

# Ag Notes

Harford County Newsletter

UNIVERSITY OF  
MARYLAND  
EXTENSION

University of  
Maryland Extension

Harford County  
Agricultural Center

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M—F 8:00 a.m.—4:30 p.m.

[Extension.umd.edu/harford-county](http://Extension.umd.edu/harford-county)

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## Hello, Harford County!

Happy spring! I think it's safe to say that we're all ready for some warmer weather and a fresh start to help us forget about the 2018 growing season. Hopefully we'll be fortunate to experience a more normal year this year. So far at the Extension Office, we've received three inches of rain more than we did this time in 2018, but it is early yet and that could change.

Speaking of change—we have a new addition to our office. Dwayne Murphy joined the Harford County Extension Office at the end of February as our new 4-H extension agent. Dwayne joins us from the Baltimore County Extension Office, where he was a 4-H agent. Dwayne is a Harford County resident and I am sure many of you have seen Dwayne helping out at the Harford County Farm Fair over the years. We welcome Dwayne and are excited to see what he has in store for the 4-H program. If you have any questions about 4-H, don't hesitate to reach out to him.

On another note, I wanted to share with you my experience at our first LEAD Maryland seminar. LEAD Maryland is a leadership development program for up and coming leaders in the field of agriculture. LEAD Maryland Class XI consists of 22 Fellows from all corners of our great state, from all areas of the agriculture industry. Over the next two years, we will be broadening our horizons and learning about Maryland agriculture.



Our first seminar was held February 26-28 at the Claggett Center just outside of Frederick. At our first seminar, we met the other members of our class, completed team-building exercises, and learned some interesting information on different personality types and how to work with people with different personalities and leadership styles. We also had great presentations on land use planning and how local governments try to balance agriculture with growth and development, as well as some local issues and concerns around solar “farming.” To cap it off, we visited two equine operations and learned about Maryland's equine industry. Did you know that equine are not considered an agriculture product in the eyes of the USDA—which is unfortunate, because an industry that is so vital to agriculture in our state and generates an economic activity of over \$2 billion for Maryland, goes uncounted in USDA statistics! Our next seminar is in Waldorf, MD during the first week of April.

As we gear up for the 2019 season, this is just a reminder that University of Maryland is here as a resource for you. Don't hesitate to reach out and I'd be happy to help in any way I can.

Until next time,  
-Andy



# 2019 Crop Budgets & Custom Farming Rates

Shannon Dill, Principal Agriculture Extension Agent  
University of Maryland Extension, Talbot County

The University of Maryland Extension has updated our grain website: [extension.umd.edu/grainmarketing](http://extension.umd.edu/grainmarketing) with new input data and spray programs for the 2019 field crop budgets. Also posted is the new 2019 Maryland Custom Rate Survey.

## Crop Budgets

Cost of production is very important when making decisions related to your farm enterprise and grain marketing. Enterprise budgets provide valuable information regarding individual enterprises on the farm. This tool enables farm managers to make decisions regarding enterprises and plan for the coming production year. An enterprise budget uses farm revenue, variable cost, fixed cost and net income to provide a clear picture of the financial health of each farm enterprise.

The 2019 Maryland enterprise budgets were developed using average yields and estimated input cost based upon producer and farm supplier data. The figures presented are averages and vary greatly from one farm and region to the other. It is therefore crucial to input actual farm data when completing enterprise budgets for your farm.

## How to Use University Enterprise Budgets

The enterprise budgets can be used as a baseline for your operation. Make changes to these budgets to include your production techniques, inputs and overall management.

The budgets are available electronically in PDF or Excel online at [www.extension.umd.edu/grainmarketing](http://www.extension.umd.edu/grainmarketing). Use this document as a start or reference to create your crop budgets. If you have problems downloading any of these budgets contact information is located on the website.

## Cost Per Acre, 2019

	Corn: No-Till	Corn: Conventional	Soybeans	Wheat	Wheat/Beans
<b>2019</b>	\$564.05	\$618.82	\$363.37	\$436.88	\$656.03
<b>Increase</b>	7%	10%	2%	20%	3%

*\*New spray programs were added for herbicide resistant weeds and budgets for Palmer amaranth control were added as well.*

## 2019 Custom Rate Survey Now Available

Financial and economic considerations such as limited capital, untimely cash flow, insufficient labor, small acreage or other reasons require farmers to hire custom service for field operations.

Custom work charges are determined by demand and supply and are negotiated between farmers and custom operators. The purpose of the publication is to provide information on custom work charges in Maryland and to provide data to assist in decision making regarding purchasing equipment.

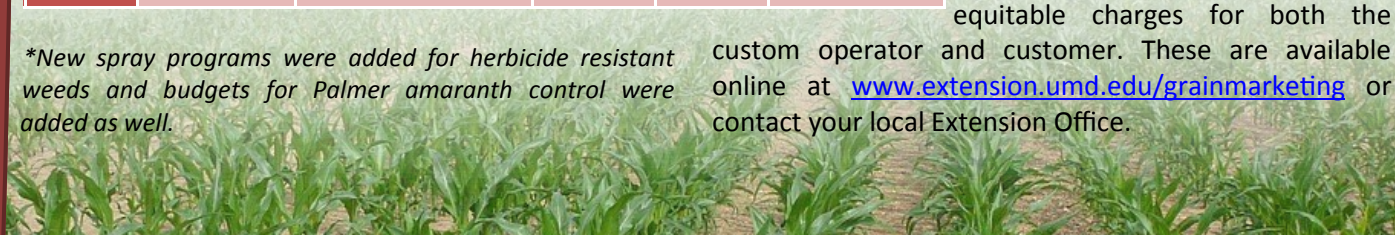
## Custom Work Charges

Operation	Average '18	Average '17	Change
Field Preparation	\$20.29	\$21.74	-7%
Planting	\$20.38	\$20.33	0%
Field Applications	\$10.88	\$11.41	-5%
Grass & Hay Production	\$15.88	\$13.11	17%
Harvesting	\$72.70	\$76.99	-6%
Labor	\$32.34	\$30.23	6%
Equipment Expenses	\$62.78	\$74.36	-18%
Average Total Change	\$33.61	\$35.45	-5%

*\*The accuracy of this survey depends on the number of realistic responses. If you would like to be added to the custom applicator list for future surveys list send your name and mailing address to [sdill@umd.edu](mailto:sdill@umd.edu) c/o MD Custom Rates.*

A mail survey was conducted in the fall of 2018 to determine custom works charges in Maryland. Rates were collected from 48 custom operators and farmers, and summarized for the state. Participants indicated the rates they charge for various field operations. The charges reported in this publication may serve as a guide

in determining an acceptable rate for a particular job where little other information is available. The charges can also be compared with costs and returns and may be used as a basis for working out more equitable charges for both the custom operator and customer. These are available online at [www.extension.umd.edu/grainmarketing](http://www.extension.umd.edu/grainmarketing) or contact your local Extension Office.





## SOWING THE SEEDS OF SOCIAL MEDIA SUCCESS—STRATEGIC MARKET PLANNING

The marketing world is rapidly changing and so are the tools for interacting with your target market. Internet and social media channels abound. Interactive marketing opportunities such as websites, blogs, e-mail campaigns, podcasts, e-commerce, and videos are taking the marketing world by storm. But with the time demands of running a successful business, how do you determine which of these tools match your marketing goals and your technical abilities?

**This seminar will be held on:**

**Tuesday, April 23, 2019**  
**CHESAPEAKE COLLEGE**  
**1000 College Circle, Room HEC 110, Wye Mills, MD 21679**

This seminar seeks to offer training for those ready to expand their already existing Internet marketing plans to the next level. Seminar topics will include:

- Learn to define business vision and goals, brand voice and how to align them with social media marketing activities,
- Gain insight into the operation and application of major social networking platforms,
- Learn to create a marketing action plan based on desired outcomes and how to integrate social media into the mix.
- Stay out of trouble by learning the legal parameters concerning postings, dealing with negative feedback, posting pictures, and online offerings.

- Hear from a panel of successful social media farm marketers.

**TIME:** 9:00 a.m. to 4:00 p.m. (check-in 8:30 a.m.)

**COST:** \$65.00 (Includes lunch and resource packet)

**REGISTRATION (deadline—Tuesday, April 16, 2019):**

**To pay by check go to** [https://extension.umd.edu/sites/extension.umd.edu/files/docs/programs/agmarketing/April\\_23\\_2019\\_SocialMedia\\_Mail-in\\_RegistrationForm.pdf](https://extension.umd.edu/sites/extension.umd.edu/files/docs/programs/agmarketing/April_23_2019_SocialMedia_Mail-in_RegistrationForm.pdf)

Mail-in registration must be received by TUESDAY, APRIL 16, 2019

Mail your check payable to UNIVERSITY OF MARYLAND along with registration form to:  
University of Maryland, c/o Susan Barnes  
18330 Keedysville Rd., Keedysville, MD 21756-1104

**To pay by credit card go to** <https://socialmedia-wyemills.eventbrite.com>

\*There is an additional processing fee from Eventbrite to pay by credit card

**FOR MORE INFORMATION:** For program information or if you require special assistance to participate in this program please contact Ginger Myers at (301) 432-2767 x338 or e-mail [gsmyers@umd.edu](mailto:gsmyers@umd.edu).

**INCLEMENT WEATHER:** Please check your email 24hrs. prior to the workshop in case of inclement weather

### Equine Seminar

*May 1*

5:30—8:30pm  
Baltimore County  
Extension Office

Mark your calendar for the 2019 Equine Seminar at the Baltimore County Extension Office on 1114 Shawan Rd., Cockeysville, MD. Dinner will be served starting at 5:30, with the program beginning at 6pm. Topics this year will include: de-wormer resistance, creating a pasture management plan, how your operation can benefit from the Soil Conservation District, and more! Bring in your equine's fecal samples for Lee Swift to do an egg count at a small cost.

**Registration: \$15 per person** and includes dinner; if you have any dietary restrictions, please let us know by April 25th. To register, call the Baltimore County Extension Office at (410) 887-8090. For more information, contact Erika Crowl ([ecrowl@umd.edu](mailto:ecrowl@umd.edu), (410) 887-8090) or Andy Kness ([akness@umd.edu](mailto:akness@umd.edu), (410) 638-3255).



USDA Press Release

The U.S. Department of Agriculture (USDA) announced that dairy producers who elected to participate in the Livestock Gross Margin for Dairy Cattle Program (LGM-Dairy) now have the opportunity to participate in the Margin Protection Program for Dairy (MPP-Dairy) for 2018 coverage. Sign-up will take place March 25 through May 10, 2019.

Producers enrolled in 2018 LGM-Dairy, administered by USDA's Risk Management Agency (RMA), previously were determined by the 2014 Farm Bill to be ineligible for coverage under MPP-Dairy, a safety net program available through USDA's Farm Service Agency (FSA).

"The 2018 Farm Bill included substantial changes to USDA dairy programs," said FSA Administrator Richard Fordyce. "This includes the ability for producers with LGM coverage to retroactively enroll in MPP-Dairy for 2018. It also integrated recent improvements to the MPP-Dairy in the new Dairy Margin Coverage program, beginning with the 2019 calendar year."

The MPP-Dairy program offers protection to dairy producers when the difference between the national

all-milk price and the national average feed cost — the margin — falls below a certain dollar amount selected by the producers in a dairy operation. LGM-Dairy is an insurance product that provides protection when feed costs rise or milk prices drop. The gross margin is the market value of milk minus feed costs.

This retroactive sign-up is only for dairy producers with 2018 LGM coverage who produced and commercially marketed milk in 2018 but did not obtain full year MPP-Dairy coverage. FSA will notify eligible producers by postcard and provide a one-time payment for all of the months in 2018 that had margins triggering MPP-Dairy assistance.

"I'm pleased that dairy producers will now be able to take advantage of enrolling in both Livestock Gross Margin and the Margin Protection Program for 2018 coverage," RMA Administrator Martin Barbre said. "The 2018 Farm Bill gave dairy producers more options like these and when combined with the new Dairy Protection Program offered by RMA, that means more overall coverage for dairy producers."

Eligible producers can enroll during the sign-up period at their local USDA service center. To locate your office, visit [farmers.gov](http://farmers.gov).

## Maryland Laws For Raising Honey Bees

*Nicole Cook, Environmental and Agricultural Faculty Legal Specialist  
University of Maryland Eastern Shore*

*Article originally posted to [Maryland Risk Management Education Blog](#)*

It's that time of year when we start to think about all the joys of spring: warm rains, flowers blooming, and—if you're thinking about raising honey bees—shopping for your "nuc!" Honey bees are vital to the health of Maryland's agricultural industry, and many farmers also see the honey and beeswax as potential additional revenue sources. Because of their importance to agriculture, however, most states, including Maryland, have comprehensive laws aimed at maintaining honey bee health, which the state takes very seriously. In fact, violation of Maryland's laws is a misdemeanor crime. So, before you buy your brood, make sure you understand what's required

under the law to keep honey bees in Maryland.

Maryland's Department of Agriculture (MDA) is the agency responsible for approving the movement of honey bee colonies into Maryland. A person may not ship or transport into the state any colony or used bee equipment that is not accompanied by a valid inspection certificate issued by an authorized apiary inspector of the state of origin of the colony or equipment. Any colony or bee that is transported into the state without the required documentation will be restricted to an area that the MDA designates, and could be destroyed by MDA at the owner's expense if not removed from the state within 24 hours after being



5 notified by the Department.

Everyone who keeps honey bees must provide access for MDA to inspect each colony, and must register each colony with MDA within 30 days of receiving the colony, and then on or before January 1st every year thereafter. There is no fee to inspect or register a hive, but the registration certificate is not transferable. For a registration form, go to [http://mda.maryland.gov/plants-pests/Pages/apiary\\_inspection.aspx](http://mda.maryland.gov/plants-pests/Pages/apiary_inspection.aspx).

During inspections, among other things, MDA will make sure that the honey house is clean and sanitary, the rooms are well ventilated, and there is sufficient lighting with protection over exposed food zones to protect from product adulteration. They will also look to make sure that there is an easily-accessible and adequate water supply for the honey processing room, and that when honey is extracted, the honey house is used only for the extracting, processing, packing, or handling of honey. In addition, openings to the outside in the extracting and packing rooms must be screened and kept in good repair. And, in each colony, a beekeeper must provide moveable frames, each of which can be removed from the colony without causing damage to the combs in the colony, and honey can only be extracted from capped combs with no bee brood or larva from a wax moth or small hive beetle.

If you're going to be transporting a bee colony through Maryland, each colony must be screened or covered at all times and the operator of the motor

vehicle transporting the bees must operate the vehicle's motor at all times unless refueling in order to keep the bees from being agitated or unless the bees are enclosed in a refrigerated section of the vehicle that's kept at 45 degrees Fahrenheit. A motor vehicle containing bees may not be operated more than one mile from any interstate highway.

In addition to the state laws for beekeeping, you will also want to check with your county and city about what restrictions they may have for beekeeping. For example, Frederick County's zoning ordinance requires that the apiary not be less than 10 feet from any lot line, a water supply must be provided to minimize honeybees from seeking water off-site, and the apiary must be located behind a solid fence, hedge or other barrier that's at least six feet tall, runs parallel to the property line and extends 10 feet beyond the apiary in each direction.

And finally, if you are going to employ one or more persons in the beekeeping, you must file with MDA a Certificate of Compliance with the State Workmen's Compensation Laws or provide MDA a workmen's compensation policy number or binder number as evidence of insurance.

Beekeeping is a growing source of income in Maryland. It also provides an important service to Maryland's agriculture. Just be sure you don't get stung by not understanding Maryland's laws for beekeeping.

## Farm Bureau, 4-H, & Master Gardener Scholarships

The **Harford County Farm Bureau Scholarship** is available to applicants whose families are members of Harford County Farm Bureau. The applicant must be accepted or enrolled in a full-time accredited 2 or 4 year college, university, or technical school, and the applicant's chosen curriculum must be in an approved program in agriculture or an agriculturally related field.

The **Harford County 4-H Memorial Scholarship** is available to applicants who have been a member of Harford County 4-H for a minimum of 2 years. This scholarship was established to memorialize several Harford County 4-H members who lost their lives at a young age because of accidents or health issues. Funds for this scholarship come from donations and from the sale of 4-H livestock projects which are sold at the Harford County Farm Fair.

There is one scholarship application form, which can be used for either or both scholarships listed above. The printed application form is available at the Harford County Agricultural Center or can be requested electronically by contacting the Farm Bureau office at [harfordfb@gmail.com](mailto:harfordfb@gmail.com). The completed application and all requested information should be sent to: Harford County Farm Bureau, 3525 Conowingo Road, Suite 200, Street, MD 21154. Applications must be postmarked by or delivered to the Farm Bureau office by **Friday, April 26, 2019**.

The **Master Gardeners of Harford County**, part of the University of Maryland Extension, is offering a scholarship in the amount of a one-time \$1,000 award to a graduating high school senior who resides in Harford County. The recipient must be a student who plans to attend an accredited college or university to pursue studies in Agronomy, Botany, City Landscape Planning, Conservation, Entomology, Environmental Science, Forestry, Horticulture, Landscape Design and/or allied subjects. Please contact the Extension Office at (410) 638-3255 for an application. The completed application must be postmarked by **April 25, 2019**. The winning student will be notified by May 15, 2019.

## Equine Nutrient Management Training

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This training provides participants with an overview of Maryland's nutrient management requirements, best management practices, and basic soil conservation techniques for farms. Additional topics include cost-share and other financial incentives for large and small equine operations, pasture management techniques, basic fertility for pastures and hay, setbacks, buffers, and manure management, including storage and handling. The Farm Stewardship Certification and Assessment Program (FSCAP) and Maryland's Watershed Implementation Plan (WIP) requirements will be discussed. Instructors are university and government experts.

May 2

9:00am—3:30pm  
Maryland Department  
of Agriculture  
Annapolis, MD

Owners and operators of equine operations, boarding stable license holders, and anyone involved in the equine industry who desires greater knowledge of environmental responsibility on their farms should attend. Please complete and return the registration form by **April 26**, along with \$30 fee. Registration includes all educational materials, breakfast, and lunch. For registration forms or more information, visit our [website](#) or call (410) 841-5959.



## New Mandatory Paraquat Training

EPA, Office of Pesticide Programs Update press release



A new certified applicator training module for paraquat dichloride (also known as paraquat) is now available. The training was developed by paraquat manufacturers as part of EPA's 2016 risk mitigation requirements and approved by EPA.

Paraquat is one of the most widely used herbicides in the U.S. for the control of weeds in many agricultural and non-agricultural settings and is also used as a defoliant on crops such as cotton prior to harvest. Paraquat is a restricted use pesticide for use only by a certified applicator. The restriction applies to mixing, loading, and applying paraquat, as well as other pesticide handling activities.

Since 2000, 17 deaths have been caused by accidental ingestion of paraquat. Many of these deaths resulted from people illegally transferring the pesticide to beverage containers and the victim later mistaking it for a drink. [A single sip can be fatal.](#) In addition to the deaths by accidental ingestion, since 2000, three more deaths and many severe injuries have been caused by the pesticide getting onto the skin or into the eyes of

those working with it.

To help prevent these tragedies, **certified applicators must now take paraquat-specific training before use**, to emphasize that the chemical must not be transferred to or stored in improper containers. The training also covers paraquat toxicity, new label requirements and restrictions, consequences of misuse, and other important information.

The requirement for training is only one of [several actions EPA has taken](#) to prevent poisonings, including making label changes, restricting the use of all paraquat products to certified applicators only, and requiring closed-system packaging for all non-bulk (less than 120 gallon) end use product containers of paraquat.

View the paraquat:

- [Training module and list of FAQs](#),
- [Summary of mitigation measures](#), and
- Mitigation decision and other supporting documents at [www.regulations.gov](http://www.regulations.gov) under docket # [EPA-HQ-OPP-2011-0855](#).

# Evaluating Wheat Stands

Andrew Kness, Agriculture Extension Agent  
University of Maryland Extension, Harford County

The 2018 growing season was a record year in terms of precipitation and is one we would all like to soon forget. However, a soggy fall made it very difficult to seed the 2019 wheat crop and may have lingering effects. Persistent rains delayed planting or forced growers to plant into less-than-ideal field conditions, which may have affected seed establishment and/or plant emergence. As wheat begins to green up and as we approach planting season, it may be a good idea to consider evaluating your wheat stands to help you determine if you should keep the crop for grain vs. a cover crop, consider alternate uses, or terminate it to replant a different crop.

In order to accurately determine wheat stand you will need a yard stick (or any three-foot long stick) and a calculator. Place the stick along a row and count the number of plants in that three-foot section. Record this number and repeat this several times at random locations across the field that are representative of the field as a whole. I would recommend doing this at 15-20 locations to get an accurate average. Take your average and multiply it by four. Divide this number by your row width (in inches). The equation looks like this:

$$\text{Plants per square foot} = \frac{(\text{Average number of plants per 3 ft of row}) \times 4}{\text{Row Width}}$$

Example:

Plants/ 3 ft. of row:  $(48+41+38+36+28+51+42+39+48+43+18+29+56+49+45)/15 = 40.7$

$$\frac{40.7 \times 4}{7} = 23.6 \text{ plants per square foot}$$

Alternatively, if your wheat is broadcast or flown on, you can calculate the number of plants per square foot by counting the number of plants in a 1 ft. x 1 ft. square or any other standardized form of measurement as long as you're consistent (for example, you could use a hula hoop; just calculate it's area).

To achieve maximum yield potential, stands should be at least 22 plants/sq. ft. You may want to consider alternatives for stands fewer than 12-14 plants per square foot.

Plants/sq. ft.	Yield Potential (%)
30-35	100
22-28	100
18-21	90-95
15-18	75-80
12-14	60-70

*\*Information from the Penn State Agronomy Guide*

## Spring Market & Drone Sprayer Demonstration

April 27

10am—3pm

The Barn at the

Wright Place

White Hall, MD

This free event is open to the public and includes an agricultural drone demonstration, lawn equipment demonstrations, and gardening information. The event will take place at 2406 Bradenbaugh Rd., White Hall, MD. For details, visit [benjaminslanding.com](http://benjaminslanding.com) or Benjamin's Landing at Lowe Farms on Facebook.



*Great resources are just a click away!*

*Andrew Kness*

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Back-issues of this publication can be found at: <https://extension.umd.edu/news/newsletters/657>

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*Agronomy*

*General Interest*

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## Dates to remember

- 8 Apr.** [Update Your Nutrient Management Plan Workshop](#). 1-4pm. University of Maryland Extension, Frederick County, Frederick, MD. Free. Limited space. Register online or call (301) 405-2563.
- 10 Apr.** [Women in Ag Webinar: Estate & Transition Planning](#). 12pm. Free. Register online.
- 19. Apr.** [UMD Institute of Applied Agriculture Open House](#). 9:30am -12pm. University of Maryland, Jull Hall, College Park, MD. Free. RSVP (required) [online](#) or call (301) 405-4686.
- 23 Apr.** [Sowing The Seeds Of Social Media Success—Strategic Market Planning](#). 9am-4pm. Chesapeake College, Wye Mills, MD. \$65. Register online or call (301) 432-2767 x338 by April 16.
- 24 Apr.** [Women in Ag Webinar: Predator Control for your Small Flock](#). 12pm. Free. Register online.
- 27 Apr.** [Maryland Day](#). 10am-4pm. University of Maryland, College Park. Free.
- 29 Apr.** [Food Safety Training for FSMA PSA Rule](#). 8am-4:30pm. Maryland Department of Agriculture, Annapolis, MD. \$25. Register [online](#) or call (410) 841-5769.
- 1 May.** Equine Seminar. 5:30-8:30pm. Baltimore County Extension Office, Cockeysville, MD. \$15. Register by calling (410) 887-8090.
- 2 May.** [Equine Nutrient Management & Conservation Practices Training](#). 9am-3pm. Maryland Department of Agriculture, Annapolis, MD. \$30. Register [online](#) or call (410) 841-5959 by April 26.

# April 2019