Hello, Coshocton County!

It is great to see the month of April begin. Hopefully, the 12 inches of rain that we have received already this year will mean that April and May will be drier (or at least we can hope!).

I was very pleased that over 90 producers were able to re-certify their pesticide/fertilizer licenses on March 20 and that 29 producers completed their Beef Quality Assurance Training on March 25. For beef producers not yet certified, I have scheduled another BQA training for Thursday evening April 25. I was also very pleased that 121 folks attended the Coshocton County Dairy Banquet last Friday. What a great way to celebrate the hard work of our local dairy producers. It has been a rough year for our dairy farmers. I hope that 2019 is kinder!

As our farmers turn their attention to planting season, our office is gearing up on the Horticulture side. I hope that many home gardeners will attend the Bug Detective Class on April 11, the Spring Wildflower Walk on April 27, and the Hydrangea workshop on April 30. See today’s newsletter for more details about these programs. I hope to see you there!

Sincerely,

David Marrison

Coshocton County OSU Extension ANR Educator
Hello from Alonna Hoffman

Hello! My name is Alonna Hoffman and I am excited to return as an employee with The Ohio State University Extension, Coshocton County, as your new 4-H/ANR Program Assistant. I was born and raised in Coshocton County and have great respect for the beauty of our county and what it has to offer. My husband Scott and I have been married for 17 years and have a 13 year old daughter, Kendall. I’m a 2006 graduate of Mount Vernon Nazarene University with a Bachelor’s Degree in Business Administration. My past work experience includes several years of customer service, as well as, Human Resources, Education, and event planning. In my spare time I enjoy gardening/working outside, going to horse shows and just spending time with my family and friends. I look forward to assisting with any 4-H and Agricultural inquiries and I will do my best to represent Coshocton County with pride.

Fertilizer Certification Session to be Held on April 9

Ohio State University (OSU) Extension in Tuscarawas County will be hosting a Fertilizer Certification Session on Tuesday, April 9 from 7:00 to 10:00 p.m. at the Village of Tuscarawas Community Center in Tuscarawas, Ohio.

Do you apply fertilizer on more than 50 acres of land to crops that are grown primarily for sale? If so, you will need to obtain your fertilizer certification in order to comply with Ohio’s Fertilizer Certification Law. This three-hour course will discuss management practices that address fertilizer source, placement, rate, and timing. The primary focus will be on nitrogen and phosphorus, but will also include potassium and lime applications on corn, soybeans, and wheat.

Don’t miss this opportunity to obtain your certification. This is NOT a recertification. This course is not limited to Tuscarawas County—it is a regional offering and farmers in Holmes, Coshocton and Guernsey Counties are encouraged to attend. Reservations are requested by April 5, 2019. Contact the Tuscarawas County Extension office at 330-339-2337 to participate.

“What is BUGGING You” Workshop Slated for April 11

OSU Extension in Coshocton County is pleased to be offering a “Bug Detective-What is Bugging You” Workshop on Thursday, April 11, 2019 at the Coshocton County Services Building - Room 145 located at 724 South 7th Street in Coshocton, Ohio from 6:30 to 8:30 p.m.

Join us as we uncover clues to identifying insects at home. Become comfortable sleuthing for clues, identifying culprits, and determining friend from foe. The featured speaker will be Ashley Kulhanek, Entomologist and OSU Extension Educator from Medina County. We will empower YOU to solve the case of the mystery bugs in your landscape!

During the workshop, participants will learn: Commonly encountered insects, characteristics to look for to help identify insects; and resources for identifying insects in home and garden. There is no charge for this program but reservations are being requested so that adequate program materials can be printed. Call 740-622-2265 to reserve your spot. As a special service, we will be selling pocket sized illuminated magnifiers at the workshop (approximately $10). Don’t miss this chance to learn more about what is bugging you!
Coshocton County Offering Beef Quality Assurance Training - April 25

Food companies such as Tyson Foods and Wendy’s, announced last year their intent beginning in 2019 to only purchase cattle which originate from producers and feed yards who are Beef Quality Assurance (BQA) certified. Therefore, many stockyards and buyers are requiring this training for beef producers who sell to them.

Ohio State University Extension, the Ohio Beef Council, the Ohio Cattlemen’s Association and Ohio’s cattle auction markets and collection points have been offering BQA trainings in Ohio across Ohio. OSU Extension in Coshocton County is pleased to be offering another training session on Thursday, April 25 from 6:30 to 8:00 p.m. at the Coshocton County Services Building (Room B100) located at 724 South 7th Street in Coshocton, Ohio. There is no fee for this program but pre-registrations are requested by calling the Coshocton County Extension office at 740-622-2265.

Producers may take an in-person class or complete the training online at bqa.org. Producers who participate in training (either on-line or in person) will receive a BQA Certification which is good for three years. More information about the Beef Quality Assurance Program can be found at http://u.osu.edu/beefteam/bqa/.

Spring Wildflower Walk on Saturday, April 27

Come out for a Spring Wildflower Walk on Saturday, April 27 at Clary Gardens with the Coshocton County Master Gardener Volunteers. The walk will start at 10:00 a.m. and participants will take a guided tour of the spring-blooming wildflowers on the Clary Gardens Woodland Trail. Meet at the upper parking lot by the Tan House. Clary Gardens is located 1/4 mile west of Coshocton on SR 541, across from Sprout Garden Center. Good walking shoes are a must and please dress for the weather. Feel free to bring your favorite wildflower ID book. The walk will be held rain or shine- barring severe weather or thunder! Cancellation will be announced on WTNS 99.3 FM. This is a free public program. For more information, call OSU Extension Office at 740-622-2265 or Clary Gardens at 740-622-6524.

Hydrangea Workshop Slated for April 30

OSU Extension in Coshocton County is pleased to be offering a Hydrangea School on Tuesday, April 30, 2019 at the Coshocton County Services Building - Room 145 located at 724 South 7th Street in Coshocton, Ohio from 6:30 to 8:30 p.m.

Join OSU Extension Educator Eric Barrett to discover the world of hydrangeas. Learn about types, care, pruning and bloom times. You’ll receive a quick reference chart to take to the garden center and a hydrangea plant to take home. The registration fee for this workshop is $30 per person. Please make checks payable to OSU Extension. Mail to Coshocton Extension office, 724 South 7th Street, Room 110, Coshocton, Ohio 43812.

Registration includes handouts, light refreshments and a hydrangea plant to take home for your landscape. Due to space limitations, this program will be limited to the first 50 registrants. Call the Coshocton County Extension at 740-622-2265 for more information. A registration flyer can also be found at: http://go.osu.edu/coshoctonevents
When to Start Grazing: Don’t Rush it!
By: Chris Penrose, Extension Educator, Ag and Natural Resources, Morgan County
Source: http://u.osu.edu/beef/2019/03/27/when-to-start-grazing-dont-rush-it/#more-6664 (March 27)

One goal I have had with livestock grazing over the years is to start as soon as I can. I put spring calving cows on stockpiled grass in early March to calve with the hope of not having to feed any more hay. Many years this works but not this year, grass is just starting to grow. The stockpile is about gone and I have started feeding them some more hay but hope to move the group with the fall calving cows this weekend. I then plan on starting a fast rotation around many of the paddocks and hay fields which is actually later than many years.

I suggest we don’t rush things this year as we have a couple issues going on. First, as I mentioned, growth is slow this spring, and second, many pastures have sustained abnormal damage this winter from the wet conditions. If you have fields that were not grazed over the winter and are in good shape, you may be able to do a fast rotation through them when growth allows it. However, if fields are not in good shape and growth is just starting, waiting is a better option. Grass starts growing from the roots and needs enough leaf surface to start putting energy back into the roots and if it is grazed off before this can happen, it will weaken or kill the plant. In addition, if the field does not get enough time to recover and grow desirable grass and legumes, summer annual weeds are likely to germinate and grow in the next couple months. How many of us had weeds like foxtail and ragweed in our fields last year? A likely contributor could be the fields were grazed too soon in the spring.

I noted earlier that I plan doing a fast rotation next week with the hope that by the time that is done the spring “flush of growth” will have started. In addition, the fast rotation will reduce the chances that the cows will graze too close, and if the ground is wet, pugging will be minimized. There are also two paddocks where I fed hay this winter that I will skip at least twice through the rotation to allow them to recover and reduce the amount of summer weeds I will have.

So much of this is an art based on science. Everyone’s situation is a little different, but resist the temptation if hay is running short to put cattle out on fields that are just starting to grow that have been under any stress from close grazing or winter damage. It will allow for less hay fed in the long run and a more productive field this summer. If areas need to be re-seeded from damage, they will also need additional time to recover and grow as well.

Colostrum: Do I Need a Replacer or Supplement?
By Stan Smith, Fairfield County PA, OSU Extension
Source: http://u.osu.edu/beef/2019/03/27/colostrum-and-replacer-or-supplement/#more-6638

Most know that calves are not born with any immunoglobulins, which help provide protection from disease. Immunoglobulins are supplied by the cow via colostrum, or first milk, and calves only have a 24 hour window to ingest these molecules through the lining of their gut before that window closes.

Occasionally due to the death of the cow at birth, or perhaps other calamity, new born calves aren’t able to receive adequate colostrum from the cow. In this event, colostrum can be provided to the calf in a few different ways including through purchased colostrum replacers, or supplements. The question is often asked, “which is best, or even adequate?”
During a portion of his presentation at the 2019 Ohio Beef School, Dr. Justin Kieffer discussed the necessity of ensuring the calf receives adequate colostrum, and when it was appropriate to offer the calf either a colostrum replacer, or supplement. Cattle producers can find that 5 minute portion of Dr. Kieffer’s presentation at: https://www.youtube.com/watch?v=M2GhSBu0JBA

**USDA Updates Scrapie Regulations and Program Standards**


(Previously published on USDA UPHIS: March 22, 2019)

The U.S. Department of Agriculture’s (USDA) Animal Plant Health and Inspection Service (APHIS) is updating its scrapie regulations and program standards. These updates include several major changes, which are needed to continue the fight to eradicate scrapie from U.S. sheep flocks and goat herds. Scrapie is a transmissible spongiform encephalopathy (TSE) disease that affects the central nervous system in sheep and goats, and is eventually fatal.

The changes APHIS is making today to update the program are supported by the sheep and goat industry and incorporate the latest science to provide APHIS with increased flexibility as we work together with producers to get rid of this disease.

Scientific studies show that sheep with certain genotypes are resistant to or less susceptible to classical scrapie and are unlikely to get the disease. Because of this, APHIS is changing the definition of a scrapie high-risk animal so that it no longer includes most genetically-resistant and genetically less susceptible sheep. These animals pose a minimal risk of developing or transmitting scrapie, and by no longer considering them high-risk, they will no longer need to be depopulated or permanently restricted to their home farm.

The updated regulations and program standards will give the agency’s epidemiologists and leadership more flexibility to determine flock designations and deal with scrapie types that pose a minimal risk of spreading, including Nor-98 like scrapie. It also allows APHIS to determine based on science that additional genotypes are resistant without going through rule making. This will allow science and experience to guide decision-making as we identify fewer and fewer cases and move toward eradication.

APHIS is also updating specific identification requirements for goats and certain record keeping requirements for sheep and goats, which will provide increased animal disease traceability. Traceability is provided for certain classes of sheep and goats by the scrapie program, but strengthening traceability, particularly for goats, is important. This rule will bring goat identification and record-keeping requirements up to the level of the sheep industry, improving slaughter surveillance. Official identification will now be required for goats 18 months of age or older and for all sexually-intact goats under 18 months of age moving for purposes other than slaughter or feeding for slaughter, with some exceptions. [For sheep, most are required by state and federal regulations to be identified as part of the National Scrapie Eradication Program as part of interstate commerce or if ownership changes. The only exceptions for sheep are 1) castrated sheep under 18 months of age and 2) sheep under 18 months of age in slaughter channels.] Both industries will see record keeping changes. Sheep and goats moving in slaughter channels will now be required to have an owner/shipper statement. This statement must include group/lot identification, unless the animals are individually identified with official tags.

APHIS proposed updates to the scrapie regulations and program standards in September 2015 and accepted comments for 90 days. APHIS carefully reviewed the comments and made adjustments to the rule and program standards to address the concerns raised.


It takes effect 30 days following publication in the Federal Register, with one exception. States will need to
meet scrapie surveillance minimums to maintain their consistent-state status in the eradication program. If a state does not meet the sampling requirements at the end of FY 2019, it must provide APHIS with a plan within one year for coming into compliance and be in compliance within two years of the effective date of the final rule. The American Sheep Industry Association is working with Dr. Cindy Wolf of Minnesota and Dr. Jim Logan of Wyoming to pull together more information on how these changes will affect American sheep producers.

**eShepherd- The Future of Grazing Livestock?**
By: Marcus Tainsh, Pesel & Carr (on behalf of Agersens)  
Amber Robinson, The Ohio State University  
Brady Campbell, Program Coordinator, OSU Sheep Team  
Source: [https://u.osu.edu/sheep/2019/03/19/eshepherd-the-future-of-grazing/](https://u.osu.edu/sheep/2019/03/19/eshepherd-the-future-of-grazing/)

Agersens and The Ohio State University have signed a Memorandum of Understanding (MoU) that paves the way for the two organizations to implement research trials to determine the efficacy and economics of the eShepherd system for local conditions.

eShepherd is a smart collar system for livestock, enabling producers to create “virtual fences” and use their smart device to remotely fence, move, and monitor their livestock around the clock from anywhere in the world.

Ian Reilly, CEO of Agersens, said the team at The Ohio State University had the expertise and knowledge the company needed to better understand local livestock markets and determine how virtual fencing technology can help Ohio farmers get the most out of their land and livestock.

“eShepherd is set to revolutionize livestock management by unlocking value from the digital transformation of the American beef and dairy industries and will make farming more efficient, more manageable, and less labor intensive,” said Mr. Reilly. “Farmers in Ohio understand that improved grazing control creates more productive, profitable properties and are eager to adopt technologies that enable controlled grazing without the associated time constraints and labor costs.”

This latest MoU comes on the heels of similar Memorandums struck with the University of Idaho and Kansas State University last year, as well as an extended collaboration agreement with the CSIRO formalized last November. Land-Grant Universities in the United States have a unique role in providing farm extension services through their agricultural education mission for agricultural producers. In contrast such services are typically offered by Australian state government agriculture departments and Research and Development Corporations. “Ohio State will be seeking to add eShepherd to their kit of extension service technologies that can help farmers increase their efficiency and maximize productivity,” Mr. Reilly said.

Dr. John Foltz, Chair of the Department of Animal Sciences at Ohio State, recognizes the technological and economic opportunities that eShepherd brings to Departmental research faculty and livestock producers in Ohio. “The virtual fence is an exciting technology, which we hope to utilize in numerous research projects to understand its potential as a livestock management tool,” said Dr. Foltz. “It appears to have some very unique capabilities and also generates large amounts of precision livestock data, which will be valuable to our research scientists.”

The transformative eShepherd technology uses a GPS-enabled, solar-powered smart collar containing a CSIRO-developed algorithm and an audio cue to currently train cattle to stay within their prescribed virtual boundary. Ohio State plans to investigate this in the beef industry as well as other livestock industries that could benefit from this technology, including those in the sheep and goat industries.
The ability of the GPS-enabled collars to monitor and move livestock in real-time using mobile technology appealed to Animal Sciences Associate Chair, Dr. Anthony Parker. “The position of the livestock can be observed in real-time from the office on a tablet or computer. The technology has many practical applications for producers in Ohio from avoiding riparian, protected or overgrazed areas to moving livestock over a landscape to ensure an even grazing pressure,” said Dr. Parker. “The e-Shepherd technology fits within existing research being undertaken at The Jackson Agricultural Research Station and the Eastern Agricultural Research Station with global positioning systems to better understand cattle behavior.”

The eShepherd virtual fencing technology was patented by the CSIRO and licensed exclusively to Agersens worldwide. The business has already received orders for thousands of eShepherd collars in Australia, New Zealand, the United States, Canada, and the United Kingdom.

**Vendor’s License & Sales Tax Requirements for Ohio Farmers Market Vendors**

By: Evin Bachelor, Law Fellow, Agricultural and Resource Law Program

Source: [https://farmoffice.osu.edu/blog-categories/food](https://farmoffice.osu.edu/blog-categories/food)

Farmers markets in Ohio continue to grow in number, and the types of vendors and products offered by those vendors have greatly diversified over the years. Along with this growth come new questions about vendor’s licenses and the collection of sales taxes.

Many market vendors may know that traditional market items like fresh fruits and vegetables do not require a vendor’s license or the collection of sales tax. But what about beverages, cottage foods, plants and flowers, ready to eat foods, soaps, crafts, and similar items that contribute to the success of today’s farmers markets? Fortunately, learning about Ohio’s vendor’s license and sales tax requirements doesn’t have to be a taxing experience.

In our fresh off the press law bulletin, titled “Vendor’s Licenses and Sales Taxes at Ohio Farmers Markets,” we dive into a number of questions that farmers market vendors frequently ask us. Specifically, we address questions such as:

- Do vendors at a farmers market need a vendor’s license?
- What items do not require the collection of sales tax?
- What items do require the collection of sales tax?
- How do I obtain a vendor’s license in Ohio?
- Is a vendor’s license the same as a retail food establishment license?
- What if I want to sell products in other states?
- Can vendors include sales tax in the price of the product?

While this law bulletin covers vendor’s licenses and sales taxes fairly in depth, there is always more to learn. The law bulletin also provides a number of links to helpful resources from the Ohio Department of Taxation and neighboring states, along with a number of references to Ohio law. This new bulletin can be found at: [https://farmoffice.osu.edu/sites/aglaw/files/site-library/Vendor%27s%20Licenses%20and%20Sales%20Taxes%20at%20Ohio%20Farmers%20Markets.pdf](https://farmoffice.osu.edu/sites/aglaw/files/site-library/Vendor%27s%20Licenses%20and%20Sales%20Taxes%20at%20Ohio%20Farmers%20Markets.pdf)
Remember the New Requirements to Apply Dicamba
By: Jennifer Andon
Source: https://agcrops.osu.edu/newsletter/corn-newsletter/2019-07/new-requirements-apply-dicamba

As of October of 2018, the EPA announced that the registration for dicamba will be extended for two years for over-the top use of dicamba resistant corn and soybeans. Additionally, new regulations now require that to mix, load or apply dicamba, you must be a licensed pesticide applicator. The trained serviceperson is no longer qualified under the new regulations. To receive a pesticide license to mix, load or apply dicamba, one must pass both the Core and Category 1 (Grain and Cereal Crops) exams offered by the Ohio Department of Agriculture. The Ohio State University Pesticide Safety Education Program has prepared training videos to assist growers in preparing for the Core exam. These trainings are supplemental to the study manuals and will not include the annual dicamba training, which is also mandatory. For more information regarding the New Pesticide Applicator Training courses and videos, and online dicamba training, please go to: https://pested.osu.edu/PrivNewApp

Should I Continue Farming?
by: Chris Zoller, Extension Educator, ANR- Tuscarawas County
Source: https://u.osu.edu/ohioagmanager/2019/03/27/should-i-continue-farming-2/

It’s no secret that all of agriculture is suffering from years of low commodity prices and rising input costs. The economic struggles have affected you financially and physically. You’ve looked at the numbers, met with advisors, and talked to family. The thought of selling part or your entire farm brings with it added worry and concern. What can you do?

Find someone you trust and with whom you feel comfortable discussing your situation. This person may not have many answers to your questions, but they can listen to your frustrations and worries. They may be able to help you sort through the confusion and develop a course of action. Think of your situation as a picture – a set of eyes looking at the picture from the outside may see things you can’t because you are caught up in the picture.

Understand that you are not alone. Nearly every farm and farm family is in a similar situation. Don’t live in the past or dwell on what could or should have been done. Take control of the situation and develop a plan for managing the things you are able to control.

Assessment
Evaluate your financial position by meeting with your lender to discuss options for restructuring debt. Can you extend the repayment terms to provide more cash flow? Contact your Extension Educator about completing a FINPACK analysis (https://farmprofitability.osu.edu/).

What are your Specific, Measurable, Attainable, Rewarding, and Timed (SMART) goals? How are your goals similar and different from those of family and/or business partners?

Develop a list of your education, experiences, and skills. How can you use these in another career? What career opportunities fit you best?

Evaluation
If you come to the decision that selling all or part of your farm is the best option, there are several items to address. Begin with a balance sheet and other financial information to understand your present financial situation. Doing so will help you decide how much money (and approximate number of assets) you must sell. You may want to meet with an appraiser, auctioneer, or real estate professional for help determining the expected value of assets.
Professionals
Your attorney can answer questions and advise you about legal considerations related to a sale. An accountant will help minimize your tax liability and give an estimate of what you may expect to pay in taxes.

Help is Available
There are people and agencies/organizations that can help with the transition and the emotions that come with the sale. Clergy, licensed counselors, and medical professionals can help you cope. Other sources of help include:

Ohio State University Extension (extension.osu.edu)
National Suicide Prevention (1-800-273-8255)
National Alliance for Mental Illness (1-800-950-6264)
Ohio Workforce Training (ohio.gov/working/training)
Ohio Job & Family Services, Office of Workforce Development (jfs.ohio.gov/owd)

Additional Information
Coming to the decision to sell all or a part of your farm is not an easy decision. Find someone with good listening skills. Talk to professionals, reach out for help, get answers, and make the best possible decisions. More information about this subject is available at https://ohioline.osu.edu/factsheet/anr-71.

Honey Bee Health Around Grain Crops
By: Harold Watters, Barb Bloetscher & Reed Johnson
Source: https://agcrops.osu.edu/newsletter/corn-newsletter/2019-07/honey-bee-health-around-grain-crops

The National Corn Growers Association in partnership with the Honey Bee Health Coalition recently published Corn Best Management Practices for honey bee health. The team who developed the BMPs was comprised of growers as well as beekeepers and businesses that deal with these crops. In 2018, BMPs for soybean growers were developed, also.

BMPs for corn: https://honeybeehealthcoalition.org/cornbmpps/

For soybeans: https://honeybeehealthcoalition.org/soybmmps/

The link to the HBHC is https://honeybeehealthcoalition.org/ for more information about bees and beekeeping practices.

Locally you can see information about honey bees:

Check out upcoming programs at: go.osu.edu/coshoctonevents
BUG DETECTIVES: YOU can solve the case of Mystery Bugs!

Thursday, April 11, 2019
6:30 to 8:30 p.m.

Coshocton County Services Bldg.
724 South 7th Street, Room 145
Coshocton, Ohio 43812

Join OSU Extension in Coshocton County as we uncover clues to identifying insects at home. Become comfortable sleuthing for clues, identifying culprits, and determining friend from foe. The featured speaker will be Ashley Kulhanek, Entomologist and OSU Extension Educator from Medina County. We will empower YOU to solve the case of the mystery bugs in your landscape!

Participants will learn:
• Commonly encountered insects
• Characteristics to look for to help identify insects
• Resources for identifying insects in home and garden

PRE-REGISTRATION IS REQUESTED. There is no charge for this program but reservations are being requested so that adequate program materials can be printed. Call 740-622-2265 to reserve your spot. As a special service, we will be selling pocket sized illuminated magnifiers at the workshop (approximately $10). Don’t miss this chance to learn more about what is bugging you! Registration is limited to 50 persons. Great for adults and youth!
Join OSU Extension Educator Eric Barrett to discover the world of hydrangeas. Learn about types, care, pruning and bloom times. You’ll receive a quick reference chart to take to the garden center and a hydrangea plant to take home.

**Tuesday, April 30, 2019 at the Coshocton County Services Building (Room 145), 724 South 7th Street, Coshocton, Ohio from 6:30 to 8:30 p.m.**

**REGISTRATION INFORMATION.** Registration includes the program, light refreshments, and handouts. Please mail completed registration form to OSU Extension, 724 South 7th Street, Room 110, Coshocton, Ohio 43812. Due to space limitations, this program will be limited to the first 50 registrants. First come, first served basis.

Name__________________________________________
Address______________________________________________
Email__________________________Phone___________________

Registration includes handouts and a hydrangea plant to take home for your landscape.

$30 per person to register $_________ Total Enclosed $_________

Please make checks payable to OSU Extension and mail to OSU Extension, 724 South 7th Street, Room 110, Coshocton, Ohio 43812. For more information, call 740-622-2265

oshocton.osu.edu
End users of beef products, including Tyson Foods and Wendy’s, are now starting to require producers of beef to have Beef Quality Assurance Training. These companies have announced that beginning in 2019 cattle they purchase must originate from producers and feedyards who are Beef Quality Assurance (BQA) certified. Therefore many stockyards and buyers are requiring this training for beef producers who sell to them. Ohio State University Extension, the Ohio Beef Council, the Ohio Cattlemen’s Association and Ohio’s cattle auction markets and collection points are working together to offer BQA trainings in Ohio. Certification lasts for three years. Producers may take an in-person class or complete the training online at bqa.org.