, during the winter of 2014 at four sites in Maryland and Delaware. Managing for Today and Tomorrow is a program designed to help you become involved in the journey of transitioning the farm legacy. Special focus will be placed on the woman’s role in transition planning, which is the process of creating and implementing an overall strategy to move the farm business from one generation to the next. Topics for the sessions cover Succession Planning, Estate Planning, Retirement Planning and Business Planning.

The course will be 6 sessions held at a variety of sites in Maryland and Delaware. Locations include; Chesapeake College, Wye Mills MD, Cecil County Administration Building, Elkton MD, Harford County
Community College, Bel Air, MD and Carvel Research & Education Center, Georgetown DE. Classes will be held weekly starting in early 2014.

For more information and to register visit the website www.extension.umd.edu/annies-project or call 410-758-0166. Registration deadline is January 10th. Space is limited. The course fee of $60 includes all meals and materials. If you require special assistance to attend the classes please contact the site at least two weeks prior.

PREVENTING MILLIONS OF TONS OF SOIL EROSION ANNUALLY

A record number of voluntary conservation practices adopted by Chesapeake Bay farmers since 2006 have significantly reduced the amount of nitrogen, sediment and phosphorus leaving cultivated croplands, according to a new report released today.

The report, by USDA’s Natural Resources Conservation Service estimates that since 2006, conservation practices applied by farmers and landowners are reducing nitrogen leaving fields by 48.6 million pounds each year, or 26 percent, and reducing phosphorus by 7.1 million pounds, or 46 percent.

The report, part of the Conservation Effects Assessment Project, or CEAP, notes that these practices have also lowered the estimated average edge-of-field losses of sediment, or eroded soil, by about 15.1 million tons a year, or 60 percent – enough soil to fill 150,000 railcars stretching more than 1,700 miles. The majority of the conservation practices in the Chesapeake Bay were made possible through Farm Bill conservation programs, which are now expired.

“This report demonstrates that voluntary conservation practices made possible through the Farm Bill can have a substantial impact on limiting nutrient and sediment runoff from farms in the Chesapeake Bay Watershed and across the nation,” Agriculture Secretary Tom Vilsack said.

“These conservation efforts help to clean our soil and water, boost outdoor recreation that adds more than $640 billion to our economy, and ensure that agriculture has the tools to remain productive in the years to come. The good work of Chesapeake Bay landowners has generated substantial progress in a short period of time, but more needs to be done – which is why it is critical that Congress act now to pass a Farm Bill that provides the full array of programs and incentives to build on these efforts.”

The Chesapeake Bay watershed touches six states and is home to 17 million people and almost 84,000 farms and ranches. Agriculture contributes about $10 billion annually to the region’s economy. Conservation practices have other environmental benefits, such as sequestering carbon and making farms more resilient to extreme weather events linked to climate change.

In order to better target conservation efforts in the region, the Chesapeake Bay Watershed Initiative, or CBWI, was authorized in the 2008 Farm Bill. NRCS has used CBWI to accelerate the adoption of conservation systems in the region. NRCS targeted funding to priority watersheds and practices that would have the biggest impact on watershed health.

Because of these efforts, the report highlights a wider acceptance of innovative conservation practices. Notably, some form of erosion control has been adopted on 97 percent of cropland acres in the Chesapeake Bay Watershed.
While this does not mean that all acres are fully treated to address sediment and nutrient losses, it is a positive indication of a willingness by farmers to do their part to help restore the Bay watershed. Additionally, the report shows an increased use of cover crops by Bay watershed farmers. Since 2006, land with cover crops in a cropping system increased from 12 percent of acres to 52 percent. Farmers are using a variety of other conservation practices, such as no-till, that help keep nutrients and sediment on fields and out of nearby waterways.

In October, the Chesapeake Bay Watershed Initiative expired due to the expiration of the 2008 Farm Bill, reducing the technical and financial assistance available to bay watershed producers. The CEAP report is part of USDA’s effort to quantify the benefit of conservation efforts on private lands in major watersheds, including the Mississippi River and Great Lakes, as well as the Chesapeake Bay. The first CEAP report for the bay was released in 2011 and included data from farmer surveys conducted from 2003 to 2006. Today’s release is the first CEAP cropland report to revisit a particular region, and it includes data from an updated farmer survey in 2011.

CEAP reports combine farmer surveys, natural resource information and advanced modeling techniques to assess the effects of conservation practices on cultivated cropland, which account for 10 percent of the land in the Bay watershed. By comparing losses of sediment and nutrients from cultivated cropland to losses that would be expected if conservation practices weren’t used, CEAP reports give science-based insight into the approaches with the most benefits.

PROTECT LIVESTOCK FROM HARSH WINTER CONDITIONS

Arkansas tends to get a lot of freezing rain, sleet, ice and wintery mix, and these wet, cold conditions are hard on animals if they do not have good feed, clean water and shelter, says Dr. David Fernandez, Cooperative Extension Program livestock specialist at the University of Arkansas at Pine Bluff.

Livestock usually do not mind the cold. Their winter coats and the heat produced as they digest their food help keep them warm. Their winter coats are thicker and heavier than their summer coats to trap warm air close to their bodies. This blanket of warm air keeps livestock comfortable even when farmers are chilled, says Dr. Fernandez.

When precipitation freezes as it falls or shortly after it hits the ground, animals can get wet through to the skin. The water causes the hair to mat and lose its insulating value. Water conducts heat away from the body many times faster than dry air, says Dr. Fernandez.

In the summer when humans sweat, their bodies are cooled by this kind of evaporation. The same thing happens to wet animals as precipitation freezes on their skin. “In the winter, livestock that become wet through to the skin can suffer from hypothermia and even die,” says Dr. Fernandez.

To combat this Dr. Fernandez advises keeping livestock safe and warm by providing shelter from wet weather. Windy weather can also chill animals by blowing away the layer of warm air trapped close to their bodies. Windbreaks provide livestock a place to get out of the wind and stay warm, says Dr. Fernandez. Putting wet animals close together in a barn can help keep them warm, suggests Dr. Fernandez. Their body heat warms the air in the barn, and the barn protects them from wind and freezing precipitation.
Animals that are in good body condition have a layer of fat under their skin that helps insulate them. On a scale of 1 to 9 with 1 being emaciated and 9 obese, cattle should have a body condition score (BCS) of 5. Arkansas sheep and goats should have a BCS score of 3 to 3.5 on a scale of 1 to 5 with 1 being emaciated and 5 being obese. Thin animals, newborns and very young animals are likely to suffer from the cold and will need more shelter, says Dr. Fernandez.

Another way to keep livestock warm is to provide them with low quality hay as the additional fiber generates more heat in the rumen while it is being digested. “Just be sure to provide enough nutrients with better quality hay and/or supplement their needs. Do not sacrifice production by under nourishing animals.

Provide plenty of clean water as it helps animals retain body heat. Animals can become dehydrated when it is cold outside as they tend to drink less water when it is cold. Also, waterers can freeze preventing livestock from accessing the water.

Source: University of Arkansas Division of Agriculture

UNIVERSITY OF MARYLAND EXTENSION WEB SITES

University of Maryland Extension - http://extension.umd.edu/
Horses - http://extension.umd.edu/horses/resources/publications
Sheep and Goats - http://extension.umd.edu/sheep-goats
Agriculture - http://extension.umd.edu/topics/agriculture
Poultry – http://extension.umd.edu/poultry
Ag Marketing - http://extension.umd.edu/agmarketing
Nutrient Management - http://extension.umd.edu/anmp
Agricultural Law Education Initiative - http://extension.umd.edu/alei
Aquaculture - http://extension.umd.edu/aquaculture
Crop Insurance - http://extension.umd.edu/crop-insurance
Farm Management - http://extension.umd.edu/farmmanagement
Maryland Rural Enterprise Development Center - http://extension.umd.edu/mredc
Fruits and Vegetables - http://extension.umd.edu/mdvegetables
Plant Diagnostic Laboratory - http://extension.umd.edu/plantdiagnosticlab
Women in Agriculture - http://extension.umd.edu/womeninag
**Dates to Remember**

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<tr>
<th>Date</th>
<th>Event</th>
<th>Details</th>
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<tbody>
<tr>
<td>January 18</td>
<td><strong>Mid Atlantic Small Flock Poultry Mini Expo</strong></td>
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<td>January 25</td>
<td><strong>Oh Deer Winter Workshop</strong></td>
<td>8:30 to 3 pm, Carroll County Community Media Center, 1301 Washington Road, Westminster, MD, Contact: <a href="mailto:hortman@umd.edu">hortman@umd.edu</a> or 410-386-2760</td>
</tr>
<tr>
<td>February 5</td>
<td><strong>Private Applicator Certification Training</strong></td>
<td>10 to Noon, Carroll County Extension Office, 700 Agriculture Center, Westminster, MD, Contact: 410-386-2760 to register.</td>
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<td>February 6</td>
<td><strong>Agribusiness Breakfast</strong></td>
<td>DNR and Crop Damage by Paul Perditto, 8 am, Baugher's Restaurant, Westminster, MD, Must call to register at 410-386-2760 to attend.</td>
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<tr>
<td>February 12</td>
<td><strong>Private Applicator Certification Exam</strong></td>
<td>10 to Noon, Carroll County Extension Office, 700 Agriculture Center, Westminster, MD, Contact: 410-386-2760 to register.</td>
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<tr>
<td>February 12</td>
<td><strong>Private Pesticide Applicator Recertification</strong></td>
<td>10 to Noon, Carroll County Extension Office, 700 Agriculture Center, Westminster, MD, Contact: 410-386 2760 to register.</td>
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<tr>
<td>February 22</td>
<td><strong>MD Dairy Conference</strong></td>
<td>8:30 to 7 pm, FSK Holiday Inn, FSK Mall, 5400 Holiday Drive, Frederick, MD, Contact: 301-349-0740 or <a href="mailto:secretary@marylanddairyindustry.org">secretary@marylanddairyindustry.org</a></td>
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<td>Feb 25, March 4, 11</td>
<td><strong>Agricultural Entrepreneurial Business Course</strong></td>
<td>6:30 to 9 pm, Carroll County Extension Office, 700 Agriculture Center, Westminster, MD, Contact 410-386-2760 to register</td>
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<tr>
<td>February 26</td>
<td><strong>Annual Fruit Meeting</strong></td>
<td>9 to 3:30 pm, Wye Research &amp; Education Center, PO Box 169, Queenstown, MD, Contact: <a href="mailto:mnewell@umd.edu">mnewell@umd.edu</a> or 410-827-7388</td>
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March 6  Agribusiness Breakfast-Transition To the County Law Enforcement Agency and Agriculture by Col. Phil Kasten, 8 am, Baughers Restaurant, Westminster, MD, Must call to register at 410-386-2760 to attend.

March 8  Mid Atlantic Small Flock Poultry Mini Expo-9 to 3 pm, North Harford High School, 211 Pylesville Road, Pylesville, MD  Contact: sbarnes6@umd.edu for info

April 3  Agribusiness Breakfast-A New Look For 4-H In Carroll County by Kim Dixon, 8 am, Baughers Restaurant, Westminster, MD, Must call to register at 410-386-2760 to attend.

May 1  Agribusiness Breakfast-Growing Hops and Brewing Beer In Carroll County by Henry Ruhlman,, 8 am, Baughers Restaurant, Westminster, MD, Must call to register at 410-386-2760 to attend.

June 5  Agribusiness Breakfast-Celebrate Dairy Month by Diane Flickinger, 8 am, Baughers Restaurant, Westminster, MD, Must call to register at 410-386-2760 to attend.

Visit our web site at [http://extension.umd.edu/carroll-county](http://extension.umd.edu/carroll-county)

For more event listings visit [http://www.agnr.umd.edu/AGNRCalendar/](http://www.agnr.umd.edu/AGNRCalendar/)

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

Michael R. Bell          Bryan R. Butler, Sr.          Steve Allgeier
 Extension Agent         Extension Agent            Extension Educator
 Agriculture & Natural Resources Commercial Horticulture/ Home Horticulture/ Master Gardener Coordinator
 mbell@umd.edu             Mid-MD Tree Fruit                       hortman@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.