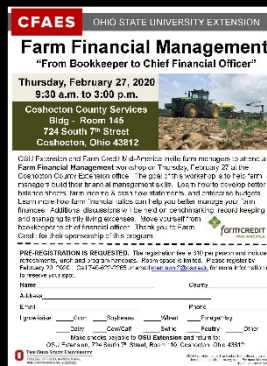


## COSHOCTON COUNTY AGRICULTURE & NATURAL RESOURCES



### January 29, 2020 Issue

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2020 Ohio Forage and Grasslands Council Conference  
Winter Beef Meetings  
2019 eFields Report Released  
Leading by Exception  
Upcoming Programs

**Coshocton County Extension**  
724 South 7<sup>th</sup> Street, Room 110  
Coshocton, Ohio 43812  
Phone: 740-622-2265  
Fax: 740-622-2197  
Email: [marrison.2@osu.edu](mailto:marrison.2@osu.edu)  
Web: <http://coshocton.osu.edu>

Hello Coshocton County! We had a great day at the 2020 Agronomy School for Muskingum & Coshocton counties yesterday in Dresden. We had 31 producers in attendance and were very pleased with the education provided by our teaching team. We had discussions on the changing weather and climate, grain markets, manure management, global trade issues, Farm Bill, Tri-State Fertility Guideline revisions, and even heard about 600 bushel/acre corn yields. Thank you to Clifton Martin from Muskingum County for his great work behind the scenes to make this program such a success.

Don't miss your chance to learn about the Farm Bill. Our next program will be tomorrow in Clark from 1-3 p.m. We also have a full slate of programs slated for February and March with a lot of Farm Management related workshops. I hope to see you some of these workshops.

The Ohio Farm Custom Rates Survey is also under way. If you custom hire or hire someone to do a custom farm activity, I urge you to complete this survey. The survey is attached to today's newsletter.

Hope 2020 is going well for you. Hard to believe that January is almost in the books. Have a good and safe week.

Sincerely,

*David Marrison*

Coshocton County OSU Extension ANR  
Educator



**THE OHIO STATE UNIVERSITY**  
COLLEGE OF FOOD, AGRICULTURAL,  
AND ENVIRONMENTAL SCIENCES

CFAES provides research and related educational programs to clientele on a nondiscriminatory basis. For more information visit:  
[go.osu.edu/cfaesdiversity](http://go.osu.edu/cfaesdiversity)

## ***2020 Agronomy School Recap***

Thirty-one producers attended the “**2020 Agronomy School**” sponsored by the Muskingum & Coshocton County Extension offices in Dresden, Ohio on January 28. We were very pleased with the presentations from all of our speakers. During the school, participants learned about the Farm Bill, Weather & Changing Climate, Nutrient Management with Manure, Grain Markets, New Frontiers in Corn Production and the new Tri-State Fertility Guide. Thank you to everyone who attended!



## ***Early Indications Point to Wetter Spring***

By: Jim Noel

Source: <https://agcrops.osu.edu/newsletter/corn-newsletter/2020-02/early-indications-point-wetter-spring>

It is that time of the year where winter is here but spring is just around the corner. The weather, climate and hydrology patterns still remain wet across the region. This makes Ohio vulnerable to wet conditions. The outlook for February calls for normal to slightly below normal temperatures with not too far from normal rainfall. There is a chance February could be drier than normal but the chances are not high.

The jet stream remains active from Japan across the North Pacific Ocean into North America but not as active as last year. Therefore, the spring outlook is for a chilly start but a warmer than normal finish. At the same time, above normal rainfall is forecast so we are likely to see spring planting challenges again into 2020 like many of the last 10+ years. However, it does not look as bad as 2019 at this time.

Many of the climate models show trends toward normal or below normal rainfall and hotter weather for summer which if it comes to happen will create challenges. You can keep up-to-date on all the NOAA climate outlooks at: <https://www.cpc.ncep.noaa.gov/>

## ***Two More Farm Bill Meetings***

OSU Extension and the Farm Service Agency are pleased to be offering 2 additional Farm Bill meetings in our region. These meetings will be held on Thursday, January 30 from 1:00 to 3:00 p.m. at the Clark Community Center located at 1332 State Route 83, Millersburg, Ohio 44654 and on February 5, 2020 at the Zanesville Extension Office located at 225 Underwood St, Zanesville, OH 43701. Mike Jacob (FSA) and David Marrison (OSU Extension) will be the instructors for these meetings. More information about these programs can be obtained by calling the Coshocton County Farm Service Agency Office at 740-622-8087.



## ***February 11<sup>th</sup> Farmers Breakfast***

OSU Extension, Coshocton Soil & Water Conservation District, and the Farm Service Agency are pleased to be offering the Farmers Breakfast series once again this winter. The next breakfast will be held on Tuesday, February 11 beginning at 7:30 a.m. and will feature Dean Ringwalt speaking on ““CRP Pollinators & Hunting Preserve.” The breakfast will be held at the Coshocton Inn & Suites located at 115 N Water Street in Coshocton, Ohio (next to McDonald’s). The breakfast buffet will be \$9.00 and no reservations are needed. For more information about the breakfasts, please contact the Coshocton SWCD at 740-622-8087, extension 4.

## ***Farm Financial Management Workshop Slated for February 27***

OSU Extension and Farm Credit Mid-America has developed a workshop which will encourage farm managers to take a critical look at their financial management skills. OSU Extension and Farm Credit invite you to attend our **Farm Financial Management** workshop scheduled for Thursday, February 27 from 9:30 to 3:00 p.m. at the Coshocton County Extension office.

The goal of this workshop is to help farm managers build their financial management skills. Learn how to develop better balance sheets, farm income & cash flow statements, and enterprise budgets. Learn more how farm financial ratios can help you better manage your farm finances. Additional discussions will be held on benchmarking, record keeping and managing family living expenses. Our goal is to help farm managers move from just paying bills to being a chief financial officer.

The registration fee for this workshop is \$10 per person and includes refreshments, lunch and program handouts. Room space is limited so we are asking that pre-registrations be made by Thursday, February 20, 2020. For more information, call the Coshocton County Extension office at 740-622-2265. A registration flyer can also be found on our website at [coshocton.osu.edu](http://coshocton.osu.edu).

### ***Sharpen Your Farm Management Skills at Lunch Webinars***

OSU Extension in Coshocton County invites farm managers to grab their lunch and join us for one of the following State Farm Management webinars. These webinars will be held on:

- **February 19: Grain Contracts & Markets: What to Use When (11:45 a.m. to 1:15 p.m.)**
  - Featured Speaker: Lindsay Fager, Risk Management Trainee with INTL FCStone Bowling Green, Ohio.
  - Learning Objectives: • Understanding the types of grain contracts, how they compare amongst each other, and using them to manage risk. • Understand grain price cycles and when is the right time to market grain. • Learn about the factors that influence the grain markets.
- **February 26: Where to Start with Workers Compensation Benefits (11:45 a.m. to 1:15 p.m.)**
  - Dee Jepsen, Leader of the OSU Extension Ag Safety and Health Program and the Ohio AgrAbility program.
  - Learning Objectives: • Learn what is required and not required by Ohio Workers Compensation Benefits • Learn strategies to improve worker safety on the farm. • Understand reporting and documentation requirements under the law.
- **March 11: Estate Planning: What are the Tools and Options (11:45 a.m. to 1:15 p.m.)**
  - Featured Speaker: Robert Moore, Co-owner of Wright & Moore Law Co. LPA
  - Identify and explain legal tools available to farmers for a succession plan • Discuss succession planning strategies • Address specific questions from participants.
- **March 18: Grain Marketing Strategies for 2020 (11:45 a.m. to 1:15 p.m.)**
  - Featured Speaker: Ben Brown, Assistant Professor of Professional Practice in Agricultural Risk Management at the Ohio State University.
  - Learn strategies for pre- and post-harvest marketing plans • Learn how to use market basis to improve profitability • Understand how to manage spreads in long/short basis environments • Understand how to connect crop insurance to your marketing plan.

There is no fee to attend. But due to the size of the meeting room, each webinar will be limited to 11 people. Call the Coshocton County Extension office today to reserve your spot at 740-622-2265. Email David Marrison for additional details.

### ***Planning for the Future of Your Farm Workshop***

By: Chris Zoller, Extension Educator, ANR

A two-evening “Planning for the Future of Your Farm” program will be held February 12 and 19 from 7:00 pm to 9:30 pm each evening. The program will be held at the Village of Tuscarawas Community Center on Cherry Street in Tuscarawas.

David Marrison, OSU Extension Educator, Agriculture and Natural Resources, Coshocton County, will discuss developing the next generation of managers, family communications, providing income for multiple



generations, keeping your farm competitive, and preparing for the unexpected. These topics will be discussed the evening of February 12.

The evening of February 19 will feature Peggy Hall, Attorney and OSU Extension Ag Law Specialist, and Robert Moore, Attorney, Wright and Moore Law. Peggy and Robert will discuss farm business structures, estate and transfer strategies, trusts, life insurance, tax planning, and much more.

Registration for the program is \$25 per person or \$35 per family. Please make your check payable to OSU Extension-Tuscarawas County, 419 16<sup>th</sup> St. SW, New Philadelphia, OH 44663. Please RSVP by February 5. Questions may be directed to Chris Zoller at 330-339-2337 or [zoller.1@osu.edu](mailto:zoller.1@osu.edu).

## ***Ohio Farm Custom Rate Survey 2020***

Barry Ward, Leader, Production Business Management  
OSU Extension, Agriculture & Natural Resources

A large number of Ohio farmers hire machinery operations and other farm related work to be completed by others. This is often due to lack of proper equipment, lack of time or lack of expertise for a particular operation. Many farm business owners do not own equipment for every possible job that they may encounter in the course of operating a farm and may, instead of purchasing the equipment needed, seek out someone with the proper tools necessary to complete the job. This farm work completed by others is often referred to as “custom farm work” or more simply “custom work”. A “custom rate” is the amount agreed upon by both parties to be paid by the custom work customer to the custom work provider.

Custom farming providers and customers often negotiate an agreeable custom farming machinery rate by utilizing Extension surveys results as a starting point. Ohio State University Extension collects surveys and publishes survey results from the Ohio Farm Custom Survey every other year. This year we are updating our published custom farm rates for Ohio. We need your assistance in securing up-to-date information about farm custom work rates, machinery and building rental rates and hired labor costs in Ohio.

This year we have an online survey set up that anyone can access. We would ask that you respond even if you know only a few rates. We want information on actual rates, either what **you paid** to hire custom work or what **you charged** if you perform custom work. Custom Rates should include all ownership costs of implement & tractor (if needed), operator labor, fuel and lube. If fuel is not included in your custom rate charge there is a place on the survey to indicate this.

The deadline to complete the survey is March 31, 2020. You may access the survey at: [ohio farm custom rates survey 2020](https://ohiofarmcustomratesurvey2020.osu.edu) Or: [https://osu.az1.qualtrics.com/jfe/form/SV\\_7WN0eNQz3VO41nv](https://osu.az1.qualtrics.com/jfe/form/SV_7WN0eNQz3VO41nv) A paper copy of the survey is attached to this newsletter.

## ***OSU Extension Farm Business Analysis Program***

Dianne Shoemaker & Haley Shoemaker, OSU Extension

Source: <https://agcrops.osu.edu/newsletter/corn-newsletter/2020-02/osu-extension-farm-business-analysis-program>

How well do you know your farm? Sure, you could probably drive your fields blindfolded and you could name without a doubt the cow that will always come in the parlor last; but what about your farm as a business? If this question made you stop and think, then it's time to become more familiar with your cost of production and other financial measures that make the rest of your farming operation possible.

The Ohio Farm Business Analysis Program is focused on working with farmers across Ohio to better understand the



numbers behind their farm business in order to make more informed production, marketing and financial management decisions that will impact the farm's overall profitability. Farm business analysis is a tool that can be applied to any farm, regardless of size, crop, or livestock enterprise. Financial management is critical to the success of every farm business, and with analysis, farms are able to better understand the numbers behind their profits or losses.

To complete a farm's analysis, we start with beginning and ending balance sheets from the most recent business year. To fill in the year between the balance sheets, we provide input forms that cover all income, expenses, capital purchases, sales, and enterprise information.

Farmers complete a whole farm analysis and may choose to do enterprise analysis. They receive their farm's analysis and enterprise summaries that include their costs of production per acre, per unit (bu, ton, cwt, head) as well as machinery costs per acre. At the conclusion of each year's analysis, farmers receive Ohio summary data, along with personalized benchmark reports that help them quickly identify areas of strength and concern. All farm data is treated and handled with the utmost care to preserve confidentiality. Farms that complete analysis also contribute to the database of Ohio farm financial and production data. Ohio farm data is used for teaching, research, extension education and policy decision making.

To better serve Ohio's farmers, the Farm Business Analysis Program has three Farm Business Analysis Technicians serving central and western Ohio. These technicians work out of the County Extension Offices in Mahoning, Miami and Pickaway counties, and will also work with farms in surrounding counties. We encourage you to contact the technician nearest your farm to get started on Farm Business Analysis:

Mahoning County	330.533.5538	Christina Benton	<a href="mailto:benton.132@osu.edu">benton.132@osu.edu</a>
Miami County	937.440.3945	David Jenner	<a href="mailto:jenner.12@osu.edu">jenner.12@osu.edu</a>
Pickaway County	740.474.7534	Trish Levering	<a href="mailto:levering.43@osu.edu">levering.43@osu.edu</a>

Thanks to the USDA-NIFA Farm Business Analysis grant, the cost for a farm to complete an analysis for the 2019 business year is \$100. To learn more about farm business analysis, contact Dianne Shoemaker or Haley Shoemaker at 330-533-5538 or email at [shoemaker.3@osu.edu](mailto:shoemaker.3@osu.edu) or [shoemaker.306@osu.edu](mailto:shoemaker.306@osu.edu). See past farm business summaries at <http://farmprofitability.osu.edu>.

### ***OSU Extension to Host 7<sup>th</sup> Annual East Ohio Women in Ag Conference***

Ohio State University (OSU) Extension, the outreach arm of the College of Food, Agricultural and Environmental Sciences (CFAES) will host the 7th Annual East Ohio Women in Agriculture Conference. This year's conference convenes on **Thursday, March 19** from 9:00 a.m. – 3:30 p.m. at the RG Drage Career Technical Center, 2800 Richville Drive SE in Massillon. All women and young women (high school age) who are interested, involved in, or want to become involved with food, agricultural, or natural resources production or small business are encouraged and welcomed to attend.

The conference program features an agency/vendor fair and eighteen educational breakout sessions presented by OSU Extension educators, producers and partner agencies. Sessions focus around five themes: Business & Finance, Plants & Animals, Communication, Home & Family and Special Interest (areas of specific interest to attendees). Farm and Dairy Editor, Rebecca Miller is the conference featured keynote speaker. Her presentation will engage and enlighten participants on "*Clinging to context in a noisy world: don't lose sight of your 'why'.*"

Interested individuals can register for the conference on-line at [go.osu.edu/eowia2020](http://go.osu.edu/eowia2020). Cost of the conference is \$55 for adult participants and \$30 for students. Conference fee includes conference participation, continental breakfast, lunch and conference handouts. Deadline for registration is Thursday, March 12.

Registered participants, community organizations or businesses interested in sponsorships and/or securing an informational or vendor table can do so from the registration page or contact 1-614-292-2493 to obtain more information. A list of sponsorship opportunities is also available from the registration page.

Stay connected with the Ohio Women in Agriculture Learning Network on Facebook @OHwomeninag or subscribe to the Ohio Women in Agriculture blogsite at <http://u.osu.edu/ohwomeninag/>.

### **2020 Ohio Forage & Grasslands Council Conference**

The Ohio Forages and Grasslands Council Annual Conference will be held February 21, 2020 from 8:30 am to 3:00 pm at the Ohio Department of Agriculture in Reynoldsburg, Ohio. The program theme is “Foraging For Profit”. The Keynote speaker will be Jimmy Henning, Forage Professor, University of KY, who will discuss “Making Good Round Bale Silage” based on extensive research and experience in Kentucky. Dr. Henning will also be speaking on a second topic, “The Clover Dilemma-Do I have enough to withhold N Fertility”.

Another featured speaker to address new fencing technologies is Dr. Tony Parker, Associate Professor, Ohio State University Animal Science, speaking on: “Current and Future Technologies For Grazing Animal Management”.

Several producer talks will also be presented which includes Beef Producer, Jonathan Berger from Wooster, Ohio, Dairy Producer, Jeff Miller from Winesburg, Ohio, Stored Forages Producers, Miles and Caleb vonStein from Jenera, Ohio and Sheep Producer, Brady Campbell from Waterford, Ohio.

To finish the program Dr. Mark Sulc, OSU Forage Specialist and Bob Hendershot, Retired NRCS Grazing Specialist will be leading a discussion entitled “Hot Topics in Forages and Grazing” To be included in this discussion will be New Conservation Programs in Forages including the recently announced H2Ohio and USDA Farm Bill. Details of the program and a registration form will be available at <https://www.afgc.org/OFGC2020> Registration will be due by February 14th, 2020. For more information contact Gary Wilson at [osuagman@gmail.com](mailto:osuagman@gmail.com) or 419-348-3500

### **OSU Extension to Host Two Winter Beef Programs**

Mark your calendars now for the Ohio Beef Cattle Nutrition and Management School, targeted for anyone raising, feeding, or marketing any class of beef cattle. Session 1 (6-9:00 p.m. January 29<sup>th</sup> at Luckey Farmers Inc. main office in Sandusky County, and January 30<sup>th</sup> at the OSU Newark Campus in Licking County) will feature former OSU research nutritionist and current University of Georgia Department of Animal Sciences Chair, Dr. Francis Fluharty discussing the use of small grains, by-product feeds, and cover crop forages in both feedlot and beef cow diets. Session 2 (February 12<sup>th</sup> in Sandusky County, and February 13<sup>th</sup> in Licking County, both 6-9:00 p.m.) will feature talks by OSU Extension Educators on marketing strategies, feeding and managing for carcass quality, forage testing, and managing annual forages for grazing and hay.

The Ohio State University Extension Beef Team also plans to hold a hands-on, Ohio Beef Cow/Calf workshop at the Claylick Run Farm Sale Facility outside of Newark, in Licking County. This workshop will be held from 10 a.m – 2:00 p.m., including lunch, with 2 different sessions, January 30<sup>th</sup>, and February 13<sup>th</sup>. Session 1 will focus on alternative feeds and forages, and managing beef brood cow nutrition, with discussion led by Dr. Francis Fluharty. Session 2 will focus on herd health and reproduction with Dr. Les Anderson from the University of Kentucky and Dr. Foster Anderson with Bailey Veterinary Clinic, and will include live demonstrations from OSU Extension Beef Team members on body condition scoring, bull breeding soundness evaluation, and semen handling.

For more details and information, or to register, contact Allen Gahler in Sandusky County at 419-334-6340 or [gahler.2@osu.edu](mailto:gahler.2@osu.edu), or Dean Kreager in Licking County at 740-670-5315, or [Kreager.5@osu.edu](mailto:Kreager.5@osu.edu).

## **2019 eFields Report Released**

By: Elizabeth Hawkins & John Fulton

Source: <https://agcrops.osu.edu/newsletter/corn-newsletter/2020-02/2019-efields-report-available>

The 2019 eFields Research Report is now available online or in a hardcopy version. 2019 was a challenging year for many farmers including the eFields team but despite the challenges, the team was able to grow. The 2019 report covers 88 on-farm, field scale trials conducted in 30 Ohio counties. and provides information on a variety of topics including new studies. The e-version of the 2019 eFields report can be viewed or downloaded at [go.osu.edu/eFields](https://go.osu.edu/eFields). **We also have copies in the Coshocton County office---just stop in to get your copy!**

The eFields team has also planned 6 regional meetings to discuss results from local and state-wide research trials **(one of which will be held in Coshocton County)**. We also use these meetings to gather feedback about research interests for 2020. There is no cost to attend; for more information or to register for a meeting, visit [go.osu.edu/eFieldsMeeting](https://go.osu.edu/eFieldsMeeting). The locations are:

Southwest Region: February 10th, 9AM-12PM, Wilmington

Northwest Region: February 26th, 9AM-12PM, Bryan

Central Region: February 27th, 9AM-12PM,

South Central Region: March 9th, 9AM-12PM, Circleville

**East Region: March 10th, 6-9PM, Coshocton**

West Central Region: March 16th, 9AM-12PM, Piqua

We would like to sincerely thank all of our 2019 collaborating farms and industry partners. The eFields team enjoys working with each of you and we are looking forward to continuing to learn together in 2020.

## **Leading by Exception**

By David Marrison

Published in The Beacon on January 22, 2020

Hello Coshocton County! So now that January is almost over, how are you doing on those New Year resolutions? My wife Emily jokingly said that one of my goals for 2020 should be to sort through one box of stuff per month. So over the holiday, I locked myself in the basement and started to sort through boxes. As I sorted, I came across the **"The Farm Quarterly"** magazine from 1968 which I had purchased at an auction years ago.

I love history; especially about farming. This particular magazine featured an ad on Harvestore silos and one from New Holland featuring their Model 975 combine which could run a 2, 3 or even a 4 row corn head. Allis-Chalmers also had an ad promoting the 64-horsepower strength of their AC One-Eighty tractor which was perfect for pulling a 4 bottom plow. Pioneer's ad featured Frank Rush from Kansas City whose corn broke the 200 bushel per acre mark. Much talk was also given throughout the magazine on the new names for crop chemicals. Atrazine would now be called AAtrez, Simazine would be called Princep and chemical think-tanks were considering such names as Clobber, Wallop and Big Daddy for other chemicals.

I bought the magazine as I was intrigued by its featured section on farm management. I was interested in seeing how relevant their advice was fifty years later. One of these articles really caught my attention. Titled "One Jump Ahead" it featured Dale Fraser an Iowa farmer, in his seventies, who was "farming full steam ahead because there's nothing he likes to do better."

Mr. Fraser was one of the first farmers in Iowa to adopt no-till planting. Besides farming over 2,900 acres he also raised beef cattle. Mr. Fraser was described as a man who farms because he wants to, grows because he responds to challenges, and innovates as a matter of habit. He summarized his management approach in three ways: simplify, manage by exception, and concentrate on people instead of things.

Mr. Fraser said the benefit of being his age was that he did not have to worry any longer about what people think. He stated he did not have to drive a tractor just to prove to the neighbor that he could. Instead he stated that he could afford to take the time to think about making his operation as simple as possible. One way that he made his operation simpler was to get rid of the plow and switch to no-till production. Dale made this switch when time was crunched due to a late planting season one year.

His simplistic approach led to managing by exception. He stated that a good manager pays attention to detail and anticipates problems before they become crises. Dale said a top manager needs to concentrate on those things which are “exceptions to the normal.” As a manager his primary duty is to manage the farm’s resources: to plan, to buy and sell, to finance and to supervise. Dale stated this requires mental skill, diligence, and an inquiring mind.

He stated that a top manager should focus on the things nobody else can do and let others do the things they are able to do. As an example, he shared that any of the men who work for him can drive the tractor or fix the planter better than he could. This allows him time to look for bottlenecks in the operation and to be looking for ways to make his operation more efficient and effective.

**Application for Today’s Farm Managers-** There was a ton of management information from Dale which still is applicable 50 years later. So, as the manager of your farm, I would ask you, how are you doing? Are you managing people and your business? Or do you allow things to manage you? How good are you at managing by exception? Are there jobs that you are doing that could be done by someone else in the operation giving you time to manage? How good are you at spotting, managing, and keeping good employees? Mr. Fraser would ask “Do you have the self-restraint to let them alone.”

Are there “sacred” practices that you do on your farm that could be put out to pasture? What are the bottle necks in your business? Are you anticipating problems before they become crises? Do you think big, really big, and treasure the small? Do you place relationships above short-term or selfish gains? Do you find ways to accomplish goals by developing the potential of others? And ultimately, how well will you finish?

**Closing Thought-** The more things change, the more they stay the same. The article on Mr. Fraser could have been easily written in 2020. What would an article on your management skills say? Have a good and safe day!

### **Upcoming Program Dates**

- Farm Bill Training in Clark- January 30
- Pesticide & Fertilizer Re-certification in Coshocton- February 4
- Farm Bill Training in Zanesville- February 5
- Farmers Breakfast- February 11
- Farm Succession Workshop- February 12 & 19
- Farm Management Luncheon Webinar Series- Feb 19 & 26 and March 11 & 18
- Pesticide & Fertilizer Re-certification in Coshocton- March 4
- Farmers Breakfast- March 10
- eFields Regional Meeting in Coshocton- March 10
- Mortality Composting Workshop- March 18
- Pesticide & Fertilizer Re-certification in Tuscarawas County- March 19
- National Ag Day Luncheon- March 24
- Pesticide & Fertilizer Re-certification in Tuscarawas County- March 26

**Check out upcoming  
programs at:**

[go.osu.edu/coshoctonevents](https://go.osu.edu/coshoctonevents)





November 12, 2019 7:30 a.m.

**"Farm Safety"**

Rob McMasters, Coshocton Emergency Management

December 10, 2019 7:30 a.m.

**"Water & Drainage Issues"**

Peggy Hall, OSU AG Attorney

January 14, 2020 7:30 a.m.

**"Growing Hops"**

Jandi & Jared Adams, Coshocton Hops

February 11, 2020 7:30 a.m.

**"CRP Pollinators & Hunting Preserve"**

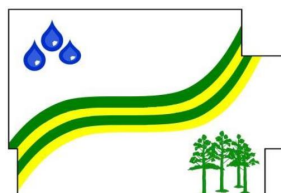
Dean Ringwalt

March 10, 2020 7:30 a.m.

**"Streambank Regulations"**

Lydia Fach, US Army Corps of Engineers

**New Location:** Join us at Coshocton Inn & Suites, 115 N. Water Street, Coshocton (beside McDonalds) for the 2019-2020 Farmers Breakfasts. A buffet breakfast will be provided and the cost is \$9.00 per person. Reservations are not required. If you have questions, please call Coshocton SWCD at 622-8087, ext. 4.



# Farm Financial Management

## “From Bookkeeper to Chief Financial Officer”

**Thursday, February 27, 2020  
9:30 a.m. to 3:00 p.m.**

**Coshocton County Services  
Bldg - Room 145  
724 South 7<sup>th</sup> Street  
Coshocton, Ohio 43812**



OSU Extension and Farm Credit Mid-America invite farm managers to attend a **Farm Financial Management** workshop on Thursday, February 27 at the Coshocton County Extension office. The goal of this workshop is to help farm managers build their financial management skills. Learn how to develop better balance sheets, farm income & cash flow statements, and enterprise budgets. Learn more how farm financial ratios can help you better manage your farm finances. Additional discussions will be held on benchmarking, record keeping and managing family living expenses. Move yourself from bookkeeper to chief financial officer. Thank you to Farm Credit for their sponsorship of this program.



**PRE-REGISTRATION IS REQUESTED.** The registration fee is \$10 per person and includes refreshments, lunch and program handouts. Room space is limited. Please register by February 20, 2020. Call 740-622-2265 or email [marrison.2@osu.edu](mailto:marrison.2@osu.edu) for more information or to reserve your spot.

Name \_\_\_\_\_ County \_\_\_\_\_

Address \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

I grow/raise: ☐ Corn ☐ Soybeans ☐ Wheat ☐ Forage/Hay  
☐ Dairy ☐ Cow/Calf ☐ Swine ☐ Poultry ☐ Other

Make checks payable to **OSU Extension** and return to:

OSU Extension, 724 South 7<sup>th</sup> Street, Room 110, Coshocton, Ohio 43812



# eFields

connecting science to fields

eFields is an Ohio State University program dedicated to advancing production agriculture through the use of field-scale research.

Make plans to join us to learn about the 2019 study results from your area plus across the state.

## AGENDA

**6:00 PM eFields Overview**

**6:30 PM Local Trials and Results**

**7:45 PM Partner Farmer Panel**

**8:30 PM Discuss Future Projects**

## 2019 eFields Regional Meetings *Eastern Region*

March 10, 2020: 6 – 9 p.m.

Location:

Coshocton County Services  
Building – Room B100  
724 South 7<sup>th</sup> Street  
Coshocton, Ohio 43812

No cost to attend.

RSVP at

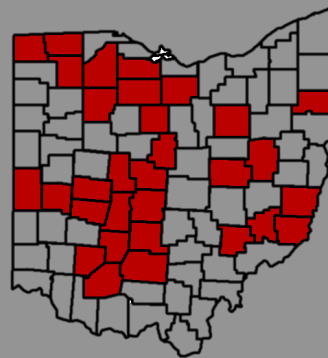
[go.osu.edu/eFieldsMeeting](http://go.osu.edu/eFieldsMeeting)

Contact: David Marrison

[Marrison.2@osu.edu](mailto:Marrison.2@osu.edu)

740-622-2265

*For More Information:*  
[go.osu.edu/eFields](http://go.osu.edu/eFields)



[go.osu.edu/eFields](http://go.osu.edu/eFields)

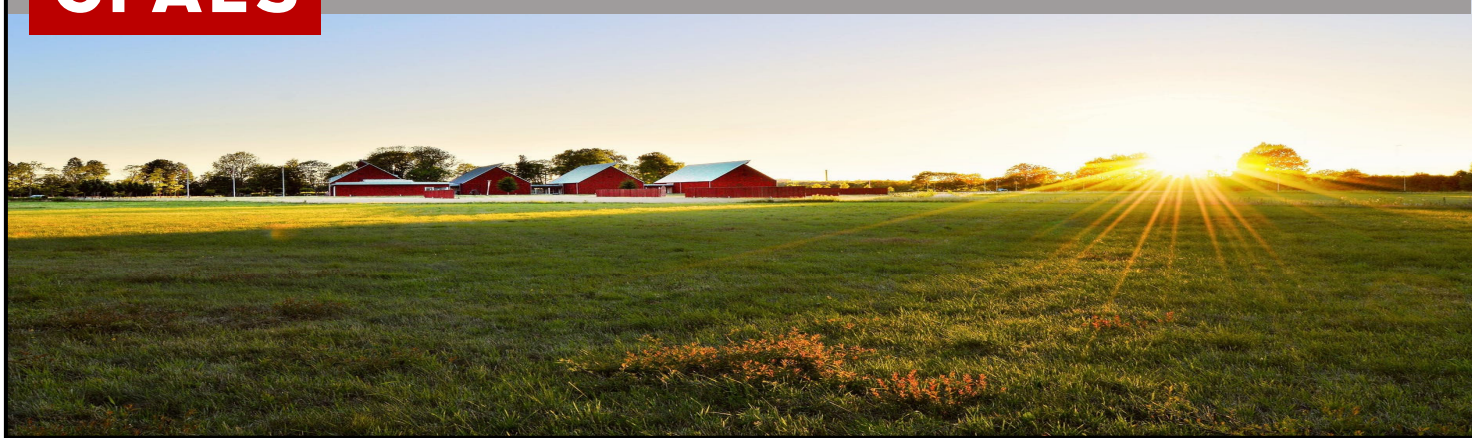


**THE OHIO STATE UNIVERSITY**

COLLEGE OF FOOD, AGRICULTURAL,  
AND ENVIRONMENTAL SCIENCES

— *We Sustain Life* —

CFAES provides research and related educational programs to clientele on a nondiscriminatory basis. For more information, visit [cfaesdiversity.osu.edu](http://cfaesdiversity.osu.edu). For an accessible format of this publication, visit [cfaes.osu.edu/accessibility](http://cfaes.osu.edu/accessibility).



# Planning for the Future of Your Farm

February 12 & 19, 2020 7pm – 9:30pm each evening

Location: Village of Tuscarawas Community Center, 212 E. Cherry St.

Cost: \$25 per person & \$35 per family

This workshop is designed to help farm families develop a succession plan for their farm business. Attend and learn to successfully transfer assets and management skills and to have crucial conversations about the future of your farm. This workshop will challenge families to actively plan for the future. **Multiple generations are encouraged to attend.**

## Topics to Include:

- ❖ Providing income for multiple generations
- ❖ Retirement strategies
- ❖ Long term health care issues and costs
- ❖ Tax implications of estate and transition planning
- ❖ Developing the next generation of farm managers
- ❖ What will my lawyer need from me?
- ❖ And many more

## Featured Speakers:

- David Marrison, OSU Extension – Coshocton County
- Chris Zoller, OSU Extension – Tuscarawas County
- Peggy Hall, Attorney and OSU Extension Legal Educator
- Robert Moore, Attorney at Law, Wright & Moore Law Company

**PRE-REGISTRATION IS REQUIRED**

**RSVP:** [zoller.1@osu.edu](mailto:zoller.1@osu.edu) or 330-339-2337 no later than February 5 (*see reverse for additional information*)

[tuscarawas.osu.edu](http://tuscarawas.osu.edu)



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# Planning for the Future of Your Farm

## Topics that will be covered:

### Day 1

- Key questions to answer when planning for the future of the family farm business
- Family communication in the farm transition process
- Analyzing the family farm business/keeping the business competitive into the future
- Providing income for multiple generations
- Developing the next generation of farm managers
- Farm succession with multiple offspring and family members: Fair vs. Equal
- Retirement strategies
- Preparing for the un-expected

### Day 2

- Analyzing risk in today's world
- Long term health care issues and costs
- Farm business structures and their role in estate and transition planning
- Estate and transfer strategies
- Buy/sell agreements
- Trusts and life insurance
- Tax implications of estate and transition planning
- What will my lawyer need from me?

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## Registration:

Pre-registration is required. The cost is \$25 per person or \$35 per family. Registration deadline is February 5, 2020. Make checks payable to OSU Extension. Please mail check and completed registration form to:

OSU Extension – Tuscarawas County, 419 16<sup>th</sup> Street SW, New Philadelphia, OH 44663.

Name of Attendee(s) \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

\$ \_\_\_\_\_ enclosed (\$25 per person or \$35 per family)

**You may call the office to register at 330-339-2337 or email  
zoller.1@osu.edu**

**Deadline to register is February 5, 2020**

[tuscarawas.osu.edu](http://tuscarawas.osu.edu)



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# Livestock Mortality Composting Certification

**Wednesday, March 18, 2020  
6:30 to 8:30 p.m.**

**Coshocton County Services  
Bldg - Room 145  
724 South 7<sup>th</sup> Street  
Coshocton, Ohio 43812**



As rendering and burial options for livestock mortality become more limiting or restrictive, composting livestock mortality is a good and environmentally friendly alternative. To legally compost livestock mortality in Ohio, producers are required to attend a certification training. OSU Extension invites livestock producers to earn their **Mortality Composting Certification** on March 18, 2020 from 6:30 to 8:30 p.m. at the Coshocton County Extension office. Rory Lewandowski, Wayne County Extension will be the featured speaker for this program. Upon completion of the program, all participants will be certified in livestock mortality composting. The fee for this certification is \$10 per person (but waived for Coshocton County residents).

**PRE-REGISTRATION IS REQUESTED.** There is no registration fee for Coshocton County residents and \$10 for out-of-county attendees. Room space is limited so register today! Call 740-622-2265 or email [marrison.2@osu.edu](mailto:marrison.2@osu.edu) for more information or to reserve your spot.

Name \_\_\_\_\_ County \_\_\_\_\_

Address \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

\_\_\_\_\_ \$0 for Coshocton County Residents

\_\_\_\_\_ \$10 for Out-of-County

Make checks payable to **OSU Extension** and return to:  
OSU Extension, 724 South 7<sup>th</sup> Street, Room 110, Coshocton, Ohio 43812





# East Ohio Women in Agriculture Conference



## Who should attend:

Women and Young Women (high school age) who are interested, involved, or want to become involved in food, agriculture, natural resources, or small business.

This one-day conference is a great place to learn, share and network. Be surrounded by other women who are facing the same day-to-day ups, downs, adventures and dilemmas as you.

## AGENDA

- 9:00 Registration, Network Fair & Breakfast
- 9:30 Welcome
- 10:00 Breakout 1
- 11:00 Breakout 2
- 12:00 Buffet Lunch
- 12:45 Key Note  
*Clinging to context in a noisy world:  
don't lose sight of your "why"*  
Rebecca Miller  
Editor, Farm and Dairy
- 1:45 Breakout 3
- 2:45 Breakout 4
- 3:30 Closing and Door Prizes



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AND ENVIRONMENTAL SCIENCES

Thursday

**March 19, 2020**

**9 A.M. – 3:30 P.M.**

R. G. Drage Career Technical Center  
2800 Richville Drive SE  
Massillon, OH 44646

\$55 Adults/ \$30 Students

Registration Deadline: March 12

For more information call 614-292-2433

Register online with credit card at  
[go.osu.edu/eowia2020](https://go.osu.edu/eowia2020)  
or complete & send this registration form.

**Cancellation Policy:** If the R. G. Drage School is closed for any reason on March 19, 2020, this Conference will also be cancelled. The event will not be rescheduled. No registration fees will be refunded. All will be held as registration for the 2021 East Ohio Women in Agriculture Conference.

# Break Out Tracks & Sessions

	Business & Finance	Plants & Animals	Communication	Home & Family	Special Interest
Session 1	1-A <b>Insurance - Get Covered!</b> – Kim Davis, Kim Davis Insurance Agency, LLC <i>Just because you pay an insurance premium doesn't mean you're covered for everything! Don't miss this fun, interactive session discussing all types of insurance.</i>	1-B <b>Raising Livestock on 5 Acres or Less</b> – Sandy Smith, OSU Extension <i>So you have some land and you want some extra income or a supply of food for your family. This session will investigate all of your options and possibilities.</i>	1-C <b>QPR (Question, Persuade, Refer) Suicide Prevention Training</b> – Judy Wortham Wood, Wayne-Holmes Mental Health and Recovery Board <i>QPR – Question, Persuade, Refer, a Suicide Prevention training, includes how to “ask a question to save a</i>	1-D <b>Fast Foods – Five Ingredients or Less!</b> – Kate Shumaker, OSU Extension <i>Cooking doesn't have to be complicated! See (and taste) how a few ingredients can bring BIG flavor. Recipes will be provided.</i>	1-E <b>Reaching Your Educational Goals</b> – Dennis DeCamp, OSU Extension <i>Regardless of age, educational opportunities are always available. Explore options for obtaining and funding education to meet your goals while maintaining a balanced life.</i>
Session 2	2-A <b>Managing Price and Production Risk</b> – Ben Brown, Ohio State University <i>Ag is Risky!!! Explore a framework to evaluate the options available to producers. Leave with four tips on how to be a better grain marketer.</i>	2-B <b>Veterinarians: Building a Relationship &amp; Knowing When to Call</b> – Dr. Em Mowrer, Stonehouse Veterinary <i>A working relationship with your veterinarian can teach you when it's appropriate to try something at home vs. having them out on a call to improve your farm's husbandry &amp; production.</i>	<i>life,” recognizing warning signs, and referring for help.</i>	2-D <b>Farm Wear Repair: Part 2</b> – Ann Wolfe, Master Clothing Educator <i>Learn some short-cut techniques in basic sewing repair and what to look for when purchasing farm wear that's farm tough to help prevent repairs.</i>	2-E <b>Reading the Soil</b> – Erika Lyon, OSU Extension <i>This session will focus on improving the health of your soils and the basics of soil testing services and kits.</i>
Session 3	3-A <b>LOL – Lots of Loans!</b> – Panel <i>Hear from our panel to find the right fit for your needs. Including lines of credit, ag real estate, equipment &amp; building loans/leases, home loans, home equity loans, youth loans, etc.</i>	3-B <b>Sustainable Stewardship for the Small Farm</b> – Heather Neikirk, OSU Extension <i>What is sustainable for you? Dig in and explore sustainability and stewardship practices and opportunities for utilization in small farm animal and plant-based enterprises.</i>	3-C <b>Sharing Your Story in a Handheld World</b> – Bethany Pozderac & Bethany Starlin, State FFA Officers <i>Effectively communicating your story is important in today's society. This session will primarily focus on utilizing social media.</i>	3-D <b>Cooking with Cast Iron</b> – Christine Kendle, OSU Extension <i>Are you not sure what pan to use? How to season it? How you should care for your cast iron cookware? This class is for you!</i>	3-E <b>Hands-On Tractor Operation Skill-Builders: Part 2</b> – Lisa Pfeifer, Ohio State University <i>Examining the utility of the compact tractor – safety, parts, color coding, hand signals and operation will be discussed in this interactive audience driven session.</i>
Session 4	4-A <b>My Story: Working with Natural Resources Agencies</b> – Shana Angel, Angel Family Farms & Cheryl Rice, NRCS <i>Navigating the programs available through NRCS, SWCD, FSA, etc. can be mind boggling. Join this panel to gain insight from a professional and client standpoint.</i>	4-B <b>The Mystery of Fruit Tree Pruning</b> – Paul Snyder, OARCD Secrest Arboretum <i>This session covers the basics of how and when to prune fruit trees, highlighting the most common backyard fruit tree, the apple tree.</i>	4-C <b>He Said, She Said:</b> – Emily Marrison, OSU Extension <i>Women in agriculture often work with men in agriculture. Explore ways to improve interpersonal communication for more productive work settings and peaceful home environments.</i>	4-D <b>The Salt Shake Down</b> – Bridget Britton, OSU Extension <i>Want to learn how much sodium we consume at restaurants, and ways to decrease it? Hands-on menu reading and making substitutions for lower sodium options.</i>	<i>(May be outdoors weather permitting)</i>

## Registration Form

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Breakout Sessions: 1 \_\_\_\_\_ 2 \_\_\_\_\_ 3 \_\_\_\_\_ 4 \_\_\_\_\_

Payment Enclosed: \$ \_\_\_\_\_ for \_\_\_\_\_ Adult(s) and/or \_\_\_\_\_ Student(s)

Please register on-line with credit card at [go.osu.edu/eowia2020](http://go.osu.edu/eowia2020) or mail registration and payment to:  
Women in Agriculture, Agricultural Administration, 34 Ag. Admin. Bldg., 2120 Fyffe Rd., Columbus, OH 43210



# OSU EXTENSION

## County \_\_\_\_\_ Ohio Farm Custom Rate Survey – 2020

We need your assistance in securing up-to-date information about farm custom work rates, machinery and building rental rates and hired labor costs in Ohio. This information is updated frequently and published by OSU Extension. It is widely used across the state, so we need the best information available.

Please respond even if you know only a few rates. We want information on actual rates, either what **you paid** to hire work or what **you charged** if you perform custom work. Custom Rates should include all ownership costs of implement & tractor (if needed), operator labor, fuel and lube.

**Please Indicate Whether Your Survey Responses (Custom Rate Quotes):** Include Fuel \_\_\_\_\_ Do Not Include Fuel \_\_\_\_\_

### Soil Preparation

Stalk Chopper	\$ _____ /A
Moldboard Plow	\$ _____ /A
Chisel Plow	\$ _____ /A
Disk Chisel	\$ _____ /A
Disk-Tandem	\$ _____ /A
Disk- Heavy or Offset	\$ _____ /A
Soil Finishing	\$ _____ /A
Field Cultivator	\$ _____ /A
Land leveling per acre	\$ _____ /A
Land leveling per hour	\$ _____ /hr
Subsoiling (8-15 inches deep)	\$ _____ /A
V-ripping (over 15 in. deep)	\$ _____ /A
Strip Tillage	\$ _____ /A
Strip Tillage w/Fert. injection	\$ _____ /A

### Fertilizer Application – Ground (Materials not included)

Dry Bulk	\$ _____ /A
Liquid Knife	\$ _____ /A
Liquid Spray	\$ _____ /A
Anhydrous	\$ _____ /A
Late Season N - Coulters	\$ _____ /A
Late Season N - Drops	\$ _____ /A
Lime	\$ _____ /A _____ /Ton
Variable rate fert. app.	\$ _____ /A
_____ # of products applied	

### Chemical Control of Weeds or Insects (Materials not included)

Spraying – self propelled	\$ _____ /A
Spraying – pull type	\$ _____ /A
Highboy spraying	\$ _____ /A

### Mechanical Weed Control

Rotary hoeing	\$ _____ /A
Conventional cultivating	\$ _____ /A

### Aerial Application (Materials not included.)

Chemical (Fungicide etc.)	\$ _____ /A
Seed	\$ _____ /A
Fertilizer	\$ _____ /A

### Planting Operations (no seed or material furnished)

#### Conventional Till

Plant Corn, 30 in. Rows	\$ _____ /A
Plant Corn, 30 in. Rows with Fertilizer	\$ _____ /A
Variable rate corn planting	\$ _____ /A
Plant Soybeans, 15 or 30 in. Rows	\$ _____ /A
Variable rate soybean planting	\$ _____ /A
Drill Soybeans	\$ _____ /A
Drill Small Grains	\$ _____ /A

#### No-Till

Plant Corn, 30 in. Rows	\$ _____ /A
Plant Corn, 30 in. Rows with Fertilizer	\$ _____ /A
Variable rate corn planting	\$ _____ /A
Plant Soybeans, 15 or 30 in. Rows	\$ _____ /A
Variable rate soybean planting	\$ _____ /A
Drill Soybeans	\$ _____ /A
Drill Small Grains	\$ _____ /A

### Grass/Legume/Pasture Seeding

Broadcast	\$ _____ /A
Grain drill	\$ _____ /A

# OSU EXTENSION

## Grain Harvest

Harvest Corn \$ \_\_\_\_\_/A  
(combine, grain cart, haul local to farm)

Harvest Soybeans \$ \_\_\_\_\_/A  
(combine, grain cart, haul local to farm)

Harvest Wheat \$ \_\_\_\_\_/A  
(combine, grain cart, haul local to farm)

Added Charge GPS Mapping \$ \_\_\_\_\_/A

Combine only - corn \$ \_\_\_\_\_/A

Combine only – soybeans \$ \_\_\_\_\_/A

Combine only - small grain \$ \_\_\_\_\_/A

Ear corn picker \$ \_\_\_\_\_/A

Grain Cart \$ \_\_\_\_\_/A

## Grain Storage, Drying, and Handling – On Farm

### Grain Storage

Storage charge per month \_\_\_\_\_cents/per bu./per mo

Storage charge per year \_\_\_\_\_cents/per bu./per yr.

### Grain Drying (cents per point per bushel)

Moisture removed: \_\_\_\_\_cents/per point/per bu.

### Grain Hauling

Farm to Market \_\_\_\_\_cents/bu. (\_\_\_\_miles-one way)

Field to Farm \_\_\_\_\_cents/bu. (\_\_\_\_miles-one way)

### Custom Farming

(All machinery operations for tillage, planting, spraying, tending & harvesting)

Corn \$ \_\_\_\_\_/A

Soybeans \$ \_\_\_\_\_/A

Small grains \$ \_\_\_\_\_/A

### Silage Harvest **Circle type of silo/storage 1-3:**

Corn Silage **1.Upright** **2.Bunker** **3.Silage Bag**

chopping only \_\_\_\_\_/ton; \_\_\_\_\_/hr; \_\_\_\_\_/A

chop, haul, fill \_\_\_\_\_/ton; \_\_\_\_\_/hr; \_\_\_\_\_/A

Haylage **1.Upright** **2.Bunker** **3.Silage Bag**

chopping only \_\_\_\_\_/ton; \_\_\_\_\_/hr; \_\_\_\_\_/A

chop, haul, fill \_\_\_\_\_/ton; \_\_\_\_\_/hr; \_\_\_\_\_/A

Blower \_\_\_\_\_/ton; \_\_\_\_\_/hr; \_\_\_\_\_/A

Packing Bunker Silo \_\_\_\_\_/ton; \_\_\_\_\_/hr

Fill Silage Bag (Including Bag) \_\_\_\_\_/ton

## Hay or Straw Harvest

Mowing \$ \_\_\_\_\_/A

Mowing/conditioning \$ \_\_\_\_\_/A

Raking \$ \_\_\_\_\_/A

Tedding \$ \_\_\_\_\_/A

Mowing \$ \_\_\_\_\_/Small square bale

Mowing/conditioning \$ \_\_\_\_\_/Small square bale

Raking \$ \_\_\_\_\_/Small square bale

Tedding \$ \_\_\_\_\_/Small square bale

Mowing \$ \_\_\_\_\_/Large round bale

Mowing/conditioning \$ \_\_\_\_\_/Large round bale

Raking \$ \_\_\_\_\_/Large round bale

Tedding \$ \_\_\_\_\_/Large round bale

### Baling (Small Square Bales 25-60#)

Baled and dropped on ground \_\_\_\_\_cents/bale

Baled and loaded on wagon \_\_\_\_\_cents/bale

Added charge to haul and store \_\_\_\_\_cents/bale

Baled, loaded, hauled and stored \_\_\_\_\_cents/bale

### Baling – Large Bale or Stack - Circle which Method 1-4

#### **1. Large Round Bale ~ 1500# Bale (Approximate Weight)**

#### **2. Large Round Bale ~ 600 - 1000# Bale (Approx. Wt.)**

#### **3. Large Square Bale**

#### **4. Stack**

Baled and left in field \$ \_\_\_\_\_/bale or stack

Baled and hauled from field \$ \_\_\_\_\_/bale or stack

Baled and net wrapped \$ \_\_\_\_\_/bale or stack

Baled, net wrapped & hauled from field \$ \_\_\_\_\_/bale or stack

Move stack or large bale \$ \_\_\_\_\_/bale or stack

Bale&wrap dry bale in plastic (Plastic Included) \$ \_\_\_\_\_/bale or stack

Bale&wrap wet bale in plastic (Plastic Included) \$ \_\_\_\_\_/bale or stack

### Complete Hay Harvest –

(Mow, rake, bale, haul and store)

Complete hay harvest - hire \$ \_\_\_\_\_/ton

Complete hay harvest – share \_\_\_\_\_% of crop

# OSU EXTENSION

## Manure Application

Spreading Manure \$\_\_\_\_\_/acre  
\$\_\_\_\_\_/ton

Hauling Manure per Ton  
(within 2 miles) \$\_\_\_\_\_/ton  
Cost per additional mile/ton \$\_\_\_\_\_/ton

Hauling Manure per Load  
(within 2 miles) \$\_\_\_\_\_/load  
Cost per additional mile/load \$\_\_\_\_\_/load

Hauling liquid manure/hour \$\_\_\_\_\_/hour  
With fracture tank Yes or No

Loading solid manure per hour \$\_\_\_\_\_/hour

Loading/spreading solid  
manure per hour \$\_\_\_\_\_/hour

## *Empty manure pit or lagoon*

Manure spread by: (circle one) Tank Dragline

Setup charge \$\_\_\_\_\_

Pump and spread \$\_\_\_\_\_/1000 gal.  
or \$\_\_\_\_\_/acre

## Drainage Installation-*Circle Installation Method 1 or 2:*

1. Ditching Machine (wheel or trencher) or

2. Drainage Plow (self propelled or pull-behind)

	<u>Without Materials</u>	<u>With Materials</u>
3" Plastic	\$_____/ft	\$_____/ft
4" Plastic	\$_____/ft	\$_____/ft
5" Plastic	\$_____/ft	\$_____/ft
6" Plastic	\$_____/ft	\$_____/ft
8" Plastic	\$_____/ft	\$_____/ft
10" Plastic	\$_____/ft	\$_____/ft

Typical Depth of Tile Installation: \_\_\_\_\_

Typical Lateral Spacing: (Circle) 30' 40' 50' 60'

Other \_\_\_\_\_

## Hired Labor – Your Farm's Average Wage

General farm labor \$\_\_\_\_\_/Hr

Machinery operation \$\_\_\_\_\_/Hr

Milking cows \$\_\_\_\_\_/Hr

## Miscellaneous Services

Bush Hogging per acre \$\_\_\_\_\_/acre

Bush Hogging per hour \$\_\_\_\_\_/hour

Building Fence, woven wire \$\_\_\_\_\_/rod or  
(No materials) \$\_\_\_\_\_/hr

Building Fence, high tensile \$\_\_\_\_\_/rod or  
(No materials) \$\_\_\_\_\_/hr

Digging post holes \$\_\_\_\_\_/hole

Income tax preparation \$\_\_\_\_\_/hr or  
\$\_\_\_\_\_/return

Annual farm account summary \$\_\_\_\_\_/hr or  
and tax preparation \$\_\_\_\_\_/return

Bulldozing (size of blade\_\_\_\_ft) \$\_\_\_\_\_/hr

Track hoe - cleaning ditches \$\_\_\_\_\_/hr

Clearing land \$\_\_\_\_\_/hr

Remove snow (loader) \$\_\_\_\_\_/hr

Remove snow (blade) \$\_\_\_\_\_/hr

Remove snow (blade+ salt app.) \$\_\_\_\_\_/hr

Remove snow (blower) \$\_\_\_\_\_/hr

Grinding Feed \_\_\_\_\_cents/cwt

Hauling livestock \$\_\_\_\_\_/mi

Shearing sheep \$\_\_\_\_\_/head

Scouting crops per acre \$\_\_\_\_\_/acre

Scouting crops with drone \$\_\_\_\_\_/acre

Soil testing per sample \$\_\_\_\_\_/sample

Soil testing per acre \$\_\_\_\_\_/acre

Grid Soil Sampling per acre \$\_\_\_\_\_/acre  
Average Grid Size \_\_\_\_\_acres

Rock Picking \$\_\_\_\_\_/hr

Power washing \$\_\_\_\_\_/hr

Other \_\_\_\_\_ \$\_\_\_\_\_/acre

Other \_\_\_\_\_ \$\_\_\_\_\_/hr

## Hired Labor – Your Farm's Average Wage

Dairy herd manager \$\_\_\_\_\_/Hr

General crop management \$\_\_\_\_\_/Hr

General livestock mgt. \$\_\_\_\_\_/Hr

General farm labor  
including value of benefits \$\_\_\_\_\_/Month

Hrs. Worked/Week (Avg) \_\_\_\_\_/Hrs

