Hello, Ashtabula and Trumbull Counties!

Congratulations to the Northeast Counties of the Ohio Farm Bureau who were one of three recipients of the Ohio JCEP Friend of OSU Extension Award last week at OSU Extension’s Annual Conference! We are so thankful for their support.

We got our first blast of snow this past week and it looks like some artic temperatures for later this week. Stay warm and drive safe! Have a good and safe week!

David Marrison
Extension Educator
Ag & Natural Resources
Ashtabula County

Lee Beers
Extension Educator
Ag & Natural Resources
Trumbull County
Ashtabula County Farm Bureau Recognized by OSU Extension

Congratulations to the Northeast Counties of the Ohio Farm Bureau who was one of three recipients of the Ohio JCEP (Joint Council of Extension Professionals) Friend of Extension Award last week at OSU Extension’s Annual Conference. This recognition is the highest honor our professional organization gives to individuals, businesses or organizations which support the mission of OSU Extension. The Ashtabula County Extension office has been blessed to be able to work hand in hand with our local Farm Bureau on issues impacting our local farmers. This work includes collaboration on two important task forces dealing with the CAUV and Phosphorus issues as well as co-sponsoring the very successful Ashtabula County Ag Day each May for our local first graders. We were very pleased that our State Extension Organization recognized them for their incredible partnership. A special thanks to Mandy Orahood, Ashtabula County Farm Bureau Organization Director and Lynn Frank, Ashtabula County Farm Bureau President for attending the awards luncheon on December 7, 2016 in Columbus, Ohio to accept this award. We congratulate our Farm Bureau Organization and look forward to working together for many years to come.

OSU Extension to Hold Women in Agriculture Program on Saturday, January 28, 2017

Ashtabula County Extension is pleased to announce to be hosting a “Women in Agriculture” Program on Saturday, January 28, 2017 from 9:00 to 3:30 p.m. This program is for women who are involved in the many different aspects of agriculture. This meeting will be our kick-off for a regular program schedule for women involved in agriculture.

At this program we will look at the way our personalities work with others and how to best utilize this knowledge in our farm operation. The importance of goal setting and having a personal and farm mission statement will be discussed. Learn about family communication and help with the planning of future programs for women in agriculture.

Pre-registration is requested by January 18, 2017. The cost is $20 per person and includes lunch, snacks and program handouts. More information can be obtained by contacting Abbey Averill at the Ashtabula County Extension office at 440-576-9008.

Nine Strategies for a Profitable 2017

By Suzanne Steel, OSU Extension

Despite low commodity prices, Ohio farmers can stay in the black in 2017 — but they will need to tighten their belts and slash expenses, said Barry Ward, agricultural economist at The Ohio State University.

“Farmers need to reevaluate all of their inputs in general, and focus on those things that give a clear ROI (return on investment) when corn is bringing $3.50 to $4 per bushel,” said Ward, who works for Ohio State University Extension, the outreach arm of the College of Food, Agricultural, and Environmental Sciences.

Ward’s nine strategies:
1. Reevaluate crop production inputs such as prophylactic fungicide applications and specialty fertility products.
2. Forgo phosphorus and potassium fertilizer, if soil tests show there’s enough in the ground for the coming crop.
3. Review and adjust nitrogen rates and application timing.
4. Re-evaluate seed technology. “Seeds with fewer GMO traits are usually less expensive,” Ward said. “But this will require more management time — you may have more weed pressure, more insect pressure. You need to weigh the pros and cons — and if you’ve done some on-farm evaluation, you will know what works and is worth the investment.”

5. Eliminate excess equipment and re-evaluate equipment sizing. “The secondary markets are soft, so it’s not the best time to sell excess equipment. If there is a true need for equipment, this would be the time to buy,” he said.

6. Renegotiate cash leases. “The economics of the past three years have cried for a lowering of cash leases, but they have held up because of equity positions on behalf of farmers and landowners’ property taxes,” Ward said. “Landowners need to understand that margins have declined and lease prices need to come down.”

7. Consider more do-it-yourself repair and services, including spraying, soil sampling and equipment repair.

8. Evaluate farm yield ratios with price ratios when determining crop mix.

9. Re-examine family living expenses. “It’s not easy to do,” Ward said, “but family living expenses need to ratchet back to pre-2006 levels.” According to Illinois Farm Business Farm Management data, family expenses were $85 per acre in 2006, compared with $110 per acre in 2015.

**Fall Oats as Dairy Forage**

By John S. Weedon, The Reservation Farm (Parkman, Ohio)

Northeast Ohio farmers grow a lot of oats. The 2012 Census of Agriculture reports Ashtabula County is ranked 3rd in the state for acres planted in oats for grain, and Trumbull County comes in at 6th. Up north, Wisconsin dairy farmers are experimenting with another oats option: fall forage.

Wisconsin farmers usually plant fall oats in early to mid-August after a harvest of wheat, rye, or other cereal grains or in fields where alfalfa, which is harvested every 28 days, has been killed off. The oats supply another forage crop and improve soil fertility by helping mop up excess nitrogen and adding organic matter via plant residue.

Producers face two management decisions with this practice: when to graze and what oat cultivar to plant. Scientists at the U.S. Dairy Forage Research Center recently investigated these questions. They planted two cultivators – early and late maturing – and released dairy heifers to graze at different start times, late September and mid-October. A control group was confined to a barn.

After two grazing seasons, heifers gained more weight by grazing earlier rather than later and consuming late rather than early maturing cultivars. The early grazers gained twice as much weight per day compared to heifers starting two weeks later. The late maturing oats produced more leaves, greater energy density, and higher concentrations of carbohydrates compared to the early season cultivators. Consequently, cattle consumed larger quantities and gained more weight.


**Town & Country, Western Reserve Farm Cooperatives Vote to Merge**

Members of Western Reserve Farm Cooperative Inc. and Town and Country Co-op Inc. have approved merging the two cooperatives. According to an announcement on the Town and Country website, the results of the ballot counting Dec. 1 showed that 85 percent of the Western Reserve members were supportive of the merger, and 84 percent of the Town and Country members supported it. Both are based in Ohio.

The new cooperative’s board of directors include: Steve Babcock, Ashland; Ron Baumann, Amherst; Charlie Bratton, Danville; Brian Cadnum, Hinckley; Rick Eldred, Kingsville; Dale Hulit, Mansfield; Chris Kartley, Garrettsville; Gary Krieg, Orwell; Ken Kuhns, North Bloomfield; Bill Simmons, Medina; Larry Springer, Jefferson; Jim Steiner, Sterling; Earl Stitzlein, Loudonville; Kevin Troyer, Waterford, Pennsylvania; and Bill Walter, Spencer, Ohio. President and CEO will be Jean Bratton, who is currently the chief operating officer of Town & Country. The merger is effective March 1.

Farm Bureau Sets Policy for Coming Year
Source: https://www.morningagclips.com/farm-bureau-sets-policy-for-coming-year/

Ohio’s largest farm and food organization has established 2017 policy positions on agriculture’s role in protecting water quality, wildlife damage to crops and livestock and the state’s drug epidemic. During Ohio Farm Bureau Federation’s 98th annual convention, 338 delegates representing all 88 Ohio counties voted on hundreds of positions that will set the organization’s direction for the coming year. The meeting was held Nov. 30 – Dec. 2 in Columbus.

Agriculture’s ability to have a positive impact on water quality was high on the agenda. Delegates opted to get in front of the possibility that Ohio might create some type of farm stewardship certification program for farmers. The idea has been discussed among various stakeholders. In order to inform the discussion, Farm Bureau set forth some criteria on how the plan might look. Delegates said a certification program should build upon existing water quality programs, protect the farmer’s confidentiality and provide legal and regulatory certainty for farmers who choose to participate.

Wildlife damage to crops and livestock also earned the attention of delegates. Policy was written that advocates for farmers to be able to respond to crop damage in a more immediate fashion. Farm Bureau would also like to see federal wildlife management administered locally to help create a more efficient system for addressing crop and livestock damage. Policy also seeks permission for farmers to deal with nuisance wildlife by offering hunting privileges to members of their extended family.

Ohio’s growing drug epidemic is not confined to metropolitan areas, which led Farm Bureau delegates to discuss the challenges drugs bring to rural areas. The organization will advocate for multifaceted solutions including prevention and recovery efforts and support for law enforcement. Other topics addressed by the Farm Bureau delegates included protections for landowners against eminent domain claims, local infrastructure needs and funding challenges and changes in federal policy to account for advances in technology in areas such as drones or use of e-logs in commercial driving records.

Four Pitfalls of Working Capital
By: Sara Schafer, Top Producer Editor
http://www.agweb.com/article/avoid-working-capital-mistakes-naa-sara-schafer/

You don’t need any financial surprises in 2017. While preparing your business plan, ensure you are correctly gauging your operation’s working capital position. “Working capital is a simple equation of current assets minus current liabilities,” says Evan Hahn, senior agribusiness analyst with Farm Credit Mid-America. “However, the
ins and outs of calculating working capital are far more complicated than a simple arithmetic problem.”

Beyond avoiding missteps (see below), also look to improve your position, advises Scott Anderson, farmer and CEO of Cash Cow Farmer, a farm financial advisory and software company in Turton, S.D. Do so by eliminating nonproductive assets. “If you haven’t used it in two years, sell it, rent it out, or scrap it,” he says. “Turn everything you don’t use regularly into cash.”

Ensure the crops you have slated for 2017 generate the most profit and invest excess cash into productive assets. “Today, you’ve got to run your farm like a Fortune 500 company,” Anderson points out. “You must analyze everything.”

**Common Working Capital Pitfalls**

1. **Accounting for accrued interest and other annual expenses.** “Depending on the loan size and payment frequency, accruing interest can represent a large liability on an operation’s balance sheet,” says Evan Hahn, senior agribusiness analyst with Farm Credit Mid-America. Payments due on an annual or semiannual basis can easily be overlooked. Ensure you are accounting for all expenses throughout the year.

2. **Accounting for the current portion of term debt.** Working capital measures an operation’s annual assets and liabilities for an operating cycle. “While the long-term liability for any debt should not be counted against working capital, the current portion of term debt, or what’s due in the current year, should be included as a line item,” Hahn says.

3. **Calculating working capital at the wrong time of year.** You should calculate your working capital on an annual basis, but the time of year matters. “A common mistake farmers make is calculating working capital based on their projections for going to market after harvest,” Hahn explains. “Depending on what actually materializes at harvest and happens with marketing, this can overstate the operation’s assets. Working capital should always be based on real numbers on a balance sheet, not predictions or forecasts.” Therefore, grain farmers should do calculations at the beginning of the calendar year.

4. **Believing working capital is “nonworking” capital.** Beyond the ability to secure financing, working capital is there as a cushion for hard times and as a reservoir, allowing you to take advantage of in-the-moment opportunities you might have had to pass on otherwise, Hahn notes. Understand it’s not simply sitting on the balance sheet.

**OHIO PROUD Announces Launch of New Website**

Ohio Proud, a marketing program which helps consumers identify food and agricultural products produced in the state, announced today the launch of its newly revamped website: www.ohioproud.org. The new, user-friendly, mobile site offers quick and easy access to more than 500 Ohio Proud partners located across the state. The website also features an interactive map that allows consumers to more easily locate Ohio Proud businesses in their area.

“We are very excited to have our new website launch during this year’s holiday season,” said Lori Panda, senior program manager of Ohio Proud. “It’s always our goal to connect shoppers with locally made products because when you shop local, you are supporting our state’s businesses and farmers. Looking for Ohio Proud and other hometown products is a great way to get unique gifts for loved ones this holiday season while giving back to your local community.”
Created in 1993, Ohio Proud is the Ohio Department of Agriculture’s marketing program. Companies that grow, make or process at least 50 percent of their product in Ohio are eligible to join Ohio Proud. Becoming an Ohio Proud member gives businesses another way to market their products, and provides consumers a quick and reliable way to identify local food and agricultural goods. From local fresh meats, fruits and vegetables, to snack foods, wine and baked goods you will find Ohio Proud products at many specialty retailers and in every aisle of your favorite grocery store.

For more information on the program, businesses and shoppers can visit the new Ohio Proud web site at www.ohioproud.org.

THE ECONOMY OF COLD SOIL BLUES
By Will Cushman
Source: https://www.certifiedcropadviser.org/science-news/economy-cold-soil-blues

Corn farmers in Minnesota and across the northern Corn Belt often must plant in cold, damp spring soils that can slow early season growth. This can impact yield at harvest time -- and farmers’ bottom lines.

One way farmers in these colder regions deal with the problem is to apply starter fertilizer directly to their corn seed at planting. This direct application of starter fertilizer is known as in-furrow application. In-furrow application has its own risks. Direct contact with the chemical fertilizer can damage seedlings. Still, in-furrow is a common way that farmers in areas with cooler spring temperatures attempt to beat the cold soil blues. The assumption is that in-furrow allows farmers to plant their corn earlier than they otherwise could. This means a longer growing season and, they hope, greater yield benefits.

But newly published research is challenging that assumption. The research was led by Daniel Kaiser. Kaiser is an extension nutrient management specialist and assistant professor at University of Minnesota’s department of soil, water and climate.

Kaiser was motivated to study the value of in-furrow application in corn partly because growers are looking to cut costs. A successful growing year for a farmer can mean a market glut, and diminishing profits.

“One of the questions I’ve been getting more frequently with the low commodity prices is where farmers can have some cost savings,” said Kaiser.

For many farmers, in-furrow starter application is a cheaper alternative to other starter fertilizers. That’s because other fertilizers often require investments in more equipment. But Kaiser wanted to know whether the in-furrow practice itself makes economic sense for farmers. Does in-furrow application have an economic benefit for farmers planting corn earlier in cool, wet soils?

Kaiser’s team built on research from Wisconsin indicating the answer might be no. That’s what Kaiser found too—in most situations. In the study, the team applied in-furrow starter fertilizer to corn seed with different relative maturities. A crop’s relative maturity is the number of days needed for the crop to be ready for harvest.
They then planted the seed at various times in the spring to simulate early, on-time, and late planting. In-furrow starter application did lead to more early-season growth of the corn. But Kaiser found that its benefits—no matter the planting date or relative maturity—were less apparent later in the season. In-furrow corn silked a couple of days earlier and had reduced grain moisture, Kaiser said. But, he added, “when I looked at it in terms of economic benefits, what we saw in terms of decreased grain moisture would cover the costs of the starter fertilizer we applied, and that was really about it.”

The only conditions that led to an economic benefit from the in-furrow application were in soils that tested low for phosphorus.

The findings could prove important for many farmers who are considering in-furrow starters.

“If you’re looking at using starter fertilizer, I don’t think I would be basing the decision on things like planting date or relative maturity,” Kaiser said. Instead, he suggested basing the decision on soil tests. For this study Kaiser focused on phosphorus. That’s because phosphorus is the biggest nutrient issue in the region. But the decision to use in-furrow starter could be based on any nutrient that might be insufficient in a field, Kaiser said.

“The main thing is really to base the decisions on what the overall nutrient needs are of the field and not on other factors like relative maturity and planting date,” Kaiser said. “There are probably a fair amount of fields that there really isn’t going to be a large benefit from in-furrow starter, and that’s one of the things that growers are going to have to play around with and make the decision on whether it’s worth it or not by doing some on-farm research.”

Finally, Kaiser said that farmers who do decide to use in-furrow starter fertilizers should make sure that they complement any broadcast fertilizers that they use.

“What we’ve been seeing more often than not is that there’s not a great economic benefit to using starter on top of broadcast fertilizer if applied at relatively high rates or in high soil testing situations,” Kaiser said. Read more about Kaiser’s research in Agronomy Journal.

Farmers Asked to Respond to Survey on Natural Gas Grain Drying
By: Eric Romich

Farmers have long explored options to provide energy savings associated with their agricultural operations. Ohio State University and the Ohio Soybean Council have partnered to provide research-based data driven tools to help Ohio farmers assess and navigate various energy infrastructure investment options for their farm. Specifically, the project team is interested in learning more about your experience and interest in extending natural gas lines to service your farm. Very little is known about the economic feasibility and regulatory process of investing in critical natural gas infrastructure to service farms in rural communities throughout Ohio. To determine the economic feasibility of converting to natural gas it is important to simultaneously study the real
costs of installing critical energy infrastructure, ongoing risks, challenges, as well as the costs of converting equipment in a comprehensive manner.

If you are an Ohio farmer and interested in participating, you may click the survey link below to participate in this voluntary study. The survey will take less than 5 minutes and is designed to determine the overall level of interest of investing in extending natural gas service to Ohio farms and to identify individuals who have experience with this type of project to summarize benefits and challenges. This project will provide our research team with data to identify actionable recommendations that will inform future Extension outreach and education programs.

Survey Link: https://osu.az1.qualtrics.com/SE/?SID=SV_0oGajAme3sXnHmZ

Northeast Ohio Phosphorus Task Force Seeking Farmers to Help Track Data for Pilot Project
By David Marrison

The Northeast Ohio Phosphorus Task force is seeking farmers to track the winter weather conditions in Northeast Ohio. The committee met on November 21, 2016 to review the data collected from the winter of 2016 and voted to continue the data collection this winter.

We are asking farmers to monitor the weather & soil conditions which are present each day from January through the end of March. We are asking for cooperators to track two questions each day; these being: #1: Is your ground snow covered or frozen and #2: Is the top two inches of the soil saturated. According for the new legislation from Senate Bill 1, no manure or fertilizer can be applied (without incorporation) if these conditions exist in Northwest Ohio. While we are not under these restrictions in Northeast Ohio, we might be in the future. We are completing this research to be proactive.

This research will allow us to determine the percentage of days in our watersheds where it would be acceptable for manure or fertilizer application if these restrictions were in place (like we did this past winter). Our goal is to have at least one cooperator from each township in Ashtabula, Geauga, Lake or Trumbull County to track this data for us. Attached to the back of this newsletter are the December and January tracking sheets.

Farmers interested in tracking should contact David Marrison at 440-576-9008 or marrison.2@osu.edu so that your name is added to our cooperator list. Thanks for helping us to be proactive.

Winterize Your Farm Equipment in 5 Steps
By Ben Potter, AgWeb.com - Social Media and Innovation Editor
Source: http://www.agweb.com/article/winterize-your-farm-equipment-in-5-steps-ben-potter/

Just because harvest is finished doesn’t mean the work is done. Before farmers turn their attention ahead to next spring, they should take the necessary steps to winterize their farm equipment. AGCO has introduced an acronym, FARMS, to help farmers more easily remember five important steps to protect their equipment.
“We know after this year’s harvest, farmers will be eager to get into the field next spring,” says Keith Dvorak, AGCO product performance manager. “But without taking time this fall to care for their tractors and other implements, farmers are risking a costly delay come spring.”

The five-step FARMS process is one of the easiest and most affordable ways to extend the life of equipment, Dvorak says.

1. **Fill Tanks** – Condensation often occurs when weather warms in the spring, which can cause water to enter empty tanks. Top off fuel and hydraulic oil tanks to eliminate this problem. Store DEF in its original container during winter. Plug the tank vent and keep the container away from heat and direct sunlight.

2. **Adequately Lubricate** – Consult the operator instruction book and lubricate as recommended. Grease unpainted metal parts (ex. hydraulic cylinder rods) to protect them from the elements.

3. **Repair Damage** – Fix any damage that occurred the past season. This ensures that broken parts don’t further degrade or rust during the winter. It also ensures faster access to equipment when it’s needed next spring or summer.

4. **Maintain and Clean** – Remove dust and debris from both inside and outside of farm equipment. Change oil and fluids, and check tire air pressure regularly. Protect the air inlet and exhaust from humidity. Lower each linkage fully to avoid pressure buildup in hydraulic rams. If possible, slacken the engine accessories’ belt tensioner. Remove the battery and store in a dry location.

5. **Store Equipment** – Keeping equipment under a roof is the best way to protect equipment, but this is not always possible. If left outdoors, cover equipment and protect computerized mechanisms with a cloth. Using water-resistant products such as wax can further protect equipment from rust and premature wear.

FARMS provides general guidance on winterizing equipment, but Dvorak adds that farmers should always consult the operators manual for instructions regarding their specific equipment. Taking care of equipment in the off-season will ensure that it will run optimally when it’s time to roll in the fields next season.

“Farmers work hard all year-round, and they need equipment that will help them complete their daily tasks,” he says. “By taking just a small amount of time this winter to make sure tractors and hay equipment are properly stored, farmers can rely on them for many growing seasons to come.”

**Local Flavors: Ohio Wines and Cheeses Offer Options for Holiday Pairings**

By Tracy Turner

Want to try local fare to serve for your holiday seasonal celebrations but are unsure of what Ohio wines best complement which cheeses? An Ohio wine expert says determining which wine to serve with which cheese is really about finding out what pairs well for your senses.

“There really is no right or wrong when it comes to appropriately pairing wine to food or cheese,” said Todd Steiner, who leads The Ohio State University’s enology program, the science of winemaking, part of the College of Food, Agricultural, and Environmental Sciences. The goal, he says, is to move away from the notion of wines being intimidating and for people not to feel daunted when being introduced to a new wine or when choosing a wine to enjoy with food or, specifically in this case, cheese.

“Instead, people can have fun with it,” Steiner said. “If people find a pairing that they like, they should go with it. Try different pairings and you may find something that you like that isn’t typically recommended. There may be some surprise that people like that they didn’t think to put together.”
Steiner, who works with Ohio wineries across the state offering insight on varietal recommendations, best practices involved with winemaking techniques, sensory evaluation, research and troubleshooting, said consumers have many options available when looking for Ohio wines.

“Some of the smaller boutique and medium-sized wineries in Ohio offer onsite retail sales, while others have strong distribution chains that allow them to be sold in many larger retail stores,” he said. “The good thing is that Ohio wineries are doing some really good wines statewide and are winning national and international awards.”

For those who would like some initial guidance as a starting point, Steiner offers the following:

• Typically, fruit-forward white wines tend to go with soft, young and mild cheeses such as goat cheese, mozzarella, Munster, feta, Monterey Jack and mild cheddar. “The fruit-forward wines found in Ohio that fit this description could include (not in any particular order) riesling, Gewürztraminer, Traminette, Valvin Muscat, Aromella, Vidal blanc, unoaked chardonnay, Chardonnay, pinot grigio, Gruner Veltliner and Sauvignon blanc,” he said.

• Lighter-style and -bodied red wines can nicely pair with some of these cheeses as well as a young gouda or brie. Some good examples of light red Ohio wine selections are pinot noir, Dolcetto, Chambourcin, Marquette, Chancellor, Noiret, Foch, Dechaunac and Frontenac, among several other varietals and proprietary blends.

• Full-bodied white wines such as an oaked chardonnay, Chardonnay and pinot gris (not grigio) may be better served with a slightly sharper cheese such as asiago, cheddar and Camembert.

• Heavier-bodied reds with oaked aging would typically be recommended to go with more bolder and harder cheeses. Good cheeses to include in these tastings would include strong cheddar, many smoked cheeses, Parmesan Reggiano, Parano, havarti and Danish Blue to name a few good potential choices. “Excellent heavy-bodied reds in this category would include Merlot, Cabernet Franc, cabernet sauvignon and syrah.”

• Dessert wines such as port and sherry typically pair well with cheeses such as Stilton, blue and Roquefort. “Other Ohio wines containing residual sugar such as Niagara, Concord, Catawba (pink or white) and Delaware, for example, would also fit nicely in this category. Traminette, Gewürztraminer and Valvin muscat could also pair well with these cheeses.”

• Sparkling wines and high-acid wines such as LaCrescent and Frontenac gris might pair well with creamy Brie.

“Most wine suggestions recommended above are varieties that we are currently growing or have the ability to grow in Ohio,” Steiner said. Other varieties, which may be purchased as grapes or juice and produced into wine, would be recommended to pair in the appropriate wine category with the corresponding cheese of interest, he said.

More information on Ohio wines and the work that Ohio State University Extension and Ohio Agricultural Research and Development Center specialists, educators and researchers offer can be found on the Buckeye Appellation website at ohiograpeweb.cfaes.ohio-state.edu/. OSU Extension and OARDC are the outreach and research arms, respectively, of the college.

Northeast Ohio Farm Bureau Seeking a Membership Marketing Assistant
By Amanda Orahood

Ashtabula, Geauga, Lake, Mahoning and Trumbull county Farm Bureaus are seeing a part-time membership marketing assistant. This person will provide special project and program support in regard to membership
marketing to meet the needs of the Farm Bureau membership relative to established organizational goals and objectives. The position is part-time and will be based on applicant's availability. Flexible scheduling is available, but work may require specific evenings and weekends.

PRIMARY DUTIES:

- Assist Organization Director, office assistants, and counties with membership retention and recruitment efforts with consumers and farmers in an effort to grow membership
- Assist with phone calls and mailings
- Make calls to non-members to discuss Ohio Farm Bureau Federation membership benefits
- Assist members with questions and concerns
- Provide support for membership operations, as needed, to include but not limited to accounting, member correspondence, Nationwide agency support, member service and membership marketing.
- Implement tracking system to monitor campaigns.
- Collect and track data and information on members and prospects
- Provide regular status reports on marketing efforts
- Other duties as assigned by Organization Director.

MINIMUM EDUCATIONAL EXPERIENCE QUALIFICATIONS

- High School diploma
- Degree or pursuing a degree in marketing and/or communications is preferred, but not required

MINIMUM SKILL QUALIFICATIONS

- Background or interest in the agriculture industry highly desirable
- Excellent verbal and written communication skills.
- Strong attention to detail and excellent follow-up skills
- Exceptional project and time management skills and organizational skills
- Capacity to motivate, enthuse and recognize volunteers
- Experience with basic computer skills, Microsoft Office, Google Drive
- Extensive knowledge of social media.
- Self-starter with ability to multi-task in a fast-paced environment and maintain deadlines

MINIMUM OTHER QUALIFICATIONS

- Must have and maintain a valid driver’s license and a reliable vehicle
- Residence or available housing within Ashtabula, Lake, Geauga, Mahoning, or Trumbull counties preferred

COMPENSATION

- Competitive hourly wage
- Mileage reimbursement for personal vehicle use outside of travel to the office
- Flexible scheduling

To apply please submit the following:

- Resume
- Cover letter explaining what you hope to gain from this experience
- A list of 2-3 references
- High school or college transcripts if possible

Submit applications via email to nefarmbu@fairpoint.net or via mail to: Northeast Counties Farm Bureau 8220 State Route 45, Suite B, Orwell, OH 44076. The deadline to apply is Thursday, December 15, 2016.
For further information, questions, or concerns, please contact Organization Director, Mandy Orahood via e-mail: aorahood@ofbf.org or 440.437.8700.

2016-17 Ashtabula County Plat Books Available
OSU Extension is pleased to announce the arrival of the 2016-2017 Ashtabula County Plat Books. A fundraiser for the Ashtabula County 4-H program, this book makes a great gift for the avid hunter, hiker or bird watcher of the family! Updated full-color Index Maps show each township’s geographic location in detail. A complete index of owners is listed alphabetically by last name in the back of the book. Each plat book is $25 plus tax ($26.69). Call the Extension Office today at 440-576-9008 to reserve your copy. There are also limited 2013 Plat Books still available on CLEARANCE for $15.00 + tax.

Planning for the Future of Your Farm Workshop to be held on January 18, 2017
OSU Extension will be hosting a farm success and estate planning workshop titled “Planning for the Future of Your Farm” on Wednesday, January 18, 2017 from 9:30 a.m. to 4:00 p.m. at the Ashtabula County Extension office. If you are thinking of how and when to transfer your farm business to the next generation, then this workshop is one which you will not want to miss.

This workshop is designed to help farm families develop a succession plan for their farm business. Attend and learn ways to successfully transfer management skills and the farm's business assets from one generation to the next. Learn how to have the crucial conversations about the future of your farm. This workshop will challenge farm families to actively plan for the future of the farm business. Farm families are encouraged to bring members from each generation to the workshop. Plan today for the future success of your family business!

The featured speakers for this event will include: Robert Moore, Attorney at Law, Wright & Moore Law Company and David Marrison, Extension Educator for Ashtabula County. The fee for this workshop is $20 per person with a registration deadline of January 11, 2017. This class will be limited to the first 40 registrants. The fee includes lunch and program materials. More information about this program can be obtained by calling the Ashtabula County Extension office at 440-576-9008 and a program flyer can be found at: http://go.osu.edu/ne-events

David’s Weekly News Column
Published December 14, 2016- Jefferson Gazette and December 18, 2016 - Star Beacon

Hello, Ashtabula County! Welcome to winter! Boy did the snow come down this past weekend. What a great Lake Effect Snow! All of this snow and this week’s colder temperatures are Mother Nature’s triumphant announcement that winter is here! As we creep closer to Christmas, I would like to dive into the Christmas stocking and share some odds and ends.

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Congratulations to Ashtabula County Farm Bureau who was one of three recipients of the Ohio JCEP (Joint Council of Extension Professionals) Friend of Extension Award last week at OSU Extension’s Annual Conference. This recognition is the highest honor our Extension professional organization gives to individuals, businesses or organizations which support the mission of OSU Extension. Our office has been blessed to be able to work hand in hand with our local Farm Bureau organization on issues impacting our farmers. This work
includes collaboration on two important task forces dealing with the CAUV and Phosphorus issues as well as co-sponsoring the very successful Ashtabula County Ag Day each May for our local first graders. We were very pleased that our State Professional Organization recognized them for their incredible partnership. A special thanks to Mandy Orahood, Ashtabula County Farm Bureau Organization Director and Lynn Frank, Ashtabula County Farm Bureau President for attending the awards luncheon in Columbus, Ohio on December 7, 2016 to accept this award. We congratulate them and look forward to working together for many years to come.

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Speaking of the Phosphorus Task force….The Northeast Ohio Phosphorus Task force is seeking farmers to track the winter weather conditions in Northeast Ohio. The committee met on November 21, 2016 to review the data collected from the winter of 2016 and voted to continue the data collection this winter.

We are asking farmers to monitor the weather & soil conditions which are present each day from now through the end of March. We are asking for cooperators to track two questions each day; these being: #1: Is your ground snow covered or frozen and #2: Is the top two inches of the soil saturated. According for the new legislation from Senate Bill 1, no manure or fertilizer can be applied (without incorporation) if these conditions exist in Northwest Ohio. While we are not under these restrictions in Northeast Ohio, we might be in the future. We are completing this research to be proactive.

This research will allow us to determine the percentage of days in our watersheds where it would be acceptable for manure or fertilizer application if these restrictions were in place (like we did this past winter). Our goal is to have at least one cooperator from each township in Ashtabula, Geauga, Lake or Trumbull County to track this data for us. Farmers interested in tracking should contact me at 440-576-9008 or marrison.2@osu.edu so that your name is added to our cooperator list. Thanks for helping us to be proactive.

*******

OSU Extension is pleased to announce that we are in the process of hiring a new Director for 4-H Camp Whitewood located in Windsor, Ohio. The director will be responsible for the overall administration of Camp Whitewood. The job requirements include Master’s degree in Camp Administration, Business Management, Youth Development, Education, or other related field, or an equivalent combination of education and experience. A full description and application instructions can be found at https://www.jobsatosu.com/postings/74986. The deadline for application is December 18, 2016. For questions regarding the position, please contact Jacqueline Kirby Wilkins at 330-350-0512 or Jenna Hoyt in our office at 440-576-9008.

*******

I would like to end today’s column with a thought from Thomas S Monson who stated, “My brothers and sisters, true love is a reflection of the Savior’s love. In December of each year we call it the Christmas spirit. You can hear it. You can see it. You can feel it.” Have a good and safe day.
<table>
<thead>
<tr>
<th>Name</th>
<th>Office</th>
<th>Address</th>
<th>City, State, Zip</th>
<th>Phone</th>
<th>Email</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>David Marrison</td>
<td>Ashtabula County Extension Office</td>
<td>39 Wall Street</td>
<td>Jefferson, OH 44047</td>
<td>440-576-9008</td>
<td><a href="mailto:marrison.2@osu.edu">marrison.2@osu.edu</a></td>
<td>ashtabula.osu.edu</td>
</tr>
<tr>
<td>Lee Beers</td>
<td>Trumbull County Extension Office</td>
<td>520 West Main Street</td>
<td>Cortland, OH 44410</td>
<td>330-638-6783</td>
<td><a href="mailto:beers.66@osu.edu">beers.66@osu.edu</a></td>
<td>trumbull.osu.edu</td>
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</tr>
</tbody>
</table>

Northeast Ohio Phosphorus Task Force – 2016-2017 Pilot Study

Return Completed Sheet to: David Marrison @ OSU Extension Ashtabula County, 39 Wall Street, Jefferson, OH 44047 440-576-9008 (phone), 440-576-5821 (fax) or marrison.2@osu.edu

Cooperator’s Name__________________ Township__________________ GPS Coordinates__________________________
2016-2017 Northeast Ohio Phosphorus Task Force’s Winter Field Condition Study

**Background:**
The Northeast Ohio Phosphorus Task force is trying to be proactive in response to Senate Bill 1 which has created new rules for manure and fertilizer application in Northwest Ohio. A concern of our committee is Senate Bill legislation could be made state wide which would severely hamper animal agriculture in Northeast Ohio. Our committee is looking for PROACTIVE research and education measures which our farm community can adopt to help improve water quality in both the Lake Erie and Ohio River watersheds.

**Winter Field Condition Study:**
We would like to repeat our research from 2016. We are asking farmers to monitor the weather & soil conditions which are present each day from December 2016 through the end of March 2017. We are asking for cooperators to track two questions each day; these being: #1: Is your ground snow covered or frozen and #2: Is the top two inches of the soil saturated. According for the new legislation from Senate Bill 1, no manure or fertilizer can be applied (without incorporation or on a growing crop) if these conditions exist in Northwest Ohio. We are completing this research to ascertain the percentage of days in our watersheds where it would be acceptable for manure or fertilizer application

**Definitions:**
Snow covered soil – is when soil, or residue lying on the soil, cannot be seen because of snow cover, or soil covered by one-half inch of ice or more.

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**Reporting:**
Each cooperator is asked to track the conditions daily. The measurement should occur at about the same time each day.

Please return the tracking sheet to David Marrison at OSU Extension at the end of each month. The results will be reported in aggregate.

Farmers interested in tracking should contact David Marrison at 440-576-9008 or marrison.2@osu.edu so that your name is added to our cooperator list.
Northeast Ohio Phosphorus Task Force January 2017 Tracking Sheet

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<thead>
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<th>Mon</th>
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Notes:
If yes to Snow or Frozen Ground—circle which condition

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