

# FARM NOTES

CARROLL COUNTY NEWSLETTER

UNIVERSITY OF  
MARYLAND  
EXTENSION

SEPT./ OCT. 2022

University of  
Maryland Extension

700 Agriculture Center  
Westminster, MD 21157  
M—F 8:00 a.m.—4:30 p.m.  
(410) 386-2760

[extension.umd.edu/locations/  
carroll-county](http://extension.umd.edu/locations/carroll-county)

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Bryan Butler  
Extension Agent,  
Ag & Food Systems

|  |     |
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## MARYLAND FARMING SUCCESS TRAINING COURSE



The University of Maryland (UMD) is partnering with the Maryland Department of Agriculture and USDA to create a FREE 4 module online training course Maryland Farming Success !

### TOPICS INCLUDE:

- PLAN DEVELOPMENT
- FINANCIAL SKILLS
- RISK MANAGEMENT TOOLS
- LEGAL TOPICS
- FARM SERVICE AGENCY (FSA) PROGRAMS
- RISK MANAGEMENT AGENCY PROGRAMS



This certificate is awarded by the University of Maryland. The course material is based upon work supported & funded in partnership by U.S. Department of Agriculture, Risk Management Agency, under award number RMA21CPT0011599. We do not discriminate in hiring on the basis of sex, gender identity, sexual orientation, race, color, religious creed, national origin, physical or mental disability, protected Veteran status, or any other characteristic protected by federal, state, or local law.



AVAILABLE ANYTIME



[WWW.GO.UMD.EDU/MDFARMSUCCESS](http://WWW.GO.UMD.EDU/MDFARMSUCCESS)

**ENROLL NOW!**



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*UME Agriculture & Food Systems RMA Project Press Release*

### New Online Training Available to Assist Growers to Better Understand Risk Management Tools

College Park, MD – This summer, the University of Maryland (UMD) is partnering with the Maryland Department of Agriculture (MDA) and USDA to create a four-module online training course Maryland Farming Success.

This course will allow traditionally underserved and socially disadvantaged audiences to logically develop a plan focused on financial skills, risk management tools, and legal topics regarding their farm operations, and understand additional existing assistance available from USDA, including Farm Service Agency (FSA) programs and Risk Management Agency programs.

The online training course is separated into four modules designed around preparing farmers for success by providing information about available USDA programs and creating the ability for participants to have a successful business plan, including - mission and goals, enterprise budgeting, risk management, and legal risk management.

Continued on pg 2

## MARYLAND FARMING SUCCESS COURSE CONT.

*UME Agriculture & Food Systems RMA Project Press Release*

\*The first module in the learning course, FSA Overview, features speaker USDA FSA Farm Program Chief Robert Wevodau. This module will discuss important program definitions, introduce FSA programs that assist producers and operations, FSA programs focused on socially disadvantaged beginning and veteran farmers, eligibility, application requirements, who to contact for assistance, and other programs offered through the FSA.

\*The second module in the learning course, Crop Insurance Basics, features speaker Extension Legal Specialist Paul Goeringer. This module will discuss crop insurance basics, the federal crop insurance program, existing crop insurance products, how to manage risks in a farm operation, possible crop insurance tools, finding a crop insurance agent, and more.

\*The third module in the learning course, Farm Financial Management, features speaker Extension Educator Shannon Dill. This module will discuss maintaining financial and production records, household budgets, financial statements, goal setting for farm business success, and personal and farm financial management.

\*Finally, the fourth module in the learning course, Basic Legal Tool Strategies And Business Organizations, features speaker Extension Legal Specialist Paul Goeringer. This module will discuss legal issues in structuring the farm business, including business structures, risk management strategy tools for legal risks, legal strategies for farm business operations, and other legal competencies.

\*This material is funded in partnership by USDA, Risk Management Agency, under award number RMA21CPT0011599

## UPCOMING MARYLAND PASTURE WALKS

*UME Press Release*

University of Maryland Extension, NRCS, and several local Maryland producers invite grazers, livestock/equine owners, and associated industry personnel to attend some upcoming educational pasture walks this fall.

**September 22, 2022 at 5:30 PM**

**Location:** Kefauver Farms in Clear Spring, MD

**Description:** The Kefauvers' raise sheep and cattle and will discuss some of the benefits of multi-species grazing and the strategies they are using to manage these animals successfully while maximizing forage utilization and extending the grazing season.

**Registration:** <https://go.umd.edu/septemberpasturewalk>

**October 12, 2022 at 4:00 PM**

**Location:** Fiddlers Folly Farm in Edgewater, MD

**Description:** Join this pasture walk to learn how Fiddlers Folly Farm is working to improve their pastures through a combination of good grazing management and pasture renovation.

**Registration:** <https://go.umd.edu/octoberpasturewalk>

**November 17, 2022 at 4:00 PM**

**Location:** University of Maryland Beef Demonstration Site in Ellicott City, MD

**Description:** Visit the new UMD Beef Teaching and Demonstration site on how to be successful grazing cattle on corn stalks and cover crops during the winter months.

**Registration:** <https://go.umd.edu/novemberpasturewalk>

Participants are welcome to join for one or more events. Registration is free but required; events are supported by NE SARE. **All events will be outdoors, please dress accordingly.** For additional information on these and other upcoming forage-related events visit <https://go.umd.edu/forageevents>. If you have questions or need accommodations please contact Amanda Grev ([agrev@umd.edu](mailto:agrev@umd.edu); 301-432-2767 x339).

*It's time to update  
your Nutrient  
Management  
Plan...*



*...call your Nutrient Management  
Advisor today!*

**Advisor's Name: Kamil Rosales**

**Address: 700 Agriculture Center Westminster, MD 21157**

**Phone: 410-386-2760**

**Email: [krosale1@umd.edu](mailto:krosale1@umd.edu)**

**Your advisor will need the following information to complete your plan update:**

- **current crop rotation;**
- **current soil test results (less than 3 years old);**
- **number, type, and approximate weight of animals;**
- **maps of boundaries and fields under farming;**
- **manure analyses less than 1 year old (if applicable); and**
- **field histories (manure applications and legumes grown) for the past 2 years.**

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# New Online Course for Maryland Cottage Food Producers & On-Farm Home Processors

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If you are starting a value-added food business in Maryland, sign up today for the Maryland Food Ventures interactive self-paced online course!

## Topics include:

- Product Development
- Food Safety & Licensing
- Marketing
- Packaging
- Financing & Pricing for Your Business
- Success Stories from Maryland Value Added Producers

## Course Structure

- Short videos, exercises, and quizzes with an average course completion time of five to six hours
- Surveys to assess attitude and behaviors related to value-added foods

This course covers information for food subject to Maryland Cottage Food or On-Farm Home Processing regulations, like high acid jams, most breads, dried herbs, and raw honey.

## Register Today!

Free for a limited time only

<https://go.umd.edu/mfvcourse>

Dr. Shauna Henley

[shenley@umd.edu](mailto:shenley@umd.edu)

For special accommodations, please contact Dr. Shauna Henley before starting the course at [shenley@umd.edu](mailto:shenley@umd.edu) or 410-887-8090.

Designed with producer interests in mind, this 2-day grazing school will offer a more in-depth education on pasture and grazing management. Come learn everything you need to know to better manage grazing on your farm!

Topics include:

- Forage identification and selection
- Assessing and monitoring pasture health
- Methods for measuring forage yield
- Principles of pasture management
- Pasture allocation (grazer's math)
- Fencing and watering options
- Strategies to extend the grazing season
- Managing for soil health and fertility
- Matching forage quality with animal needs
- Designing a rotational grazing system

WHEN: September 29—30, 2022  
from 8:00 a.m.—5:00 p.m.

WHERE: Rocklands Farm, 14531  
Montevideo Rd. Poolesville, MD 20837

COST: \$150

CONTACT: Amanda Grev  
(301) 432-2767 x339  
agrev@umd.edu

This course features multiple hands-on exercises to provide you with opportunities to work with grazing tools and fencing materials. Enrollment is limited to 30 people to keep the group small and allow for more interaction and networking opportunities. You will also have an opportunity to sit down with an instructor to begin developing a customized grazing plan for your farm.

The event runs from 8 AM to 5 PM each day. Lunch will be provided each day, as well as dinner on Thursday evening. Activities will take place both indoors and outdoors, so be sure to plan ahead and dress accordingly.

This event is brought to you by University of Maryland Extension, the Maryland-Delaware Forage Council, Maryland Grazers Network, and NE SARE.

To register visit: <https://www.eventbrite.com/e/maryland-grazing-school-tickets-396348989497>



## ADVANCED GRAZING WORKSHOP

The Maryland Advanced Grazing Workshop with Ranching for Profit is designed for producers looking to transform their operation into a profitable business with less work and stress. Workshop attendees will dive deeper into the principles behind farm economics and increasing farm profitability, giving you the tools and insights you need to improve your business.

Day 1 (Thursday): Three Secrets for Increasing Profits

- Project profit or loss using the RFP 7-step profit planning model
- Use benchmarks to identify your profit drivers and find your "dead wood"
- Transform your farm into a successful family business that makes more profit and requires less work!

Day 2 (Friday): Hard Work and Harmony

- Get everyone in your business on the same page
- Turn expectations into agreements
- Hold family members accountable in the business without hard feelings at home
- Create a succession plan ensuring there is a "happily ever after" for your family

This 2-day advanced workshop will be taught by Dave Pratt, one of the experts on the Ranching for Profit team. Dave Pratt has helped thousands of farm families build happier, healthier lives and improve the health and productivity of millions of acres and has taught thousands of producers across the US, Canada, Mexico, Australia, and Africa to help them transform their farms and ranches.

The workshop will feature a small group approach with team and class discussions, case studies, videos, constant interaction, and direct application to the participants' own situations to make for a fun and effective learning environment. Lunch will be provided each day.

This event is brought to you by the University of Maryland Extension, the Maryland-Delaware Forage Council, Maryland Grazers Network, and NE SARE.

WHEN: October 20 & 21, 2022  
from 9:00 a.m.—5:00 p.m.

WHERE: UMD, Western Maryland Research  
& Education Center, 18330 Keedysville Road,  
Keedysville, MD 21756

COST: \$150 for both days; \$100 for one day  
(purchase ticket for either Thursday or Friday)

CONTACT: Amanda Grev  
(301) 432-2767 x339  
agrev@umd.edu

To register visit: <https://www.eventbrite.com/e/maryland-advanced-grazing-workshop-with-ranching-for-profit-tickets-396351346547>

GRAZING EDUCATION CONT.



# Maryland Beef Webinars

Join us on the second Tuesday of each month from 7:30-8:30 pm

**March 8** — To deworm or not to deworm?

**April 12** — Breeding and Genetics

**May** — Break for weekly public beef education series

**June 14** — Interpreting a Forage Analysis

**July 12** — Mineral Nutrition for Beef Cattle

**August 9** — Pasture Management: Stockpiling Tips

**September 13** — Spring Stocker Cattle Recap:  
Successes and Lessons Learned

**October 11** — Utilizing Crop Residue as a Forage Source

**November 8** — Benchmarking for Success

**December 13** — Wintering Bulls and Cows



**Registration:**

<https://go.umd.edu/beef-webinars>

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**AgFS**  
Agriculture & Food Systems

This institution is an equal opportunity provider. If you need a reasonable accommodation to participate in any event or activity, please contact your local University of Maryland Extension Office.

## Wednesday Webinars



Offered the second and fourth Wednesday of each month. They are FREE and open to all!

To see a schedule of upcoming topics and to register visit: <https://extension.umd.edu/programs/agriculture-food-systems/program-areas/farm-and-agribusiness-management/women-agriculture/webinars>

## GREAT RESOURCES ARE JUST A CLICK AWAY!

Bryan R. Butler, Sr.  
Extension Agent,  
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<https://extension.umd.edu/locations/carroll-county>

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If you need a reasonable accommodation to participate in any event or activity, please contact your local University of Maryland Extension Office.

# FARM NOTES

## CARROLL COUNTY NEWSLETTER

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### Dates to remember

- Sept. 3 Maryland Beef Webinar @ 7:30 p.m.
- Sept. 14 Women in Ag Webinar @ 5:30 p.m.
- Sept. 16 Grain Marketing Mtg. @ Plum Crazy Diner @ 7:30 a.m.
- Sept. 22 Pasture Walk at Kefauver Farm, Clear Spring, MD @ 5:30 p.m.
- Sept. 28 Women in Ag Webinar @ 5:30 p.m.
- Sept. 29—Sept. 30 Maryland Grazing School at Rocklands Farm, Poolesville, MD @ 8:00 a.m. - 5:00 p.m.
- Sept. 30 Grain Marketing Mtg. @ Plum Crazy Diner @ 7:30 a.m.
- Oct. 5 Solar Workshop, Baltimore Co. Ag. Center @ 5:30 p.m.
- Oct. 11 Maryland Beef Webinar @ 7:30 p.m.
- Oct. 12 Women in Ag Webinar @ 5:30 p.m.
- Oct. 14 Grain Marketing Mtg. @ Plum Crazy Diner 7:30 a.m.
- Oct. 20 MD Advanced Grazing Workshop, WMREC Keedysville, MD @ 9:00 a.m.—5:00 p.m.
- Oct. 21 MD Advanced Grazing Workshop, WMREC Keedysville, MD @ 9:00 a.m.—5:00 p.m.
- Oct. 26 Women in Ag Webinar @ 5:30 p.m.
- Oct. 28 Grain Marketing Mtg. @ Plum Crazy Diner @ 7:30 a.m.

**SEPT./OCT. 2022**