Hello, Baltimore County!

It’s hard to believe we are almost into fall; chopping is underway and we are getting the combines out and ready to begin the 2020 harvest. As we continue to move forward during these unprecedented times, I want to keep you in the loop about our major fall programming.

We plan to continue to host the Northern Maryland Field Crops Day and Central Maryland Vegetable Growers Day, but virtually.

Currently, University of Maryland protocols prohibit us from holding indoor, in-person meetings. Therefore, our meetings will be virtual via live webinars. We are currently working on details to accommodate folks who do not have access to the internet or are unable to attend an all day virtual meeting. Stay tuned for official dates and more information!

Also, we have received calls asking what will happen with private applicator certification testing and recertification training for pesticide applicators and nutrient management. Over the past couple of weeks, UME has met with the Maryland Department of Agriculture (MDA) to discuss these topics.

MDA has decided they are not going to extend certifications. So if your pesticide license or nutrient management voucher expires this year, you will need to obtain the necessary credits to renew your license. Keep in mind that these certifications are on a three-year cycle, so if you attended a class and obtained continuing education credits (CEUs) within the three year span, you have the necessary credits to renew your certification. As a reminder, private pesticide applicators and nutrient management voucher certifications require 4 CEUs every three years; which is equivalent to 2 hours of training. If you need credits, University of Maryland will be offering several opportunities in which you may obtain credits.

These classes will be scheduled in late fall/winter, so be on the lookout for dates and more information in our upcoming newsletters.

For individuals that need to take the private applicator exam to become a certified pesticide applicator, MDA will be proctoring exams in Annapolis and across the state. I will be working with MDA to set up some testing dates here in Baltimore County. More information regarding dates and procedures will follow in upcoming issues.

As a reminder, the renewal process for private applicator pesticide certification is online via www.egov.maryland.gov/MDA/Pesticides. For instructions on how to use the system, refer to our step-by-step guide (contact Andy for a copy) or YouTube video tutorial.

As always, please call or e-mail me with any questions!

- Erika
Reposted from the Agriculture Risk Management Blog, abridged

USDA’s National Agricultural Statistic Service (NASS) updated data on cash rent paid by farmers in 2020. NASS collects this data from 240,000 farms across the United States annually through the Cash Rent Survey - data used by other agencies throughout USDA. The survey results give us an idea of what other tenants in the area may be paying per acre for farmland.

One important note: many of you often ask me just what constitutes a reasonable cash rent price. I honestly have no idea what a fair cash rent price is for you, or the other party, based on a certain piece of farmland. The averages will give you a good starting point, but you should always carefully consider determining a good price. Resources exist at www.aglease101.org to help you calculate cash rent, crop-share rent, or flex-cash rent. Utilizing these resources first can help you determine rent prices that will work for you.

Nationally, cash rent averages in 2020 were down (table 1). Non-irrigated cropland cash rent went down from $127/acre in 2019 to $126/acre in 2020, or a 0.71 percent decrease. Pasture rent stayed steady at $13/acre in 2020 from 2019 (table 1).

How did we do in Maryland, and how did Delaware do compared with national averages? The answer depends on where you lease farmland. Delaware saw cropland cash rents decrease by 5.88 percent (table not shown). Cropland cash rents in Delaware declined by $7/acre in 2020, going from $119 in 2019 to $112 in 2020. The average irrigated cropland in Delaware decreased by 6.21 percent in 2020, from $161/acre average in 2019 to $151/acre average in 2020. Delaware also reported an average pasture rental rate of $55/acre in 2020.

Maryland saw a 2-percent decrease in average non-irrigated cropland cash rent, or down $100/acre in 2019 to $98/acre in 2019 (table 3). Average irrigated cropland decreased by 1.02 percent in 2020, down from $196/acre average in 2019 to $194/acre average in 2020 (table 3). Average pastureland cash rents were up 9.09 percent in Maryland in 2020, going from $44/acre in 2019 to $48/acre in 2020 (table 3).

NASS will release county cash rental rates soon for 2020. For last year’s average cash rents, see (https://extension.umd.edu/grainmarketing/lease-agreements). For more information on farmland leasing, see the “Lease Agreements” section of UME’s Grain Marketing website.
Retain More Customers Using Loyalty Programs

Ginger Myers, Marketing Specialist, University of Maryland

Loyalty programs have proven themselves to be one of the best most effective marketing tools retail markets and service providers can implement for increasing revenue and repeat customers. As many as 84% of consumers say they are more apt to stick with a brand that offers a loyalty program and 66% of customers say the ability to earn rewards changes their spending behavior.

Companies are using loyalty programs more than ever before because they understand the importance of retaining customers. It costs a lot less to market to existing customers than acquire new ones. With the dramatic increase in online sales and services directly to consumers, now is an excellent time for businesses to develop a loyalty program. This promotional tool can be used for almost any type of business. Food producers can offer free items or discounts once a certain dollar amount is purchased. Service businesses, such as lawn mowing services, can offer a free mowing after the client has hired that business to mow the lawn a certain number of times.

What exactly is a loyalty program? While the specifics of a program may differ, the basic premise is instituting a marketing system that rewards purchasing behavior, thus increasing the customer’s urge to stay loyal to that brand. Loyalty programs are nothing new. Grocery stores, credit card companies, and specialty foods retailers have used them for years. Most loyalty programs reward customers with coupons, or discounts or special offers based on the dollar value of the goods and services they purchase.

The components for implementing a customer loyalty program can be as sophisticated as a computerized system that records purchases at checkout and links them to an identifier such as a telephone number that is keyed in during the transaction. Most Point-of-Sales systems offer this kind of tracking as an add-on app. The most realistic systems for smaller retailers is to transfer the record-keeping system to the customer. Here are some examples:

- Purchase amounts are recorded on a business-size paper card using a “punch”, rubber stamp, or salesclerk’s initials. After so many punches or a certain sales total is reached, the customer earns a discount or free item.
- Customers collect tokens, each representing a certain amount in dollars purchased. For example, each token represents $10. Tokens can be redeemed, up to a certain amount, on future purchases.
- Customers collect sales receipts and once a certain amount has been purchased, the customer is entitled to a free item or discount.

With the paper or token system, customers should be told that they need to keep track of their own cards/tokens or receipts. If they are lost or damaged, they then lose their accumulated values. Once in place, advertise your loyalty program through all possible methods: newsletters, Internet sites, and use in-store displays. Announce that anyone can join but stress that rewards are based on an accumulation of purchases. This type of program has a better chance of increasing profits and can give a better indication of which customers are loyal.

However, a loyalty program alone does not guarantee repeat sales. It is equally important that shoppers have a consistently good shopping experience, are well treated by the staff, and find consistently high-quality goods or services each time they patronize your business. Your loyalty program can also send a message to your current and future customers that while you need to profit from their purchases, you want to develop a relationship with customers that is beneficial to them too.

Resources:
Olenski, Steve, “8 Reasons Loyalty Programs Are Imperative to Marketers”
https://marketingland.com/8-reasons-loyalty-programs-imperative-marketers-109077
December 2014

Peacock, Lindsey. “10 Examples of Innovative Customer Loyalty Programs”
https://www.shopify.com/blog/loyalty-program
September 2018

Kelly, Kathy, “Using Loyalty Programs to Attract Customers to Value-added Business”
https://extension.psu.edu/using-loyalty-programs-to-attract-consumers-to-value-added-businesses
November 2015

2020 Forage Performance of Cereal Crops

Dr. Nicole Fiorellino, Agronomy Specialist, University of Maryland

Dairy farmers are constantly looking for sources of forage to meet their feed needs. One source that many of our region’s dairy farmers utilize is the fall planting of cereal grains that are green-chop harvested the following spring. Among the cereal species used for this purpose are rye, triticale, barley, and wheat. Per the Maryland Cover Crop Program guidelines, cereal grains planted as a cover crop prior to November 5 and suppressed via green-chop in the spring are eligible for the grant payment for participation in the Cover Crop Program. In addition, per the Nutrient Management Regulations, a fall application of dairy manure is allowed to a field planted to a cereal cover crop.

Planting a cereal cover crop that will be green chop harvested fits well into the crop rotation used by many dairy farmers. The scenario that many follow is to plant the cereal cover crop following harvest of corn silage. Prior to planting the cover crop, an application of manure is made to the field. The subsequent planting of the cover crop provides incorporation of the manure into the soil. The fall and spring growth of the cover crop is supplied nutrients from the manure. At the same time, the cover crop provides protection to the soil from loss of nutrients via leaching and/or erosion. The objective of this study was to evaluate select varieties of cereal species for cover crop performance and forage production and quality.

Continued on page 4
Cereal varieties (21) representing four species (rye, triticale, wheat, barley) were evaluated at Central Maryland Research and Education Center – Clarksville Facility. Three replications for each entry were planted using a randomized complete block experimental design. Planting date was October 11, 2019. The 3’ X 18’ plots were planted with a small plot planter with 6-inch spacing between each of the 7 rows. The germination percentage for each entry was used to calculate the seeding rate needed to establish 1.5 million seedlings. Good stands were established in most plots by late fall.

Our goal each year is to time spring biomass harvest with when entries reach late boot to early heading stage of development. With the cool spring this year, plant growth and development slowed, with heading delayed until mid-May for most entries (Table 2) and harvest dates varying among the entries (listed in Table 1). Each harvest sample was collected by cutting the plants just above ground-level from three center rows of each plot from an area 2.5 feet in length and from two areas within the plot. The samples were placed into cloth bags and dried using a forced air dryer set at 60°C where they remained until sample water content was zero. Each sample was weighed and is reported as pounds of dry matter production per acre (Table 3). Each of the dried samples was ground through a 20-mesh screen using a large plant grinder and the ground biomass samples were sent to Cumberland Valley Analytical Laboratory for standard forage quality analysis.

Cover crop performance is measured by amount of biomass produced and the concentration of nitrogen (N) in the biomass. These two factors were used to estimate N uptake (Table 3). The cool weather this spring delayed harvest of this study, likely contributing to the higher biomass and N uptake observed this year compared to last year’s trials. There was no significant difference in nitrogen uptake among the varieties tested. A number of forage quality characteristics for these cereals was measured (Table 3). The descriptions of the various quality characteristic are described here and in the footnotes at the bottom of Table 3. Crude protein (CP) is the N content of the forage, with higher protein representing better feed quality. This value was used to calculate nitrogen uptake of each variety (Nitrogen content = % CP/6.25). Both rye varieties and the barley check variety had significantly greater CP than the overall mean, with a number of triticale varieties having significantly less CP content than the overall mean. One rye and the barley variety also had rumen degradable protein (RDP) content significantly greater than the overall mean.

Neutral and acid detergent fiber (NDF, ADF) are measures of feed value and represent the less digestible components of the plant, with NDF representing total fiber and ADF representing the least digestible plant components. Low NDF and ADF values representing increased digestibility; ideally NDF values should be <50% and ADF values should be <35%. Values of both traits were above the ideal this year, as the late harvest resulted in more mature plants. Despite this, four triticale varieties (TriCal EXP 20T02, BCT 15509, BCT 18001, bCT 19005) had significantly lower NDF and ADF values than the overall mean, representing a digestible triticale variety. This same variety also had significantly higher total digestible carbohydrates (NFC), indicating good performing varieties.

The characteristic that best captures the overall forage quality performance is Relative Feed Value (RFV). A RFV of 100 is defined as the forage value that full bloom alfalfa would have. In addition to the triticale varieties mentioned previously, one additional triticale variety (TriCal Gainer 154) and the barley and wheat check varieties had RFV values significantly greater than the overall mean.

Table 1. Average harvest date for cereal species evaluated in Clarksville, MD in 2019-2020.

<table>
<thead>
<tr>
<th>Variety</th>
<th>Species</th>
<th>Average harvest date</th>
</tr>
</thead>
<tbody>
<tr>
<td>TriCal Exp 19R01</td>
<td>Rye</td>
<td>May 11</td>
</tr>
<tr>
<td>Rye VNS (check)</td>
<td>Rye</td>
<td>May 4</td>
</tr>
<tr>
<td>Mercer Brand Tri-Cow 814</td>
<td>Triticale</td>
<td>May 4</td>
</tr>
<tr>
<td>TriCal Gainer 154</td>
<td>Triticale</td>
<td>May 4</td>
</tr>
<tr>
<td>TriCal Flex 719</td>
<td>Triticale</td>
<td>May 13</td>
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<td>TriCal Surge</td>
<td>Triticale</td>
<td>May 11</td>
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<td>TriCal Merlin Max</td>
<td>Triticale</td>
<td>May 13</td>
</tr>
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<td>TriCal Thor</td>
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<td>May 13</td>
</tr>
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<td>May 27</td>
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</tr>
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</tr>
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<td>May 13</td>
</tr>
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<td>Nomini (check)</td>
<td>Barley</td>
<td>April 14</td>
</tr>
<tr>
<td>P25R25 (check)</td>
<td>Wheat</td>
<td>May 27</td>
</tr>
</tbody>
</table>

Table 2. Brands and companies in the 2019-2020 Maryland
Though, none of these green-chop cereal forages are considered to be adequate as a stand-alone feed for a dairy operation, they can supply a source of forage used in a total mixed ration at the time of year when feed supply may be running short. When this forage benefit is added to the environmental benefit that is gained, planting winter cereal cover crops on a dairy farm can be a win-win decision.

### Table 2. Forage and cover crop performance of cereal species evaluated in Clarksville, MD during 2019-2020 growing season.

<table>
<thead>
<tr>
<th>Variety</th>
<th>Species</th>
<th>Biomass Yield</th>
<th>Head Date</th>
<th>(^1)N Uptake</th>
<th>(^2)Crude Protein</th>
<th>(^3)Soluble Protein</th>
<th>(^4)RDP % DM</th>
<th>(^5)ADF % DM</th>
<th>(^6)NDF % DM</th>
<th>(^7)Ash % DM</th>
<th>(^8)TDN % DM</th>
<th>(^9)Net Energy Lactation (Mcal/lb)</th>
<th>(^10)RFV</th>
<th>(^11)Non Fiber Carbs. % DM</th>
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<tbody>
<tr>
<td>TriCal Exp 19R01</td>
<td>Rye</td>
<td>20655</td>
<td>April 17</td>
<td>395</td>
<td>11.9*</td>
<td>6.7*</td>
<td>9.3</td>
<td>41.8</td>
<td>64.0</td>
<td>7.4</td>
<td>56.5*</td>
<td>0.57*</td>
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<td>Rye VNS</td>
<td>Rye</td>
<td>20490</td>
<td>May 3</td>
<td>351</td>
<td>10.7*</td>
<td>4.4</td>
<td>7.6*</td>
<td>42.5</td>
<td>65.6</td>
<td>7.4</td>
<td>57.2</td>
<td>0.58</td>
<td>79.2*</td>
<td>14.4*</td>
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<td><strong>Rye Mean</strong></td>
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<td>April 25</td>
<td>373</td>
<td>11.3*</td>
<td>5.6</td>
<td>8.4</td>
<td>42.2</td>
<td>64.8</td>
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<td>56.9</td>
<td>0.58</td>
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<td>37.4</td>
<td>59.5</td>
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<td>64.6</td>
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<td>57.3</td>
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<td>40.3</td>
<td>61.8</td>
<td>7.2</td>
<td>58.7</td>
<td>0.60</td>
<td>87.5</td>
<td>21.1</td>
</tr>
<tr>
<td>Nomini (check)</td>
<td>Barley</td>
<td>15044*</td>
<td>April 23</td>
<td>341</td>
<td>14.2*</td>
<td>6.6*</td>
<td>10.5*</td>
<td>34.4*</td>
<td>55.6</td>
<td>9.0*</td>
<td>61.7*</td>
<td>0.63*</td>
<td>104.2*</td>
<td>19.2</td>
</tr>
<tr>
<td>P25R25</td>
<td>Wheat</td>
<td>25376</td>
<td>May 16</td>
<td>189</td>
<td>7.3*</td>
<td>3.7</td>
<td>5.5*</td>
<td>34.4*</td>
<td>53.7</td>
<td>5.3*</td>
<td>62.7*</td>
<td>0.64*</td>
<td>107.7*</td>
<td>32.4*</td>
</tr>
<tr>
<td><strong>Overall Mean</strong></td>
<td></td>
<td>24269</td>
<td>May 10</td>
<td>329</td>
<td>8.9</td>
<td>3.8</td>
<td>6.4</td>
<td>39.9</td>
<td>61.5</td>
<td>7.2</td>
<td>58.8</td>
<td>0.60</td>
<td>88.5</td>
<td>20.8</td>
</tr>
</tbody>
</table>

* *Indicates the entry was either significantly greater (\* ) or significantly (\# )less than the overall mean for that feed characteristic.

1. Nitrogen uptake (lb N/acre) for each entry was estimated by multiplying the lb DM/acre X % nitrogen contained in the DM. The percent nitrogen for each entry was calculated by dividing crude protein by the conversion factor 6.25 which is the average amount of nitrogen (%) contained in protein.

2. Crude Protein %: represents total nitrogen content of the forage; higher protein is usually associated with better feed quality.

3. Soluble Protein %: non-protein N and portion of true proteins that are readily degraded to ammonia in the rumen.

4. RDP (Rumen Degradable Protein): portion of crude protein that microbes can either digest or degrade to ammonia and amino acids in the rumen.

5. ADF (Acid Detergent Fiber): represents the least digestible fiber portion of forage; the lower the ADF value the greater the digestibility.

6. NDF (Neutral Detergent Fiber): insoluble fraction of forage used to estimate the total fiber constituents of a feedstock.


8. TDN (Total Digestible Nutrients): measure of the energy value of the forage.


10. RFV (Relative Feed Value): indicates how well an animal will eat and digest a forage if it is fed as the only source of energy.

11. Non Fiber Carbohydrates: represents all forms of digestible carbohydrates (starch, sugar, pectin, and fermentation acids) in the forage.
Feeding Damage by Blister Beetles
Jerry Brust, IPM Vegetable Specialist, University of Maryland

Normally at this time of year when I talk about any insect problems in crucifers I talk about harlequin bugs that feed by sucking out plant juices and inject toxins into the plant. But I have seen several fields and even some high tunnels with blister beetles feeding and defoliating several different vegetables such as tomato (including the fruit), leafy greens, crucifers, spinach and especially swiss chard (Fig. 1). Blister beetles begin feeding on the edges of leaves eventually leaving only stems (Fig. 1). The presence of blister beetles now is not unusual as they are often found in large clusters in late summer-early fall. They can arrive in large groups, seemingly overnight and can do a great deal of damage in a short period of time.

Adults are large, oblong beetles with relatively large heads, long ‘necks’ and usually with some stripes (but not always) (Fig. 2). Striped blister beetles are shades of gray or brown with yellow stripes running lengthwise on their wing covers (Fig. 2B). The ash-gray blister beetle is gray, the black blister is completely black, and the margined blister beetle is black with a grayish band around the edge of each wing cover (Fig. 2A). Blister beetle abdomens usually extend past their leathery wings. Striped blister beetles hide beneath plants during the hotter periods of the day, becoming active when temperatures are more suitable for them. If disturbed when on plants beetles will immediately fall to the ground and run. Adults begin laying eggs in late spring or early summer and continue through most of the season. A female can lay one to two hundred eggs just beneath the soil surface and eggs hatch within a couple of weeks.

If you look up blister beetles most of the literature deals with the beetles as a threat to horses and livestock. The beetles secrete and contain within them a blistering agent called cantharidin. Cantharidin is toxic if ingested and it persists in beetles long after they are dead. Humans who ingest the beetle can suffer severe damage to the urinary tract and gastrointestinal lining.

Pyrethroids can be used to control blister beetles on most vegetable crops. Pyrethroids will reduce the damage, but there is often a 7-day pre-harvest interval (phi) with some of the chemicals depending on what the crop is. So be sure to check the label to find the correct phi for the particular product you are using on the particular crop you are using it on. It should be noted that once established, beetles are difficult to eliminate completely.

Organic growers have an even more arduous task of managing them. Row covers will keep this pest as well as harlequin bugs off your plants. However, if row covers are not used then I often see diatomaceous earth (DE) recommended for beetle control. If it rains DE does not work very well and overall, I have not had much luck with it controlling the beetles. Spinosad alone or mixed with other products such as neem or kaolin clay have been found to reduce feeding damage in 24-48 hours. Having large numbers of grasshoppers near your vegetable fields over the years can increase blister beetle numbers greatly in the general area because the larvae feed on grasshopper eggs.

SCD Supervisor To Be Appointed

Nominations for an appointment to the Baltimore County Soil Conservation District (SCD) Board of Supervisors are being accepted by the Maryland State Soil Conservation Committee.

The appointment will be for a term to expire October 17, 2025 and will fill the expired term of Walter “Toby” Mays, III. Nominations should be sent to: State Soil Conservation Committee, Department of Agriculture, 50 Harry S. Truman Parkway, Room 306, Annapolis, MD 21401.

Any interested individual or organization may submit a recommendation. Nomination forms are available at the office of Erika Crowl, Extension Educator, 1114 Shawan Rd., Cockeysville, MD 21030 (by appointment only; call 410-887-8090). Forms may also be picked up at the Baltimore County Soil Conservation District Office (address same as above, call 410-527-5920 to schedule an appointment). Nominations should be received by the State Soil Conservation Committee by October 5, 2020. The form is also available online at www.mda.maryland.gov (click on Conservation then Committees).

A supervisor must be a resident of the district. District boundaries are the same as county boundaries. Anyone recommended should be able to attend monthly meetings of the Board of Supervisors and have a knowledge of and a sincere interest in proper land use and the conservation of soil, water and related recourses.
On– Farm Solar Training
Drew Schiavone, Energy Specialist, University of Maryland

Are you interested in installing solar photovoltaics(PV) on your farm? If so, you’ll want to join this free webinar series, designed to help farmers, landowners, and ag service providers across the state address the opportunities and challenges associated with on-farm solar PV.

Many farms in Maryland are considering solar PV due to high energy costs, the decreasing cost of solar technology and various environmental benefits. For these reasons and more, farmers and landowners across the state are considering small-scale installations to support their operations and/or leasing their land for large-scale solar installations.

This series explores the basic principles of solar PV technology and the application of appropriate on-farm technology. The information and resources provided in this webinar series will help you to sustainably implement solar PV on your farm.

Live training sessions will run weekly on Wednesdays from 1:00pm-2:00pm from September 30 through December 2. No session will be held on Thanksgiving week (November 25). Participants are encouraged to join the live presentations as they occur, however, all presentations will be recorded for later viewing. Presentations will be conducted on Zoom with other educational materials made available through this webpage. Each module will be presented live by University and Extension experts. All training sessions are free.

REGISTRATION: go.umd.edu/agsolarenergy
For more information about the program, contact Drew Schiavone dschiavo@umd.edu, (301) 432-2767 ext. 342

The 2020 Annual Scholarship Golf Tournament

Join The Maryland Agricultural Education Foundation & MNGLA for a relaxing day of golf with agriculture friends and help raise funds for students who are continuing their education in agriculture on Wednesday, September 9, 2020 at Oakmont Green Golf Course in Hampstead, Maryland!

The 18-hole tournament will look a little different this year given COVID restrictions, but we're hoping to bring you an exciting day of socializing with old friends and a little healthy competition. The tournament begins with registration at 11 a.m., followed by a shotgun start at noon. During the tournament, Oakmont staff will be serving endless hot dogs and hamburgers. Following play, you will be asked to turn your score card into the staff and are free to head home. In effort to protect all of our players and the Oakmont staff, instead of the traditional sit-down dinner, MAEF will be hosting a virtual award and raffle, celebrating the winner, losers, and players who simply amused us during the tournament!

This year we have set up a "Super Socially Distant Player" option which will give you the opportunity to play from any course during the month of September and receive "The Best Tournament I Never Attended" t-shirt. Pay your course fees and donate the difference of the registration!

Form your own team of four, or we will be happy to place you on a team. Player registration is $125 of which $38 is a donation to the scholarship funds.

To register or to be a sponsor, please register at the following link (preferred) by September 5, 2020.
DATES TO REMEMBER

**Sept 2**  Hay and Pasture Webinar. 3pm. Register [online].

**Sept 3**  Tall Fescue Field Day. 12 pm. Register at [https://go.umd.edu/fescue](https://go.umd.edu/fescue)

**Sept 9**  MidAtlantic Women in Ag Webinar: Thoughts on Animal Welfare. 12pm. Register at [https://extension.umd.edu/womeninag/webinars](https://extension.umd.edu/womeninag/webinars)

**Sept 10**  Small Ruminant Field Day. 12 pm. Register at [https://go.umd.edu/pasture](https://go.umd.edu/pasture)

**Nutrient Management Update**
If you are in need of a Fall 2020 or Spring 2021 Nutrient Management Plan please call the office and leave a voicemail at 410-887-8090 or send an e-mail to Erika at ecrowl@umd.edu.

**Check out these additional online resources**
- **Agronomy News**
- **Ag Marketing**
- **Ag Law Initiative**
- **Extension Website**
- **Fruit & Vegetable News**
- **Nutrient Management**
- **Sheep & Goat Newsletter**
- **Women in Ag**

**FACULTY & STAFF**

**Erika Crowl**
Extension Agent, Agriculture
ecrowl@umd.edu

**Dan Carroll**
Nutrient Management
jcarro10@umd.edu

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