Hello, Northeast Ohio Counties!

Sunday night was quite eventful for some in our region. There are many reports of damage from the high winds and the cleanup is continuing in many places.

The wet weather stalled harvest a little bit last week, but we have several good days in the forecast this week to get back to it. It’s November now, so that means snow and Mother Nature is going to send some our way this Friday. It may not amount to much, probably just enough for people to realize they forgot how to drive in the snow.

Stay safe our there!

Dave Priester of New Lyme runs corn this past weekend
Farm Record Keeping Program for Women in Agriculture Slated for November 18

OSU Extension in Ashtabula County and our local “Women in Agriculture” group is pleased to announce that a program titled “The Nuts & Bolts of Farm Record Keeping” will be held for women involved in agriculture on Saturday, November 18, 2017 from 9:30 to 11:00 a.m. at the Ashtabula County Extension office located at 39 Wall Street in Jefferson, Ohio.

This program will feature Tim Bonar from Farm Credit Services in Orwell, Ohio. During this program, Tim will talk about recording keeping and answer any questions that you may have. This will be a great way to get ready for tax season, ask questions about preparing your records to apply for a loan, or to simply learn how to better handle your farm record keeping.

Interested ladies are requested to call the O.S.U. Extension Office (440-576-9008) or email Abbey Averill (averill.10@osu.edu) to register by Wednesday, November 15, 2017. We also encourage our ladies to save future dates on their calendars. These dates being December 16, 2017 for a program on “Mindfulness and Dealing with Stress” and January 13, 2018 for a program on “Small Engines and Parts.” A program flyer can be obtained at: http://go.osu.edu/ne-events

4-H Leaders Recognized at 2018 4-H Advisor Banquet

By Jenna Hoyt, Ashtabula County 4-H Educator

The 2018 Ashtabula 4-H Recognition Banquet was held on Saturday, November 4, 2018 at the Lenox Community Center. The following special awards were presented at this event.

Top 4-Her Award: The Ashtabula County Top 4-Her Award is given to a junior and senior 4-Her who have gone above and beyond in 4-H. 4-Hers are nominated by other members and 4-H volunteers for this award which is focused on the 4-H career of youth who have excelled in the program. Youth were asked to take part in a short interview with a panel of 4-H Volunteers.

Christiana Crites is 18 years old and a member of the Vaqueros 4-H Club. While in 4-H, Christi has participated in horse, turkey, and archery projects. Christi has also served many offices in her club and was the 2016 4-H Equine Royalty Queen. Christi has also competed at the Ohio State Fair with her horse and represented the County 4-H program as State Fair Delegate for archery. Christi has a strong commitment to community and has helped to raise community service project animals to benefit UH Rainbow Babies and Lake Recovery Outside of 4-H with her club. Christi upholds a positive attitude in all that she does and is constantly striving to make the best better as a mentor for
younger 4-H members. This year, Christi faced her own setback when she broke her back this spring and could not ride. She did not let this dampen her spirit and instead focused on supporting her sister and other club members learn and grow.

**Outstanding 4-H Volunteer Award:** The Outstanding 4-H Advisor Achievement Award is given to a volunteer with less than 10 years of exceptional service to the 4-H program. This award focuses on the volunteer’s whole 4-H experience and their dedication of time and support to the 4-H youth. This year we recognize **Rick Pruden** as the 2017 recipient of the Ashtabula County Outstanding 4-H Advisor Achievement Award for dedicating his Head, Heart, Hands and Health to the 4-H youth. Rick has been a volunteer for 7 years with the Vaqueros 4-H Club. Rick grew up in Geneva and has served as the Poultry Project Advisor to the club guiding his club members to grow backyard prize winning birds. Club members appreciate Rick’s commitment to the club as well as the extra effort he puts in teaching the youth about being a great person and a great role-model. Rick’s sense of humor creates a fun and engaging experience encouraging club member participation. Beyond his role as Poultry Advisor, Rick has been instrumental in organizing club fundraisers and helping with horse shows as well.

**4-H Hall of Fame Inductee:** The Ashtabula County Hall of Fame Award is given to a volunteer with 10 or more years of exceptional service to the 4-H program. This award focuses on the volunteer’s whole 4-H experience and their dedication of time and support to 4-H youth. In 2017, we honor **Kanda O’Dell** for going above and beyond the call of a 4-H volunteer. Kanda has been a 4-H volunteer in Ashtabula County for 14 years with the Chris Clover 4-H Club. As a Volunteer with Chris Clover, Kanda provides leadership to the Cloverbuds and works with the team of Officers to run efficient and well led meetings. With a large club of diverse ages and project areas, Kanda’s club members look to her for well-organized learning experiences and activities. Kanda works to personally ensure that all members feel included and welcome at meetings and events and makes contact with members to be sure they are on track to complete their project work. As a Junior Fair Board Advisor, Kanda works with a group of 27 youth and the Entertainment, Advertising and Community Service Committees in preparation of events for the Fair. During Fair week she supports her own club as well as the Talent Show and Kids’ Games and worked to organize the Learn By Doing activities at Fair. Throughout the year, Kanda helps with the General Projects Committee and other county 4-H events in the Community. Outside of her 4-H Family, Kanda and her husband Brian have raised two successful adult children, Kyle and Emily, and she serves as an active volunteer with the Austinburg Volunteer Fire Department, the Austinburg Country Days, and was also a Girl Scout Troop Leaders for 15 years.
Ashtabula County Market Animal Survey Results
By David Marrison & Jenna Hoyt

In an effort to better understand the preferences of persons who support the junior fair youth at the Market Animal Sale at the Ashtabula County Fair, a survey was developed by OSU Extension. Each year, over 260 lots are sold through the sale generating close to $300,000.00. The Market Animal Survey was mailed to persons and businesses who registered as buyers at the Ashtabula County Market Animal Sale during the years of 2015-2017. This survey was mailed to 310 persons in September 2017. Surveys were collected over five weeks with 108 completed surveys returned for a 34.8% response rate. Some of the major results from the survey include:

Reasons for Attending:
The top reason for buyers to attend the auction was to purchase meat for personal consumption (74.1%) followed by 37% attending as a result of receiving a letter from a youth inviting them to attend and bid. Additional reasons cited included: for business advertising (36.1%), to support a family member’s project (32.4%), and to purchase meat for charity or employees (23.2%)

Sale Logistics:
Over 70 percent of the buyers believed it is important that each animal is brought through the sale arena and that the current sale order of selling small animals before large animals was their preference with 71.1% indicating the sale order should rotate as it currently does. The buyers were also asked which building they believe is the best location for the Market Animal Sale. Eight-eight percent of respondents chose the MAC Arena as their preference with 9.8% choosing the Kaszar Barn.

Respondents were asked to rate their feelings of moving the sale back from a 1:00 p.m. start back to 10:00 a.m. Overall, the buyers were not in favor of changing the starting time. Buyers were also not in favor of splitting the small and large animal groups apart (either by place or day). Additionally, buyers were not in favor of a holding a Sale of Champions prior to selling the non-champion animals. Buyers were also in favor of not taking a break between the small and large animal portions of the sale.

Buyer Recognition:
The buyers were asked to rank how important different “buyer recognition” acts were to them. The top responses for recognition were: receiving a thank you card immediately following the fair, receiving a picture of the youth and animal, receiving recognition in the paper for buying a champion animal and receiving a buyer’s pass to get in the fair at no charge.

Summary Comments:
After reviewing the summary of the returned surveys, the following observations and recommendations for future sales were offered for consideration by the Market Animal Committee and the Ashtabula County Fairboard.
1. Continue to hold the sale at 1:00 p.m. with small animals selling first, followed by large animals without a break in the sale. Keep it rolling!
2. Encourage Farm Bureau or another Community Organization to sponsor the event with complementary refreshments for each buyer (i.e. – water and a snack).
3. Continue to publish photos in the Farm and Dairy and other local papers.
4. Continue to provide the buyer with a picture of the child and their animal.
5. Discontinue buyer’s plaques.
6. Do away with gifts for the buyers from the youth. Instead at check-out offer a complementary item (for those that purchase) to thank them for supporting the Sale. (i.e. – t-shirt, water bottle, hat).

The complete summary report of this research can be obtained by emailing marrison.2@osu.edu or hoyt.88@osu.edu. A hard copy can be received by calling the Ashtabula County Extension office at 440-576-9008.

**Agricultural productivity needs to increase to feed the world: GAP Report**

Source: [http://www.farmfutures.com/print/46143](http://www.farmfutures.com/print/46143)

At current rates of productivity growth, by 2030, sub-Saharan Africa will meet only 8% of its food demand through productivity growth and South Asia will meet only 25% of its food demand through productivity growth.

Global agricultural productivity growth is not accelerating fast enough to sustainably feed the world in 2050, says a report by the Global Harvest Initiative (GHI) released today.

GHI’s 8th annual Global Agricultural Productivity Report: A World of Productive Sustainable Agriculture warns that unless this trend is reversed, the world may not be able to sustainably provide the food, feed, fiber and biofuels needed for a growing, more affluent global population. Productivity in agriculture is not just about producing more or achieving higher yields; it makes best use of natural resources, lowers costs for farmers, reduces loss and waste in the value chain and supplies food and agriculture products for consumers at lower prices.

According to the GAP Report, global agricultural productivity must increase by 1.75% annually to meet the demands of nearly 10 billion people in 2050. GHI’s annual assessment of global productivity growth – the GAP Index – shows the current rate of growth is only 1.66%. The rate of agricultural productivity growth for low-income countries is only 1.24% annually – a decline from 1.5% in 2015 and 1.31% in 2016.
This is well below the productivity growth rate needed to achieve the Sustainable Development Goal 2 target of doubling productivity for small-scale farmers in low-income countries and achieving Zero Hunger by 2050.

Hunger and malnutrition are rising again, after a decade of steady decline, according to the latest figures from the UN Food and Agriculture Organization.

The long-term prospects for food security will be undermined further by low agricultural productivity growth, particularly in Africa and South Asia, according to GHI’s analysis in the 2017 GAP Report.

At current rates of productivity growth, by 2030, sub-Saharan Africa will meet only 8% of its food demand through productivity growth – the efficient use of agricultural resources including land, labor, fertilizer, feed, machinery and livestock; South Asia will meet only 25% of its food demand through productivity growth.

“We must prioritize public and private agricultural research and development (R&D) and improvements to regulatory systems to stimulate innovations that improve productivity, with a particular emphasis on the needs of small-scale farmers,” said Doyle Karr, Biotechnology Public Policy director, DuPont, and chair of the GHI Board of Directors.

Practices and innovations for productive agriculture contribute to many of the SDG targets relating to economic growth, climate action and responsible natural resource management, affordable energy, education, gender equity and clean water.

“If agricultural productivity growth continues to decline, there will be significant ramifications for the economic vitality and environmental sustainability of food and agriculture systems. Farmers in low-income, food-deficit countries will use more land and water to increase their output, straining a natural resource base already threatened by extreme weather events and climate change,” said Margaret Zeigler, executive director of GHI.

The 2017 GAP Report highlights innovations and practices farmers of all scales are using to conserve soil and water, diversify to reduce risks and build stable livelihoods. With mechanization and precision agriculture, advancements in seed, fertilizer, biotechnologies and animal welfare practices, farmers can manage costs while producing more and protecting their soils, water quality, and animal health.

GHI presented the 2017 GAP Report findings before an audience of farmers and youth involved in agriculture, and global leaders in science, research, policy and private industry attending the World Food Prize in Des Moines, Iowa.

Dr. Margaret Zeigler, executive director of GHI, was joined by panelists Doyle Karr, Biotechnology Public Policy director, DuPont and GHI Board chair; Stewart Leeth, vice president of Regulatory Affairs and chief sustainability officer, Smithfield Foods; Juan José Molina Echeverry, veterinarian and rancher, El Hatico Nature Reserve, Colombia; Sally Rockey,
executive director, Foundation for Food and Agriculture Research; and Wendy Wintersteen, endowed dean of the College of Agriculture and Life Sciences, Iowa State University. Original Source: The Global Harvest Initiative

**EQIP Application Deadline is November 17, 2017**

Over the past decade, the federal government has developed programs which have helped farmers and landowners become better stewards of our land. One such program which has had a nice impact is the **Environmental Quality Incentives Program (EQIP)**. This program, administered by the Natural Resources Conservation Service (NRCS), helps agricultural producers protect the environment while promoting agricultural production. Through this voluntary program, NRCS conservation experts help producers to implement environmentally beneficial conservation practices on working agricultural land.

A reminder to agricultural producers and landowners that the application deadline for this funding cycle of **EQIP** is Friday, November 17, 2017. Financial assistance is available for the adoption of practices in a variety of agricultural categories. These projects could include cropland, forestry, pasture operations, high tunnels, wildlife habitat, organic and on-farm energy. Money is also available for honey bee and monarch butterfly habitat development. In addition, special funding areas have been established for beginning, limited resource and socially disadvantaged farmers & landowners.

To participate in USDA conservation programs, applicants should be farmers or farm or forest landowners and must meet eligibility criteria. Applications signed and submitted to NRCS by the November 17 deadline will be evaluated for fiscal year 2018 funding. More information about the EQIP program can be obtained at: [https://www.nrcs.usda.gov/wps/portal/nrcs/main/oh/programs/financial/eqip/](https://www.nrcs.usda.gov/wps/portal/nrcs/main/oh/programs/financial/eqip/). Interested folks can also contact our local NRCS office in Orwell, Ohio at 1-888-217-3947 and 440-437-6330.

**EU Commission proposes five-year extension for herbicide glyphosate**

Source: [https://www.reuters.com/article/us-eu-health-glyphosate/eu-commission-proposes-five-year-extension-for-herbicide-glyphosate-idUSKBN1CW0SN](https://www.reuters.com/article/us-eu-health-glyphosate/eu-commission-proposes-five-year-extension-for-herbicide-glyphosate-idUSKBN1CW0SN)

The European Commission has proposed extending the license for weed-killer glyphosate by five years after its initial plan for a 10-year approval did not secure sufficient support.

EU countries failed on Wednesday to vote on a license extension, for the second time this month, delaying a decision that needs to be taken before the end of the year on the widely used herbicide that critics say could cause cancer.
The Commission said in a statement that it had now submitted to EU countries its proposal for a five-year approval, with a vote now expected at the next sitting of the relevant committee on November 9.

Europe has been stuck over what to do with the chemical, a key ingredient in Monsanto Co’s top-selling weed-killer Roundup, after the World Health Organization’s cancer agency concluded in March 2015 it was a substance that probably causes cancer.

The EU passed an 18-month extension in June 2016 pending further scientific study. That research came in the form of a European Chemical Agency conclusion in March that there was no evidence to link glyphosate to cancer in humans.

The European Parliament called on Tuesday for glyphosate to be phased out over the next five years, with an immediate ban on sales to consumers and for use in public spaces, such as parks.

France, one of the countries opposing a 10-year approval, said on Wednesday that it was prepared to accept a four-year license extension.

Farmers groups have said the product is safe and that removing it would put EU farmers at a competitive disadvantage.

**USDA Announces Enrollment Period for Safety Net Coverage in 2018**

The U.S. Department of Agriculture (USDA) has announced that starting Nov. 1, 2017, farmers and ranchers with base acres in the Agriculture Risk Coverage (ARC) or Price Loss Coverage (PLC) safety net program may enroll for the 2018 crop year. The enrollment period will end on Aug. 1, 2018.

“Since shares and ownership of a farm can change year-to-year, producers must enroll by signing a contract each program year,” said Farm Service Agency (FSA) Acting Administrator Steve Peterson. “I encourage producers to contact their local FSA office to schedule an appointment to enroll.”

The producers on a farm that are not enrolled for the 2018 enrollment period will not be eligible for financial assistance from the ARC or PLC programs for the 2018 crop should crop prices or farm revenues fall below the historical price or revenue benchmarks established by the program. Producers who made their elections in previous years must still enroll during the 2018 enrollment period.

“This week FSA is issuing approximately $850 million in rice payments,” said Peterson. “These payments are part of the $8 billion in 2016 ARC and PLC payments that started in October to assist enrolled producers who suffered a loss of revenue or price, or both. Over half a million producers will receive ARC payments and over a quarter million producers will receive PLC payments for 2016 crops.”
The ARC and PLC programs were authorized by the 2014 Farm Bill and offer a safety net to agricultural producers when there is a substantial drop in prices or revenues for covered commodities. Covered commodities include barley, canola, large and small chickpeas, corn, crambe, flaxseed, grain sorghum, lentils, mustard seed, oats, peanuts, dry peas, rapeseed, long grain rice, medium grain rice (which includes short grain and sweet rice), safflower seed, sesame, soybeans, sunflower seed and wheat. Upland cotton is no longer a covered commodity. For more details regarding these programs, go to www.fsa.usda.gov/arc-plc. For more information, producers are encouraged to visit their local FSA office. To find a local FSA office, visit http://offices.usda.gov.

**Snowbird Pesticide & Fertilizer Re-certification Session to be held on November 16**

For the farmers who head south for the winter, it always conflicts with getting their private pesticide applicator license renewed. To help our snowbird farmers with this predicament, the OSU Extension offices in Northeast Ohio have planned a special private pesticide applicator and fertilizer re-certification session. This year’s session will be hosted by the Lake County Extension office on Thursday, November 16, 2017 from 1:00 to 5:00 p.m. at the Perry Community Center at 2800 Perry Park Road in Perry, Ohio.

The pesticide re-certification session will be held from 1:00 to 4:00 p.m. and it will offer 3 credits for pesticide re-certification for CORE and All Categories (1-7). The cost of this session is $35 per registrant. Then immediately following, producers can stay to renew their fertilizer certification from 4:00 to 5:00 p.m. The cost of this session is $10 per person. **The registration deadline for this program is November 8, 2017.** Registration is requested to be made on-line at: http://www.cvent.com/d/5tqjgb If a producer is unable to register on-line, they are asked to contact the Lake County Extension at 440-350-2582 for assistance.

For the producers who will be here all winter, we have four additional sessions planned. The 2018 private pesticide re-certification and commercial fertilizer certification sessions will be held on January 12 in Williamsfield, February 2 in Burton, February 9 in Ravenna and March 9 in Cortland. Registration links and flyers for these events can be obtained at: http://go.osu.edu/neohio-pat

**Annies’s Project Retreat for Women in Agriculture**

OSU Extension will offer an Annie’s Project Retreat December 1-3 at Salt Fork State Park Lodge and Conference Center, 14755 Cadiz Road, Lore City, OH 43755. Annie’s Project provides education and a support network to enhance business skills of women involved in all aspects of agriculture.

Annie spent her lifetime learning to be an involved farm business partner with her husband. Annie’s life experiences inspired her daughter, a university Extension agent, to create a program for women living and working in the complex, dynamic agriculture business environment.
Annie’s Project fosters problem solving, record keeping, and decision-making skills in farm women. Women will receive training in five areas of agricultural risk management: financial, marketing, production, legal, and human resources.

The participant fee is $105 per person, which includes all materials and meals. Lodging is $99 per room per night with up to four people per room. Details can be found on the Annie’s Project Registration Flyer. Sponsors of the program include Farm Credit and Nationwide. Registration deadline is November 17. For more information please contact Emily Adams at the Coshocton County Extension Office at 740-622-2265 or adams.661@osu.edu.

**2018 Northeast Ohio Small Farm Workshop Scheduled for January 20, 2018**

The Ashtabula County Extension office is pleased to offer the 2018 Northeast Ohio Small Farm Workshop for new, existing, and aspiring farm businesses. This workshop will be held on Saturday, January 20, 2018 from 9:00 a.m. to 3:00 p.m. at the Ashtabula County Extension office located at 39 Wall Street in Jefferson, Ohio. This workshop is designed to help landowners increase profits from their small acreage. This program is open to all new or aspiring farmers, new rural landowners, small farmers, and farm families looking for new ideas.

During this workshop, participants will be challenged to develop realistic expectations for their small farm. Participants will learn how to develop a business plan for their operation. During the workshop, participants will learn more about the current opportunities in small-scale farming; how to identify the strengths & weaknesses of your farm; how to keep records and develop budgets; and how to effectively price & market your products to consumers. Learn more about farm insurance, governmental assistance, farm taxes, and ways to mitigate risk. This workshop will provide the road map for small producers to move their hobby to a viable farm business. Make connections to resources, information and people that will help your farm business grow!

The registration fee for this workshop is $25 per person. This includes a small farmer resource notebook, refreshments, and a hearty lunch! Reservations are requested by Friday, January 12, 2018. Space is limited to the first 35 registrants. We thank The Kellogg Insurance Agency for co-sponsoring this event. Pre-registration is required by January 12, 2018. Registration fee is $25/per person. Make checks payable to OSU Extension, and mail to Ashtabula County Extension office, 39 Wall Street, Jefferson, OH 44047. If you have any questions please call 440-576-9008. A complete registration flyer can be obtained at: [http://go.osu.edu/ne-events](http://go.osu.edu/ne-events)

**The Definition of Insanity**


By John F. Grimes, OSU Extension Beef Coordinator

At some point in time, you have probably seen in print or heard in conversations the title I am using in my article this issue. The phrase typically goes something like this: “The definition of insanity is doing the same thing over and over again and expecting a different result.” While you may not find this definition of insanity in a Webster’s dictionary, I have found this “real-world”
definition of insanity to be very accurate. Unfortunately, I’m afraid that the “real-world” definition can be easily found in today’s beef industry.

The beef industry has experienced a significant amount of economic volatility throughout the current decade. Much of this volatility is the result of large weather pattern swings ranging from extreme drought to excessive moisture levels. These starkly different weather trends have resulted in wild swings in grain and forage supplies and prices. As a result, the nation’s beef cowherd has seen significant change. In a period of less than five years, the herd will grow from a historic low of 29 million cows to an expected 32 million cows by the beginning of 2018.

It appears that the bulk of herd expansion has already occurred and numbers will stabilize somewhat for the short to intermediate term. However, the fact remains that the nation’s larger cowherd is going to produce a larger calf crop. We are seeing the time-tested laws of supply and demand kick in as prices of all classes of cattle have moderated. While we all will fondly remember the historic high beef market prices of 2014 and 2015, I’m afraid we are not going to see those prices in the foreseeable future.

What can the cow-calf producer do to combat the reality of downward price trends that we will likely experience? Are you going to be willing to change your business model or will you continue to do things the way you always have and hope for a positive result? I am confident that a failure to adapt to the beef industry’s economic outlook is a recipe for disappointing results.

Producers need to be willing to implement practices that can add value to their calf crop. The market is currently sending a clear message that buyers are demanding more for their purchasing dollars. There will be price discounts for those not willing to meet these demands. One of the most highly debated subjects in the industry relates to weaning management of calves. Do you sell your calves straight off the cow or do you implement some type of weaning and preconditioning program?

The common excuses given for not weaning prior to sale include a lack of facilities, a lack of time, or the belief that the seller does not get paid for the extra expense of weaning and preconditioning programs. While these reasons may have had some validity in the past, buyers today are less willing to take the risk of buying higher stress cattle with little or no health and management history. They may be willing to buy a “bawling” calf at the weekly auction but it will be at a discounted price.

Consider utilizing one of the VAC-45 type programs where calves are weaned for at least 45 days, bunk broke, and follow a recommended vaccination program. These calves should be identified with a traceable ear tag for source and age verification programs. Also don’t overlook the basic management practices of castration, dehorning, and parasite control. The producer that is willing to implement these various management strategies will be on their way to becoming a source of “reputation” feeder cattle.
Another way to improve income levels from the beef herd is through improved cull cow marketing strategies. Females are culled from the herd for a variety of reasons including age, injury, bad feet or udders, poor disposition, or not being pregnant. Surveys have shown that cull animals can contribute up to 20-25% of a herd’s gross income. Slaughter cow prices tend to be the highest and relatively steady from February to August with the lows coming in October through December. Timely identification of candidates for culling and feed resources will determine the best time to market these animals.

Cutting expenses is an obvious strategy to help improve the bottom line. However, this does not necessarily mean that you will be spending less. Expenses can be justified if the producer is increasing efficiency or improving quality. Consider some of the following options. Harvested feeds are the single largest expense in an annual cow budget. Look for ways to increase production per acre through increased fertility and improved varieties. Harvest the forage at the appropriate maturity to improve the nutritional value. Store the forage under roof or with some type of protective cover to minimize storage losses. Always remember that forage costs are less when harvested by an animal rather than by a machine.

Work hard at improving reproductive efficiency. Use highly proven genetics through artificial insemination or natural service sires that have passed a Breeding Soundness Exam from a reputation breeder. Keep the breeding/calving season to a maximum length of 90 days with 45-60 days being the preferred goal. Rather than retain a small number of heifer calves as replacements, purchase bred heifers or young cows as replacement females for the herd.

The producer needs to be very strategic when purchasing inputs for the operation. Take advantage of seasonal price breaks for goods such as fertilizer outside of the growing season or grain and hay supplies at harvest. Work with family members, neighbors, or other like-minded producers in an attempt to increase buying power through volume purchases at discounted prices. Purchase in volume when budgets and storage capacity allows.

Cow-calf producers are facing new economic realities in the immediate future. The producers that will be successful in the long-term must be willing to change their management practices as dictated by the current economy. Those unwilling to do so face an uphill battle to stay viable in the beef industry.

David’s Weekly News Column
Hello, Ashtabula County! The month of November is one of giving thanks. This week, we are celebrating our nation’s Veterans. I, along with many, are so very thankful for the service which our military members have given through the years. Their service and sacrifices are often taken for granted. Just think of all the countries which don’t have a chance to vote like we did this week. As we move towards Thanksgiving, I hope each of you take time to think about what you are thankful for and how you can make a difference.

Last week, I shared information on a state-wide retreat called Annie’s project which will be held on December 1-3 at the Salt Fork Lodge in Lore City, Ohio. I encourage any lady who is...
involved in agriculture to consider participating in this event. More information can be found at: https://u.osu.edu/ohwomeninag/

I also mentioned last week that we have a local “Women in Agriculture” group which meets here in Ashtabula County. Today, I am pleased to invite ladies to their next program which will be held from 9:30 to 11:00 a.m. on Saturday, November 18 at the OSU Extension office located at 39 Wall Street in Jefferson, Ohio. This program titled, “The Nuts & Bolts of Farm Record Keeping” will be taught by Tim Bonar from Farm Credit Services.

During this program, Tim will talk about recording keeping and answer any questions that you may have. This will be a great way to get ready for tax season, ask questions about preparing your records to apply for a loan, or to simply learn how to better handle your farm record keeping.

Please call the O.S.U. Extension Office (440-576-9008) or email Abbey Averill (averill.10@osu.edu) to register by Wednesday, November 15, 2017. We also encourage our ladies to save two future dates on their calendars. These dates being: December 16, 2017 for a program on “Mindfulness and Dealing with Stress” and January 13, 2018 for a program on “Small Engines and Parts” ******

Speaking of ladies who have made a difference in our local agricultural community; congratulations to Karen Cooley from Williamsfield, Ohio for receiving the Honorary American FFA Degree on Friday, October 27, 2017 at the National FFA Convention in Indianapolis, Indiana. Mrs. Cooley retired two years ago after serving as the Agriculture Instructor & FFA Advisor for Pymatuning Valley High School in Andover, Ohio for 32 years. The Honorary FFA Degrees is highest honor which the National FFA Organization bestows on agricultural leaders. Congratulations to Mrs. Cooley for this incredible honor! ******

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The pesticide re-certification session will be held from 1:00 to 4:00 p.m. and it will offer 3 credits for pesticide re-certification for CORE and All Categories (1-7). The cost of this session is $35 per registrant. Then immediately following, producers can stay to renew their fertilizer certification from 4:00 to 5:00 p.m. The cost of this session is $10 per person. Registration is requested to be made on-line at: http://www.cvent.com/d/5tqjgb If a producer is unable to register on-line, they are asked to contact the Lake County Extension at 440-350-2582 for assistance.
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In honor of our nation’s Veterans, I would like share a quote from Randy Neugebauer who stated, “While only one day of the year is dedicated solely to honoring our veterans, Americans must never forget the sacrifices that many of our fellow countrymen have made to defend our country and protect our freedoms.” Have a good and safe day!

**Upcoming Extension Program Dates**

The following programs have been scheduled for Northeast Ohio farmers. Complete registration flyers can be found at: [http://ashtabula.osu.edu/program-areas/agriculture-and-natural-resources/upcoming-educational-programs-deadlines](http://ashtabula.osu.edu/program-areas/agriculture-and-natural-resources/upcoming-educational-programs-deadlines)

- **2017 Ashtabula County Beef Banquet**
  - Saturday, November 11, 2017

- **Women in Agriculture Programs**
  - December 16, 2017
  - January 13, 2018
  - February 17, 2018
  - March 17, 2018

- **Private Pesticide Applicator & Fertilizer Re-certification Sessions**
  - November 16, 2017 from 1:00 to 5:00 p.m. in Lake County
  - January 12, 2018 from 8:00 to 12:00 noon in Ashtabula County
  - February 2, 2018 from 8:00 to 12:00 noon in Geauga County
  - February 9, 2018 from 10:00 to 3:00 p.m. in Portage County
  - March 9, 2018 from 1:00 to 5:00 p.m. in Trumbull County

- **Exploring the Small Farm Dream**
  - Saturday, January 20, 2018

- **Farm Management School**
  - January 22, February 19 & March 12

- **2018 Northeast Ohio Winter Agronomy School**
  - Wednesday February 21, 2018

- **2018 Winter Beef School (Calving School)**
  - Thursday, February 22, 2018
2018 Ashtabula County Dairy Banquet
Saturday, March 24, 2018

21st Annual Joe Bodnar Memorial Northern Classic Steer & Heifer Show
Saturday, April 21, 2018

David Marrison
Ashtabula County Extension Office
39 Wall Street
Jefferson, OH 44047
440-576-9008
marrison.2@osu.edu
ashtabula.osu.edu

Lee Beers
Trumbull County Extension Office
520 West Main Street
Cortland, OH 44410
330-638-6783
beers.66@osu.edu
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Ashtabula County
28th Annual Beef Banquet

November 11, 2017
7:00 p.m.
Lenox Community Center
2509 Lenox-New Lyme Road
Jefferson, Ohio

Tickets are $25 per person. Includes your farm’s 2018 membership into the Ashtabula County Cattlemen’s Association.

Banquet will include the election of two ACCA directors, entertainment, door prizes, and a great Prime Rib dinner!

Call OSU Extension at 440-576-9008 for more details on how to purchase banquet tickets. Ticket reservations are required by November 3, 2017 so that adequate meal preparations can be made.
Donate Crops To Support Charity

A tax strategy that helps local charities.

Donating crops, instead of money, can have significant advantages:

• The value of donated crops is not included on Schedule F, but the expenses are deductible on the form.
• There are no federal or state income taxes paid on the value of donated crops.
• There is no self employment tax paid on the value of donated crops.
• Yield records are not affected by the donation.
• Savings exist whether you itemize or take the standard deduction.

Keep The Money In Our Community

The primary mission of the Northern Trumbull County Community Foundation is to help in keeping our community strong not only for its current residents, but also for future generations. All donations are invested back into the community with this purpose in mind.

The Northern Trumbull County Community Foundation is an affiliate of the

COMMUNITY FOUNDATION
OF WESTERN PA & EASTERN OH

7 West State Street, Suite 301, Sharon, PA 16146
724-981-5882
www.comm-foundation.org
Ashtabula County Women in Agriculture:

Nuts and Bolts of Farm Record Keeping

Saturday, November 18, 2017
9:30 a.m. to 11:00 a.m.
OSU Extension Office
39 Wall Street
Jefferson, Ohio 44047

Tim Bonar from Farm Credit Services will be joining us to talk about record keeping and answer any questions that you may have. Get ready for tax season, ask questions about preparing your records to apply for a loan or simply get tips to get a better handle on your record keeping.

Please call the O.S.U. Extension Office (440-576-9008) or email Abbey Averill (averill.10@osu.edu) to register by Wednesday, November 15, 2017.

Mark your calendars for future dates also:
December 16, 2017 Mindfulness and Dealing with Stress
January 13, 2018 Small Engines and Parts

Questions? Contact Abbey Averill at 440-576-9008 or averill.10@osu.edu

CFAES provides research and related educational programs to clientele on a nondiscriminatory basis.
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