Hello Northeast Ohio Counties!

Even though it feels more like January this week, Welcome to March!

Next week is the NE Ohio Winter Beef Clinic. If you want to become BQA Certified and get some great beef information, register for the free clinic on March 12th.

If you want to become certified in pesticide application, register for the New Pesticide Applicator Training that is also on the 12th.

The first article in today’s issue has some great information on managing stress. We at extension are here to help so if we can assist you in any way please do not hesitate to call.

Stay safe!

Dr. Aaron Wilson, Atmospheric Scientist at Ohio State, giving a weather & climate presentation at the Trumbull Farmer Lunch Series today.
Suggestions for Managing Stress
By: Chris Zoller, Extension Educator, Agriculture & Natural Resources
Source: https://u.osu.edu/ohioagmanager/2019/03/04/suggestions-for-managing-stress/

You have faced several years of poor commodity prices, depressed milk prices, increased input costs, and wet weather. You have looked for areas to reduce costs, evaluated options, implemented changes…and the financial stress continues to take a toll on your physical and mental health. What can you do?

Mindset
According to the Michigan State University Extension publication “How to Create a Productive Mindset,”…The mind has 70,000 thoughts per day…that’s 70,000 opportunities. The brain is about two percent of your body weight – but uses 20 percent of your energy. Eighty percent of repetitive thoughts are negative, but don’t have to be.

In addition to the Michigan State University Extension publication mentioned earlier, Iowa State University Extension Dairy Specialists Dr. Fred Hall and Dr. Larry Tranel provide the following suggestions for coping with stress:
- Self-Talk – remind yourself that you have been through difficult times before and will do so again.
- Choose words like “calm”, “capable”, and “controlled” to maintain a positive mindset.
- Use deep breathing – do this five times and release slowly.
- Accept the situation and focus on solutions instead of focusing on the problem.
- Avoid negative people.
- Check in on your friends and family. Men generally don’t communicate as well as women. Phone calls or texts to friends and family are simple gestures that can be very comforting and meaningful.
- Don’t shut out family – communicate with members about your worries and concerns. Family can provide support.

Advisory Team
Assemble a team of professionals to help you analyze your situation and provide suggestions. The team may include your veterinarian, nutritionist, agronomist, lender, accountant, attorney, and Extension Educator. Have these professionals come together to review your past performance, present situation, and goals for the near and short-term. Each professional brings a different perspective to the meeting based on his or her experiences and can be a valuable resource to analyze, answer questions, and provide recommendations.
Plan
What are your plans for the short-term and long-term? What Specific, Measurable, Attainable, Rewarding, and Timed (SMART) goals will get you where you want to be? Do other members of your family share the same vision?

What if you decide to exit the dairy business? Do you have a written exit plan? There is life after exiting the business. Talk to your attorney and accountant about the sale and tax liabilities.

Seek Professional Help
There are trained counselors in or near your community available to help. These professionals provide confidential counseling and can suggest options to best manage your situation. Names of counselors available in your area are available by contacting your physician, local health department, pastor, or conducting an online search. Do not be ashamed to seek help!

Summary
The items presented here are not going to increase milk prices or lower input costs. However, understanding your mindset, assembling an advisory team, developing a plan, and, if necessary, reaching out to use the services of professional counselors can help you better understand your situation and make well-informed decisions.

Grain Marketing Webinars Offered
Source: https://u.osu.edu/ohioagmanager/2019/02/11/grain-marketing-webinars-offered/

Do you want to do a better job of pricing your corn and soybeans? Is grain marketing a confusing and daunting task? If so, this webinar is for you!

Ohio State University Extension is offering a two-session webinar focused on helping farmers become better grain marketers. Participants will have a better understanding of risk, marketing tools, and the development of written marketing plans. These workshops are funded through a North Central Risk Management Education Grant. Additional information can be found at http://go.osu.edu/grainplan.

Participants will learn to identify their personal risk tolerance and their farm’s financial risk capacity. Both of these are important in developing a successful grain marketing plan. Participants will also learn how crop insurance products effect marketing decisions and effect risk capacity. Grain marketing consists of understanding and managing many pieces of information. Information on the different grain marketing contracts will be presented. These include basis, hedging, cash, futures, and option
contracts. Additionally, participants will be provided an example of a grain marketing plan and the fundamental principles that should be included.

The courses will be offered on two consecutive Tuesdays, starting on March 12, 2019. For specific times, as well as program registration instruction, go to http://go.osu.edu/grainwebinar. Cost for the program is $30.00.

To request additional information or have questions answered, contact Amanda Bennett at 937-440-3945 or at bennett.709@osu.edu

**Soybeans fall as news of U.S.-China trade deal awaited**

By: Michael Hogan, Reuters  

Chicago soybeans fell on Tuesday as dealers awaited more news on a trade agreement to reopen China’s huge soybean market to U.S. exports.

Wheat also fell, while corn was little changed.

“Soybeans and corn markets are today awaiting signs of more progress in the U.S./China trade talks,” said Michael Magdovitz, senior agriculture commodities analyst at Rabobank. “The markets remain in limbo with no concrete news about broader trade progress or a ‘soybean solution’ that would reopen the Chinese market to U.S. soybeans.”

Chicago Board of Trade Most active May soybeans were down 0.2 percent at $9.13-1/2 a bushel at 1204 GMT, after rising 0.5 percent on Monday.

May corn fell 0.07 percent to $3.74-1/2 a bushel after also rising 0.5 percent on Monday. May wheat fell 0.3 percent to $4.53-1/2 a bushel.

China’s commerce minister said trade talks with the United States have been difficult but working teams from both countries are continuing negotiations. Markets were previously supported by reports on Sunday saying the United States and China appeared close to a deal.
“China said a couple of weeks ago it would buy around 10 million tonnes of U.S. soybeans, but no purchases have been reported yet,” Magdovitz said. “President Trump asked China to unilaterally remove tariffs on U.S. farm products and the market is waiting for its response.”

“U.S. farmers hold record soybean stocks and must soon make decisions about what crops they will plant for the new harvest. Unless we see more news of progress in the China trade talks they may start selling these inventories more aggressively.”

Corn futures have been receiving support on worry about U.S. weather, planting concerns and technical buying, brokerage Allendale added.

Wheat remains under pressure as U.S. supplies seek a price level which will enable exports against intense competition from the Black Sea and west Europe. Australia’s wheat harvest is expected to jump 38 percent if farms receive rain.

“Wheat has been falling as U.S. wheat needed to gain export competitiveness,” Magdovitz said. “But there are signs that recent declines have made U.S. wheat competitive in export markets, with U.S. wheat offered cheapest in Iraq’s international tender on Monday.”

“Wheat discounts are also bringing out international buyers, which could in turn support prices. We could see a wheat price consolidation if the market assesses that U.S. wheat has fallen to levels which will enable more export sales to be made.”

**Updated Field Guide Available**

By: Harold Watters CPAg/CCA


The newly revised Corn, Soybean, Wheat, and Forages Field Guide is a compilation of the latest research by Extension specialists from The Ohio State University in partnership with Pennsylvania State University.

Designed as a guide for scouts, crop advisors, and farmers, this handy spiral-bound book contains updated information and images to aid with insect, disease, and weed identification. Major revisions to the book include the latest fertilizer recommendations, broadleaf weed ID keys, and a manure sampling and manure applicator.
Northeast Ohio Agriculture  OHIO STATE UNIVERSITY EXTENSION

Ashtabula and Trumbull Counties

Northeast Ohio Winter Beef Clinic to be held March 12th

OSU Extension Ashtabula County will be holding a winter beef clinic on 
**Tuesday, March 12th, 2019 from 6:30 to 8:30** at the Ashtabula County Extension office located at 39 Wall Street Jefferson, OH 44047. The two hour clinic will feature a discussion on beef cattle reproduction with Dr. Beth Kocab and Beef Quality Assurance with Haley Shoemaker.

The Ohio Beef Quality Assurance (BQA) program ensures that both beef and dairy cattle are raised in a manner that results in a wholesome beef product for our consumers. This program helps producers gain market access and keep their cattle desirable to the buyer in the stands.

Join us for an informative night of beef production and get BQA certified!

There is no cost for attending the clinic but you must register for this program by calling the Ashtabula County Extension office at 440-576-9008 or E-Mailing Andrew Holden at Holden.155@osu.edu

**This event is limited in capacity so reserve your spot today!**
**2019 Northeast Ohio Winter Grape School to be held March 7th**

OSU Extension, Ashtabula Agricultural Research Station, and Tri-County Grape Growers will be hosting a combined event with scientific updates and presentations from significant grape industry vendors. The event will be held on March 7th, 2019 at Silver Crest Cellars in Madison, Ohio. Registration will start at 1:30pm, with presentations running from 2pm-5pm, including a pest-ed recertification credit session. A hot dog roast will follow, as well as the monthly business meeting of the Tri-County Grape Growers. Please email kirk.197@osu.edu or call (440) 224 0273 for more information.

**Trumbull County Farmer Lunch Series**

OSU Extension Trumbull County, Trumbull County Soil and Water Conservation District, and the NRCS have combined efforts to offer a farmer lunch seminar series that will cover a variety of topics relevant to NE Ohio. Each program will start with lunch at 11:30A.M. sponsored by the Trumbull County Holstein Club followed by a 1-hour presentation. Cost for individual programs is $10/person.

Tuesday, April 2, 2019 – Tillage Affects on Soil Health
- Steve Culman, Assistant Professor, State Specialist in Soil Fertility
- New tillage technologies are arriving each year, but are they hurting your soil health? Learn how tillage, and other practices can improve or hurt your soils health. CCA credits available.

**Upcoming Events**

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The Ohio Beef Quality Assurance (BQA) program ensures that both beef and dairy cattle are raised in a manner that results in a wholesome beef product for our consumers. This program helps producers gain market access and keep their cattle desirable to the buyer in the stands.

**Location**
Ashtabula County OSU Extension
Office Downstairs Meeting Room
39 Wall Street Jefferson, Ohio 44047

**Cost**
FREE - registration is required.

**Registration**
Please RSVP for this program by calling the Ashtabula County Extension office at 440-576-9008 or E-Mailing Andrew Holden at Holden.155@osu.edu

**This event is limited in capacity so reserve your spot today!**
Are you thinking about getting your pesticide license, but are nervous about the exam? OSU Extension is offering two opportunities to attend a New Applicator Training that will help you prepare for the ODA exams. We will cover CORE, or basic safety material and will discuss individual categories briefly. **Pre-Registration is required a week in advance.** Cost for this training session is $35/person and includes CORE study materials, and handouts. To register, complete the bottom portion of this flyer and mail with check to the location you plan to attend. Please make checks payable to OSU Extension.

**2019 NEW PESTICIDE APPLICATOR TRAINING REGISTRATION FORM**

Complete the below information and send with payment to the location you wish to attend the training.

Name: 

Address: 

Phone: Email: 

Number Attending: X $35/person = Enclosed

Please make checks payable to OSU Extension