

COSHOCTON COUNTY AGRICULTURE & NATURAL RESOURCES**January 5 (Edition #128)**

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Hello Coshocton County! To kick off the New Year, our Buckeyes gave us a nice Rose Bowl victory (and a chance to work on our blood pressure regulation). Sadly, my beloved Browns have not been as victorious.

As we roll into 2022, there still is a lot of uncertainty for our traditional Extension activities---however, we are planning full steam ahead and will pivot as needed.

Today's issue includes articles on the weather, farm balance sheet, lambing and kidding emergencies, and a look ahead for beef producers. Also included are flyers on many of our upcoming programs. I also encourage you to complete the Ohio custom rate survey.

Happy New Year! Stay safe and be well!

Sincerely,

David L. Marrison

Coshocton County OSU Extension ANR Educator

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THE OHIO STATE UNIVERSITY
COLLEGE OF FOOD, AGRICULTURAL,
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Weather Update: Winter Weather Returns

By: Aaron Wilson

Source: <https://agcrops.osu.edu/newsletter/corn-newsletter/2022-01/weather-update-winter-weather-returns-new-year>

Summary

Well above average temperatures continued throughout December. In fact, many sites across Ohio had one of their top 5 warmest Christmas Days on record (observations dating back to the 1870s), with Cincinnati recording its warmest temperature for that date at 69°F.

In addition to the warmth, December 2021 will likely go down as one of the wettest in history for the state. Over the last 30 days, much of Ohio has received 5-8 inches of precipitation, mostly in the form of rain, with the northern counties seeing slightly lesser amounts. Snowfall is running way behind schedule, with the top 4-inch soil temperatures still running above freezing for daily averages.

Forecast

High pressure will dominate the weather to begin the week, with seasonally average temperatures. Highs should reach the mid-30s to low 40s on Tuesday and Wednesday, with overnight lows in the upper teens to mid-20s. An Arctic cold front combined with a developing low-pressure system to the south of the Ohio Valley may bring widespread accumulating snow to the region for Thursday, leaving frigid air in its wake for Friday. This Arctic cold snap will be short-lived, as an active pattern brings yet another cold front toward the region by Sunday. Return flow out of the south will bump temperatures back up closer to average for the weekend. The [Weather Prediction Center](#) is currently predicting up to 0.50 inch of precipitation over the next 7 days, primarily in the form of snow on Thursday (Figure 2).

The [Climate Prediction Center's](#) 6–10-day outlook for the period of January 9 - 13, 2022 and the [16-Day Rainfall Outlook from NOAA/NWS/Ohio River Forecast Center](#) indicate

that temperatures are likely to be near normal and precipitation is likely to lean below average. This stretch may provide a nice respite for winter farm activities. Climate averages for this period include a high temperature range of 34-39°F, a low temperature range of 20-24°F, and average rainfall of 0.55-0.85 inches.

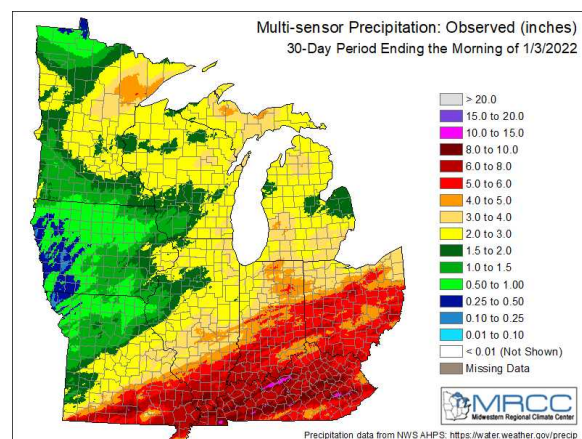
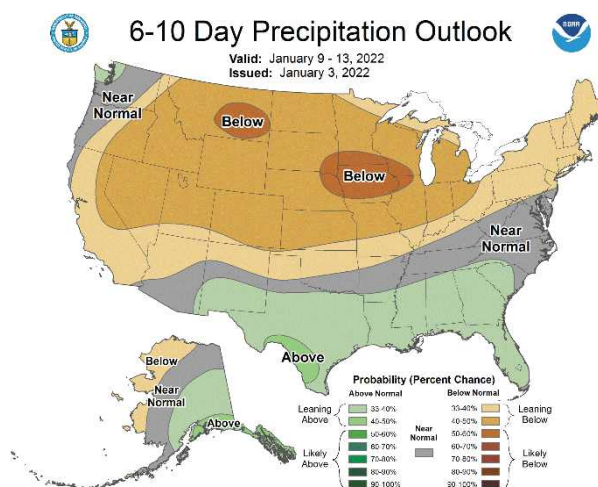
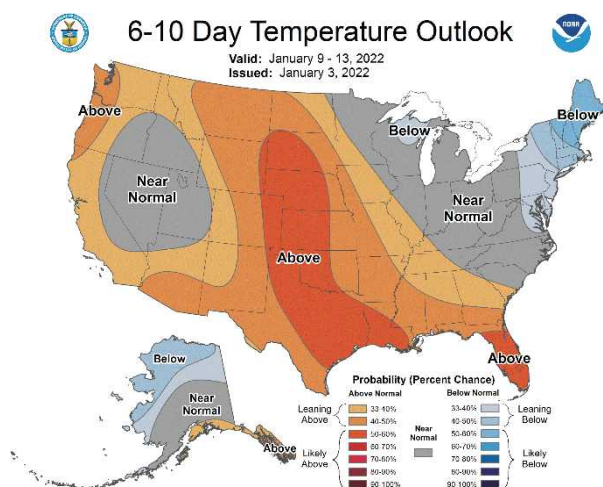
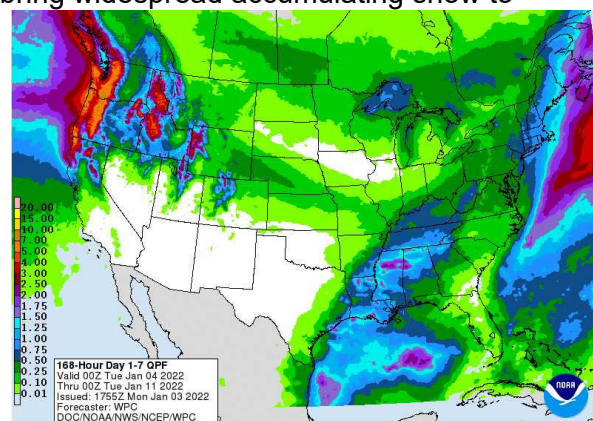


Figure 1). Accumulated precipitation for December 4, 2021 – January 3, 2022. Figure courtesy of the Midwestern Regional Climate Center (<https://mrcc.purdue.edu/>).

Figure 2) Precipitation forecast from the Weather Prediction Center for 7 pm Monday Jan 3 – 7 pm Monday Jan 10



A New Year...An Updated Farm Balance Sheet

By: Eric Richer, OSUE Fulton County

Source: <https://u.osu.edu/ohioagmanager/2022/01/04/a-new-yearan-updated-farm-balance-sheet/>

Many of us make New Year's resolutions as we turn the corner to a new calendar year. One of the best financial management resolutions you can make is to update your balance sheet in a timely and precise fashion. The balance sheet is a "snap shot" in time of your farm's financial position, including what assets you own and how they are financed. The balance sheet is also known as the net worth statement. When completed precisely and timely, the balance sheet and corresponding ratios can be a very valuable tool to determine farm financial health. The balance sheet objectively measures farm business growth, liquidity, solvency, and risk capacity.

Categorizing Balance Sheet Items

Balanced sheets are organized with two sides: assets and liabilities. The left side contains items categorized as assets and the right side contains liabilities. Assets are items owned by the farm business that contribute value such as cash or grain inventory. Assets also include items such as equipment or farmland that, although they are being financed, contribute to the general value of the farm business. These assets will be shown on the balance sheet with the liability or debt that needs to be paid, such as farmland with a mortgage or a tractor with a loan. Other liabilities listed on the balance sheet include outstanding financial obligations for farm expenses such as feed or fuel oil. In addition to financing with debt or liability, assets can be financed with equity, or a mix of equity and debt. Equity for financing is the debt-free capital (or cash) retained by the farm with no financial obligation.

The assets and liabilities on the balance sheet (including the financing of the assets) are used to determine the equity, or net worth, of the farm owner. The owner's equity is used by lenders and insurers to determine a farm business' value. There are two ways to calculate the owner's equity, or net worth. The first simply subtracts the liabilities from the assets:

$$\text{Assets} - \text{Liabilities} = \text{Owner's Equity}$$

The second calculation adds the owner's equity with liabilities to determine the assets:

$$\text{Liabilities} + \text{Owner's Equity} = \text{Assets}$$

Terms of Assets and Liabilities

Beyond the broad categories of either an asset or liability, a balance sheet categorizes items into "time compartments" or terms of useful life. Useful life is a term for the amount of time an item can be utilized for the farm business. Depreciation allocates the cost of this asset over its useful life. Both assets and liabilities can be categorized into current, intermediate, and long, or fixed, terms of useful life.

Assets - Current assets can be converted to cash in one year or less. Common current assets are cash, growing crops, harvested crop inventory, market livestock, accounts receivable, and other similar items. Intermediate assets have an assumed useful life or depreciable value of one to ten years. Common intermediate assets are breeding livestock, machinery and equipment, titled vehicles, and not-readily-marketable bonds and securities. Long term, or fixed, assets are typically permanent items with value—depreciable or not—for more than ten years and include farmland, buildings, farmsteads, and other similar items.

Liabilities - Current liabilities are obligations that are due and payable in the next twelve months. Most common current liabilities include accounts payable (bills), credit card bills, operating lines of credit, accrued interest, and the current portion of principal on loans due this year. Intermediate liabilities are obligations that due to be paid back within one to ten years and are usually associated with intermediate farm assets on the left side of the balance sheet. Common intermediate liabilities are the principal remaining on machinery and equipment loans or breeding livestock purchases. Finally, long term, or fixed, liabilities are debts with terms greater than ten years like the principal balance remaining on a farmland or building mortgage.

Assets: Market Value vs. Cost Value

The asset side of the balance sheet may have two columns for value: market and cost. Both values should be on a balance sheet to help the farmer and farm advisors, and indicate changes to the owner's equity.

Market value – Today's market values minus selling costs are used to determine market value. For example, a fully depreciated 15-year-old tractor certainly has a current market value greater than zero, especially in today's environment. A realistic current market value for this tractor can be obtained with an appraisal, or by looking at current sales of similar tractors online. Similarly, farmland bought 30 years ago likely has a different current market value today. In general, lenders may prefer the use of current market values in a balance sheet for asset valuation.

Cost value – The net book value, or the cost of the item minus accumulated depreciation, is the cost value. For example, a fully depreciated 15-year-old tractor has a cost value of \$0 in a cost-based balance sheet. No appraisal is needed; only record the cost minus accumulated depreciation. Farmland (a non-depreciable, long term asset) purchased 30 years ago has a balance sheet value of the purchase cost. In general, accountants prefer cost value balance sheets as a more clear reflection of business success, based on business decisions rather than inflation, depreciation, or appreciation of investments.

In a precisely completed balance sheet, the cost value and the market value columns usually produce different total asset values.

Keys to Completing the Balance Sheet

Several keys can help farmer improve their accuracy, effectiveness, and efficiency for completing year-end balance sheets.

- Complete the balance sheet on the same date each year, usually as of December 31st. The information will never be more accurate than immediately after the end of the year.
- Items like investment/retirement account balances or principal loan balances make take several weeks to arrive unless you use online accounts; nevertheless, December 31st is the reference date you should use.
- Inventory all assets, including standard weight and measure units (ie. Lbs, head, bushels, bales, etc).
- Utilize current market prices for crop and livestock inventories.
- Calculate cost value for growing crops.
- Include government payments and insurance indemnities yet to be received in accounts receivable.
- Apply conservative breeding livestock values, avoiding large year-to-year changes.
- Maintain a separate, easy-to-update depreciation schedule for depreciable assets like equipment.

Balance Sheet Tools

Several methods for completing balance sheets are available, including hardcopies like the Ohio Commercial Farm Account Book available through your local Ohio State University Extension office, spreadsheet-based software programs with templates and accounting formulas, or accounting software linking balance sheet values with online resources. Ohio State University (OSU) Extension has a Microsoft Excel spreadsheet-based balance sheet with farm templates that can be found at <https://go.osu.edu/BalanceSheet>. The most important aspect is timely and accurate entries, regardless of the method used for creating the balance sheet. Each method has drawbacks and advantages and the choice of computer versus paper based systems usually comes down to personal preference.

Balance Sheet Ratios to Evaluate Financial Health

A balance sheet is an accounting statement needed by a farmer to evaluate his or her financial health. An income statement and a statement of cashflows are also needed to provide the entire financial picture. These three statements can be used with the Farm Finance Scorecard available online by searching the University of Minnesota's Center for Farm Financial Health.

The scorecard uses these three accounting statement to determine financial ratios and measurements to benchmark a farm operation against acceptable industry standards.

An annual comparison of the same farm, referred to as a vertical analysis, can be used to evaluate the health of a balance sheet. With vertical analysis, one year's balance sheet totals can be added to a spreadsheet with entries from previous years for comparison. Additionally, the spreadsheet would be used for upcoming years to continue the vertical analysis. This analysis does not benchmark a farm against the industry but, instead, shows the growth achieved and trends developed by the farm over time.

References:

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Ohio Farm Custom Rate Survey 2022

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

Source: <https://u.osu.edu/ohioagmanager/2022/01/02/ohio-farm-custom-rate-survey-2022-responses-requested/>

The Ohio Farm Custom Rates Survey data collection has launched once again. The online survey for 2022 is available at: <https://go.osu.edu/ohiofarmcustomratesurvey2022>

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 kindly request 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.

You may access the survey at: <https://go.osu.edu/ohiofarmcustomratesurvey2022> If you prefer a document that you can print out the survey included with this newsletter. The deadline to complete the survey is March 31, 2022.

The Ag Law Harvest

By: Jeffrey K. Lewis, Attorney and Research Specialist, Agricultural & Resource Law Thursday

Source: <https://farmoffice.osu.edu/blog/thu-12302021-1224pm/ag-law-harvest>

Did you know that a group of ferrets is called a business? Ironically, we are in the business of ferreting out agricultural and resource law issues and providing you updates. This edition of the Ag Law Harvest provides an update on recent court decisions from across the country that deal with the right to farm, food labeling, and

conditional use permits for solar gardens.

Right to Farm Act upheld in North Carolina. Earlier this month, a three-judge panel on the North Carolina Court of Appeals [upheld](#) the constitutionality of North Carolina's right to farm law. In 1979, the North Carolina legislature enacted the Right to Farm Act (the "Act"). In 2017 and 2018 the North Carolina legislature amended the Act by passing [House Bill 467](#) and [Senate Bill 711](#) (collectively referred to as "the Amendments"). The Amendments sought to clarify and strengthen North Carolina's right to farm law. The Plaintiffs argued that the Amendments violated North Carolina's equivalent of the U.S. Constitution's Fourteenth Amendment Due Process Clause and that the Act exceeded the scope of North Carolina's police power. The Court of Appeals disagreed. The Court recognized North Carolina's interest in promoting and preserving agriculture and that North Carolina has the authority to regulate such an interest. The Court found that the Act's limitation on potential nuisance claims against those engaged in agriculture, forestry, and other related operations helps to protect North Carolina's interest, and encourages North Carolina's goal to encourage the availability and continued "production of food, fiber, and other products." The Plaintiffs also argued that the Amendments were "private laws" to specifically protect the swine industry in violation of North Carolina's Constitution. The Court found, however, that the Act and the Amendments are laws of general applicability that apply to all agricultural and forestry operations, not just swine producers. Lastly, the Plaintiffs argued that because the language in House Bill 467 limited the amount of compensation that can be recovered in a nuisance action against agricultural and forestry operations, the Plaintiffs' right to a trial by jury had been impaired and/or abolished. The Court ruled, however, that North Carolina has the authority to "define the circumstances under which a remedy is legally cognizable and those under which it is not." The Court found that there are many examples where compensation and remedies are limited within North Carolina law and that House Bill 467 did not "impair nor abolish the right to a jury trial."



Where is the cacao? A California man ("Plaintiff") is suing Costco Wholesale Corporation ("Costco") for allegedly mislabeling Costco's "Chocolate Almond Dipped Vanilla Ice Cream Bars" (the "Product"). Plaintiff argues that because of the Product's packaging and name, he expected the Product's chocolate would have been predominately derived from cacao beans. Plaintiff asserts that chocolate is defined by the Food and Drug Administration ("FDA") and California law "as prepared from ground roasted cacao bean" and that it must be "made chiefly from cacao beans with a small amount of optional ingredients." Based on this definition, Plaintiff claims that Costco's packaging is misleading because the Product's chocolate contains mostly vegetable oils and small amounts of ingredients derived from cacao beans. In his Complaint, Plaintiff argues that federal regulations require Costco to label the Product as "milk chocolate and vegetable oil coating" rather than just "chocolate." However, [the court found that neither of Plaintiff's cited regulations support a viable theory of liability against Costco](#). First, the court could not find Plaintiff's definition of chocolate anywhere in the Code of Federal Regulations. Secondly, the court held that there are no federal regulations that require a certain amount of cacao bean ingredients as opposed to vegetable oils to be used in "chocolate" and that there is no language mandating the labeling of Costco's Product as "milk chocolate and vegetable oil coating almond dipped ice cream bars." The court also dismissed Plaintiff's claim that Costco engaged in consumer deception with its Product's label. The court found that a reasonable consumer would not have been deceived by the Product's label and that if there were any questions about the ingredients of the Product, a consumer could have resolved those questions by looking for the ingredients list on the back of the Product's packaging.

Conditional use permits at the center of the Minnesota's "solar system." Move over Sun because conditional use permits are at the center of attention in Minnesota, for now. [The Minnesota Court of Appeals has recently ruled against a county's decision to deny two conditional use permits to build solar gardens in McLeod County, Minnesota](#). Two subsidiary companies of Nokomis Energy LLC ("Plaintiff") each applied for a conditional use permit ("CUP") to build separate, one-megawatt solar energy facilities. McLeod County considered the two CUP applications at public hearings. Two neighboring landowners expressed concerns about stray voltage and the number of fetal deaths among their livestock. The landowners claimed that the number of fetal deaths increased after other solar facilities were constructed nearby. Plaintiff did not deny that solar gardens can produce stray voltage but proposed to alleviate those concerns by hiring only licensed

professionals and to allow third-party oversight during construction. Plaintiff also offered to conduct stray voltage testing before and after construction and indicated that it would accept any conditions set forth by county officials. The county, however, denied both applications on the basis that the proposed sites are “prime farmland” and because the stray voltage would negatively affect livestock. The court rejected the county’s assessment. First, the court held that preserving prime farmland is not a sufficient legal basis for denying a CUP. Second, the court ruled that the county cannot deny a CUP without first considering whether any proposed conditions would eliminate any concerns about the application. Here, the court found that McLeod County’s failure to address Plaintiff’s proposals to eliminate the stray voltage concerns amounts to an unjust denial of Plaintiff’s CUPs.

Questions a Plenty Going Forward

By: [Garth Ruff](#), Beef Cattle Field Specialist, Ohio State University Extension

Source: <https://u.osu.edu/beef/2022/01/05/questions-a-plenty-going-forward/>

What is driving recent cash fed cattle higher prices at auction? What is the cattle market going to look like in 2022? Those have been common questions as of late, especially after record setting fed cattle auction prices during the first week of December at several Ohio auction markets.



Auction Price Dynamics

As we know in agriculture, the law of supply and demand still has a great impact on commodity prices. Let’s talk about demand first. We often do not know, especially with regards to fed cattle is the balance between supply and demand of a given packer on a given harvest day. For a plant to operate efficiently, it needs to operate at capacity to cover fixed costs associated with daily operations.

From the supply side of things, most packers fill a day’s harvest with a combination of cattle that are forward contracted, negotiated or formula priced, and cattle purchased on the cash market. Depending on where, and who the packer is, the ratios between the three purchasing avenues will vary greatly.

Without getting too into the weeds on how cattle are scheduled for harvest, one can deduce that if the supply of contracted or negotiated price cattle is limited, there is a need to purchase fed cattle on the cash or spot market.

When more than one packer at an auction is caught short handed on supply, the need to fill shackle spaces increases demand for cash cattle and thus creates higher prices at the sale barn. This is what happened the first week of December when several cattle sold at Ohio auctions brought \$150-160 cwt, with market report highs topping out at \$169 cwt. As packers got caught back up with committed cattle, we followed that one week with steady, yet softer prices in mid-December.

Inventory

On the national level, cow inventory was down 1% in July compared to last year. Cattle on feed in feedlots with at least 1,00 head were reported to be down also 1% in October compared to 2020. Historically, cattle inventory is still rather large, with various plants running at reduced capacity due to health and labor implications of the COVID pandemic.

On a state level, according to the January 2021, USDA NASS report Agriculture Across Ohio cow numbers are slightly up from 2020 at 302,000 head, up 4,000 cows from a year ago. However, Ohio cattle on feed numbers are quite a bit lower, down 20,000 head from one year ago. In 2020, Ohio had 170,000 head on feed, compared to 150,000 in 2021. A similar story can be said with calf inventory down 35,000 head from one year ago. Keep in mind that these are January 1, inventory numbers.

As I visit with some of our colleagues in neighboring states, similar trends can be found with reduced brood cow numbers this year in Kentucky to the south, as one example. High demand for beef, both domestic and for exports during the pandemic, led to higher-than-average cull prices throughout 2021. It is likely that cow numbers will be lower this coming January 1, and thus the coming 2022 calf crop will be smaller yet. Year-to-date (December 2021), beef cow slaughter nationwide has been up 10 percent according to Rabobank.

Into 2022

This increased cow slaughter total will lead US beef production to be down and estimated 2.5 percent in 2022 (Rabobank). So, what will 2022 look like with regards to cattle prices? Barring any setbacks or the unknown, many industry experts have projected cattle prices to be higher across the board in 2022.

Regionally, the demand for high quality fed cattle from major packing plants closest to us (the two JBS beef plants in Pennsylvania and Michigan, Cargill in PA, and the Tyson plant in Joslin, Illinois) looks to remain strong, as does the demand for locally produced beef as the overall regional supply of cattle decreases. Agriculture is always numbers game, and given the numbers we have currently available, there is cause for optimism in the beef cattle business for 2022.

Sources

Rabobank. Cattle markets: 2022 and beyond. December 1, 2021. Published in Beef Magazine.

USDA NASS. Agriculture Across Ohio. Volume 10 No. 2. February 2021. National Agricultural Statistics Service, Great Lakes Region.

Dealing with Fertilizer Costs and Shortages: No Silver Bullets

By: Victor Shelton, Retired NRCS State Agronomist/Grazing Specialist

Source:

It might not seem like it much yet, but every day we are starting to get a bit more daylight. I like heading this direction again, but we are still a long way from spring. I like to use cold January days to catch up on reading and planning for the upcoming season.

One of the bigger challenges for this season is going to be fertilizer costs. If you have “stockpiled” some soil fertility in your pastures and hay fields, then you certainly look pretty smart right now.

Banking some fertility is easier to do on pastures than it is on hay fields. The majority of nutrients on pastures are returned to the soil for new plant growth with good grazing management. If hay is removed from a site, those nutrients in the forage leave the field – mechanical harvest of forages does deplete nutrients over time if not replaced.

Dr. Chris Teutsch of UK Research and Education Center recently released a short YouTube video with John Grove – “Ten Tips to Help Livestock Producers Weather High Fertilizer Prices.” Chris had ten really good points on the topic. I’ll provide a quick synopsis of those bullets and a few of my own thoughts. Ironically, I had already been thinking about concerns with increased fertilizer prices before I saw the video and, after watching it, decided to not to completely reinvent the wheel but just run with it.

1. There are no silver bullets: There are a lot of products out there now that promise a lot of things, and some allude to no fertilizer required. It is certainly possible to improve soil health with the microbic life of the soil to where some unobtainable nutrients are made more available, but it doesn’t happen overnight, and it isn’t a given. Good management of the forages is always key. Maintain good live cover, adequate rest between grazing events, and appropriate stop grazing heights.
2. Soil sample pasture and hay fields: Though some may argue that soil tests are not that beneficial, I disagree. A soil test provides a baseline to work from. If you don’t know where you are presently, then it is harder to figure out what direction you need to go!
3. Add lime first: The first priority item to address from your soil test is the pH. The pH indicates how sweet or sour the soil is. Most grasses prefer to be in the range of 6.0 to 6.4. A few legumes, like alfalfa for example, prefer a sweeter soil between 6.5 to 7.0. Lime is usually the best money first spent because if the pH is off too much, critical macro nutrients like phosphorus won’t be as available. If the

pH is below 5.8, I'd recommend correcting the pH first and retesting after at least six months to assess everything else.

4. Don't apply P & K if in medium soil test range: At moderate levels, you can maintain sufficient levels for a long time if only grazing. If you are taking hay off, especially multiple harvests during the growing season, then levels will reflect that and decline accordingly. If phosphorus and potassium are below the medium test range, then additional nutrients are beneficial for nutrition and yield.
5. Rotate stocking: The more livestock are rotated, or more precisely managed in such a way to get even distribution of manure and urine across the entire pasture, the better the redistribution of nutrients back into the soil and plants from where they came. Livestock that are allowed to roam bigger areas are much more likely to move nutrients from one part of the field to another. This is particularly true if water and mineral are a long walking distance. When this is the case, animals will tend to graze those distant locations for shorter periods and will then tend to ruminate and return nutrients closer to the water source, thus moving nutrients and creating low and hot spots in the process.
6. Capitalize on nutrients in hay: There are a lot of nutrients in a bale of hay, especially good quality hay. If we can feed some of this hay where nutrients are needed, then we can save on replacement nutrients. Feeding it where it is needed also reduces the amount of manure that needs to be hauled, saving time and fuel. Manure can be a very good source of nutrients for both pastures and hay fields. If using manure from confinement buildings or lagoons, treat it like you are putting on commercial fertilizer, get the manure tested and apply according to soil tests and yield goals. If you are buying hay, then you are not only buying feed for the livestock, but you are also buying nutrients for the farm that should be taken advantage of.
7. Add legumes: The addition of legumes to both pastures and hay fields has several economic benefits. They add additional digestible protein and nutrients, and when mixed with grasses, provide valuable nitrogen to the system that boosts both yield and overall quality. The addition of legumes is usually the second-best dollar spent after lime. Legumes fix nitrogen in root nodules. Rhizobia bacteria in the soil enter the root. The correct rhizobium bacteria must be present for the species, thus the reason for making sure that you inoculate seed prior to planting legumes. Most legumes are fairly pH sensitive, therefore, the pH needs to be corrected prior to planting for best results.
8. Frost seed clover: Frost seeding is one of the least expensive ways to enhance the stand of legumes in your pastures. It is basically the process of broadcasting the legume seed onto the soil's surface during the winter dormant months. I usually say the ideal time is somewhere between Christmas and Valentine's Day. When I really have my choosing, I'll wait until there is a light snow on the ground and then do the sowing. The snow serves two good purposes. One, it helps "catch" the seed and transport it to the ground and two, it serves as a great marker for the tractor or ATV.
9. Manage Nitrogen applications: When nitrogen fertilizer prices are high, we need to be as efficient as possible with applications. Early applications of nitrogen can boost the yield of the first cutting of hay, but with long wet springs, it can also throw fuel on the fire and create stands of forages that are not only hard to dry if you are wanting dry hay, but also may be too competitive with legumes we want to maintain. Nitrogen applications are sometimes better utilized for secondary cuttings to boost yield and quality and or for stockpiled forage for fall and winter grazing. Apply any nitrogen when it can be utilized the most efficiently. If you have high amounts of legumes in the sward, then you may not need much or any additional nitrogen depending on your goals.
10. Monitor Hayfields Closely: Like mentioned already, hay removes a lot of nutrients that will have to be replaced eventually to maintain future yields. When nutrients fall into the low category, forage yield and quality both suffer and there can also be a shift in the sward to plants that are more adaptable to low levels of some nutrients. Broomsedge, yellow bluestem, is a good example of a low nutrient soil increaser. Fields used only for hay should be treated like a regular crop field and fertilized as needed to maintain at least a moderate fertility level.

May the rains sweep gently across your fields, may the sun warm the land, may every good seed you have planted grow abundantly and by late summer find you standing in fields of plenty – Happy New Year! Remember, it's not about maximizing a grazing event, but maximizing a grazing season! Keep on grazing!

Lambing & Kidding Emergencies

By: [Haley Zynda](#), OSU Extension Educator ANR, Wayne County

Source: <https://u.osu.edu/sheep/2021/12/28/lambing-and-kidding-emergencies/>

Dystocia, weak lambs and kids, hypothermia (if you have the pleasure of lambing in January and February like we do in the Midwest), and agalactia all classify as lambing and kidding emergencies in my book and probably yours, too. With lambing season perhaps already started for some and right around the corner for others, it's time to prepare for the "lamb-pede" soon to hit your barns.

Dystocia is the issue producers are most likely concerned about. If unattended, dystocia can result in dead lambs, and in the worst cases, dead ewes. Dystocia can present in a variety of ways, especially if the mother is carrying twins like we so hope she does! My counterpart in Delaware County, Jacci Smith, has a great video of demonstrations on how to handle different dystocia presentations, and can be found on YouTube titled "[Lambing and Kidding Simulators](#)" on the OSU Extension Delaware County page. Jacci created a simulator using a plastic tote that mimics the ewe/doe and a lamb with bones and vertebrae sewn in to get the real feel of the birthing process.



The first example she walks through is ringwomb, a condition where the cervix has not fully dilated but the water bag has broken, and the mucus plug has been expelled. She recommended to glove up and begin to manually massage the cervix to stretch it for the lamb to pass through. She says that using a breeding sleeve and lube is important to prevent uterine infection and to keep the ewe/doe comfortable.

Another lambing issue Jacci brings up is malpresentation. Lambs may present normally, in the "diving" position that easily allows them to pass through the birth canal, but occasionally are in the incorrect birthing position. They may be breach or full breach, upside down, the head coming without front legs, the front legs coming without the head, and when twins are involved, a tangle of limbs.

The first thing to check for, she says, is to make sure the legs you see are connected with the head you see, otherwise two lambs may be trying to come at once through a very small space. If two lambs or kids are coming at the same time, one must be pushed back into the uterus so the first lamb/kid can be rearranged with the correct parts presented as normally as possible to ease the birthing process. Then, you may need to go back in and rearrange the second lamb or kid to ensure it will come as normally as possible, too.

Breach babies are not impossible to deliver but do require a bit of finesse. Some may have the back feet leading, whereas a full breach baby will come rump and tail first. If the lamb or kid is full breach and pushing it back in to bring the back legs first is an option, do so. The pelvic opening is only so big in diameter. Once the back legs are out, swiftly pull the lamb/kid out and towards the ewe or doe's hocks to protect the baby's spine. Quick is key because the umbilical cord will snap, but the baby's head will still be in the birth canal as it tries to take its first breath.

If you need to pull lambs, chains are too harsh for the fragile limbs and baling twine may cut into the skin. The [University of Kentucky Extension](#) mentioned that using a lanyard, like something you may have received at a conference or use for your keys, works like a charm because of its width. It won't cut into the skin, and it's long enough to keep tabs on a leg you may have to push back in to rearrange the lamb or kid.

As mentioned earlier, dystocia can lead to weak or dead lambs/kids if not caught early in the parturition process. Keeping an eye on the flock and herd can help you identify ewes that may need some extra help. Morning and night checks are great, but if you have a job off the farm like so many of us do, [barn cameras](#) can be our eyes when we're not there. We have 3 cameras in our barn connected to wi-fi, which allows us to keep tabs on the girls when we're at the office, or even when we're working on another part of the farm. They are worth the investment. Lambing and kidding season will be here before you know it and ensuring both dams and babies are healthy will only mean more cushion in your pockets when it comes time for market.

2022 Coshocton County Pesticide & Fertilizer Re-Certification Sessions Planned

The Coshocton County Extension office will be hosting two pesticide and three fertilizer re-certification sessions this upcoming winter for producers who need to re-new their certifications by March 31, 2022. These sessions will be held on:

Wednesday, January 12, 2022

Roscoe Village Visitor's Center
600 N Whitewoman Street, Coshocton

Fertilizer: 8:30 a.m. – 9:30 a.m.

Pesticide: 9:30 – 12:30 p.m.

Thursday, January 20, 2022

Coshocton County Services Building
724 South 7th Street, Coshocton, OH (Room 145)

Fertilizer: 9:00 - 10:00 a.m.

Thursday, February 10, 2022

Coshocton County Services Building
724 South 7th Street, Coshocton

Fertilizer: 5:30 - 6:30 p.m.

Pesticide: 6:30 – 9:30 p.m.



The pesticide re-certification cost will be \$10 for Coshocton County residents (\$35 for out of county residents) and the fertilizer re-certification cost will be \$5 (\$10 for out of county residents). Pre-registration is required no later than one week prior to each meeting as space is limited. There are no guarantees that walk-in registrations can be accepted.

If you cannot attend one of these sessions, additional sessions are being offered by our neighboring counties. Additional times and locations around the region can be found at: <https://pested.osu.edu/privaterecertification>. Please contact the Coshocton County Extension Office at 740-622-2265 for more Information.

Winter 2022 Beef Quality Assurance Re-Certification Trainings

The Coshocton County Extension office will be offering three **Beef Quality Assurance (BQA)** re-certification meetings during the winter of 2022 to help producers renew their BQA certification. These sessions will be held on February 1, March 9, and April 13, 2022 from 7:00 to 8:30 p.m. in Room 145 at the Coshocton County Services Building located at 724 South 7th Street in Coshocton County. Pre-registration is required for each session as space is limited. There is no fee to attend. Call 740-622-2265 to pre-register. These sessions also qualify for anyone who is seeking a first time certification.

If you cannot attend one of our local sessions, Tuscarawas County will also be holding Beef Quality Assurance classes on January 20 (1 p.m.), February 28 (7 p.m.) and March 30 (7:00 p.m.) at the Sugarcreek Stockyards. Call 330-339-2337 to pre-register. Online certification and recertification is also available and can be completed anytime at <https://www.bqa.org/beef-quality-assurance-certification/online-certifications>.



Regional Ohio Agronomic Weed University Slated for February 2 in Coshocton

OSU Extension invites crop producers to attend a regional **2022 Ohio Agronomic Weed University** on Wednesday, February 2 from 9:00 a.m. to 4:00 p.m. at the Roscoe Village Visitors Center (Lock Landing Meeting Room) located at 600 North Whitewoman Street in Coshocton, Ohio. This program is being hosted by the Coshocton, Muskingum and Tuscarawas County Extension offices with support from the Ohio Corn & Wheat Association.

This program is designed to keep agronomic producers on the cutting edge in weed control for their cropping operations. Topics addressed will include: hot topics in weed control, local weed issues, biology and identification of weeds, control strategies, cover crop management in forages, and evaluating herbicides. Hands-on exercises will be included. Featured speakers will include Dr. Mark Loux and Alyssa Essman from The Ohio State University.



The registration fee per person is \$40 and is due by January 21, 2022. This fee includes lunch and course materials. Pesticide and Certified Crop Advisor (CCA) credits will be available. See attached flyer for complete registration details.

Regional Ag Outlook Meeting Slated for February 14 in Zanesville

Join OSU Extension for the **2022 Regional Agricultural Policy and Outlook Meeting** which will be held on Monday, February 14 from 9:00 a.m. to 12:30 p.m. at the Muskingum County Conference and Welcome Center located at 205 N. 5th Street in Zanesville, Ohio.

This school will focus on topics of farm inputs, rent, real estate, agricultural law, grain marketing, and 2023 Farm Bill. Featured speakers include Barry Ward, Peggy Hall, Matt Roberts, and Carl Zulauf. This program is made possible with support from the Ohio Corn and Wheat Growers Association. Growers and producers from around the region are encouraged to attend.

A pre-registration fee of \$20 per person is required and should be made by Wednesday, February 9, 2022. Online registration is available at go.osu.edu/muskingumoutlook. Contact the Muskingum County Extension office at 740-454-0144 or martin.2422@osu.edu with questions.



OSU Extension to Host “Planning for the Future of Your Farm” Webinar Series

By: David Marrison, OSU Extension Educator

Source: <https://u.osu.edu/ohioagmanager/2021/12/22/osu-extension-to-host-planning-for-the-future-your-farm-workshop-2/>

OSU Extension will host a virtual four part **“Planning for the Future of Your Farm”** workshop on January 31 and February 7, 21 & 28, 2022 from 6:30 to 8:00 p.m. via Zoom. This workshop will challenge farm families to actively plan for the future of the farm business. This workshop is designed to help farm families learn strategies and tools to successfully create a succession and estate plan that helps you transfer your farm’s ownership, management, and assets to the next generation. Learn how to have the crucial conversations about the future of your farm.

Topics discussed during this series include: Developing Goals for Estate and Succession; Planning for the Transition of Control; Planning for the Unexpected; Communication and Conflict Management during Farm Transfer; Legal Tools & Strategies; Developing Your Team; Getting Your Affairs in Order; and Selecting an Attorney. This workshop will be taught by members of the OSU Farm Office Team featuring Attorneys Peggy Hall & Robert Moore and David Marrison, Extension Educator for Coshocton County.

Because of its virtual nature, you can invite your parents, children, and/or grandchildren (regardless of where they live in Ohio or across the United States) to join you as you develop a plan for the future of your family farm.

Pre-registration is required so that a packet of program materials can be mailed in advance to participating families. Electronic copies of the course materials will also be available to all participants. The registration fee is \$75 per farm family. The registration deadline is January 25, 2022. More information and on-line registration can be obtained at go.osu.edu/farmsuccession. For more information about this webinar contact David Marrison at the Coshocton County Extension office at 740-622-2265 or by email at marrison.2@osu.edu.

In addition to this webinar series, an in-person version of this workshop will be held in regional locations workshops in 2022. The workshops will be held in Greene County on February 10 (9-4 p.m.), Wayne County on February 25 (9-4 p.m.) and Wood County on March 4 (9-4 p.m.). Specific details about these in-person workshops can be found at: go.osu.edu/farmsuccession

Ladies on the Land Workshops Offered Across Ohio

By: Beth Scheckelhoff, OSU Extension Educator

Source: <https://u.osu.edu/ohioagmanager/2021/12/23/ladies-on-the-land-workshops-offered-across-ohio/>

Ohio has 13.6 million acres of farmland that is increasingly owned, managed, and leased by women of all ages. To help women better navigate farmland leasing issues, Ohio State University Extension developed a “Ladies on the Land” workshop in cooperation with USDA’s North Central Risk Management Education Center. The workshop provides practical information to help women address their questions and concerns about leasing farmland in Ohio.

Each Ladies on the Land workshop addresses the educational needs of women involved in all stages and aspects of Ohio agriculture – from non-operating landowners to producers and tenant farmers. Workshops focus on enhancing communication skills, delving into the specifics of Ohio land leasing laws, and the nuts and bolts of an effective lease agreement. Participants will also leave with a better understanding of management strategies to minimize their risk in leasing farmland in Ohio.

Through hands-on activities and demonstrations, Ladies on the Land workshops aim to increase confidence, improve communication skills, and provide helpful resources for all women involved in agriculture. Specific workshop topics cover:

- Assessing the risk-reward continuum for tenants and landowners
- Farmland leasing best practices
- Enhancing communication skills
- Developing equitable rental rates
- Answers to questions and concerns

Ladies on the Land workshops will take place from January through March 2022 in various locations throughout Ohio, including January 26 in Medina County, February 15 in Ross County, February 24 in Morrow County, and March 3 in Putnam County.

There is a \$25 registration fee that includes snacks, a boxed lunch, and all materials. Registration begins at 8:30 am. The program begins at 9:00 am and concludes at 3:30 pm. To reserve your seat for any of the Ladies on the Land workshops, please call 419-523-6294 or register at <http://go.osu.edu/ladiesontheland>. Registration fees may be paid via credit/debit card or check.



CFAES OHIO STATE UNIVERSITY EXTENSION

Ladies on the Land

Communicating and Negotiating Landowner and Tenant Issues with Ease

Do you own, lease, or manage land? Would an increase in confidence, improved communication skills, and helpful resources allow you to better navigate farmland leasing issues? If so, join this interactive farmland leasing workshop developed for women involved in all stages and aspects of agriculture!

Workshop topics cover:

- ✓ Assessing the risk-reward continuum for tenants and landowners
- ✓ Farmland leasing best practices
- ✓ Enhancing communication skills
- ✓ Developing equitable rental rates
- ✓ Answers to your questions and concerns

Program Cost: \$25 per person

- Includes all materials and a box lunch at in-person workshops.
- RSVP is necessary by calling the host office below or visiting go.osu.edu/ladiesontheland

2022 In-person Workshops 9:00 AM to 3:30 PM			
January 27 Medina County	February 15 Ross County	February 24 Morrow County	March 3 Putnam County
Professional Building 120 W. Washington St. Suite 8 Medina, OH 44256 Ashley Kuhlmanek 330-725-6511 kuhlmanek.5@osu.edu medina.osu.edu	475 Western Ave. Chillicothe, OH Chris Bruynis Bruynis.16@osu.edu 740-702-3200 ross.osu.edu	5362 U.S. Highway 42 Mt. Gilead, OH Carr Jagger Jagger.5@osu.edu 419-947-1070 morrow.osu.edu	1206 East Second St. Ottawa, OH Beth Scheckelhoff Scheckelhoff.1@osu.edu 419-523-6294 putnam.osu.edu

Register for any workshop at: go.osu.edu/ladiesontheland

USDA National Institute of Food and Agriculture
This material is based upon work supported by USDA/NIFA under award number 2019-02-02-20505. OSU Extension is an equal opportunity institution. OSU Extension programs are available on a nondiscriminatory basis.

Upcoming Programs

2022 Private Pesticide & Fertilizer Re-Certification

January 12 from 8:30 a.m. to 12:30 p.m. at Locke Landing in Roscoe Village

January 20 from 9:00 to 10:00 a.m. in Room 145, Coshocton County Services Building (Fert Only)

February 10 from 5:30 p.m. to 9:30 p.m. in Room 145, Coshocton County Services Building

2022 OSU Agronomic Weed University

February 2 from 9:00 a.m. to 4:00 p.m. at Locke Landing in Roscoe Village

Passing on Your Family Farm Webinar

January 31, February 7, 21 & 28 from 6:30 to 8:00 p.m.

Ladies on the Land Workshop

January 27 in Medina County from 9:30 to 3:30 p.m.

February 24 in Morrow County from 9:30 to 3:30 p.m.

Ag Outlook Meeting

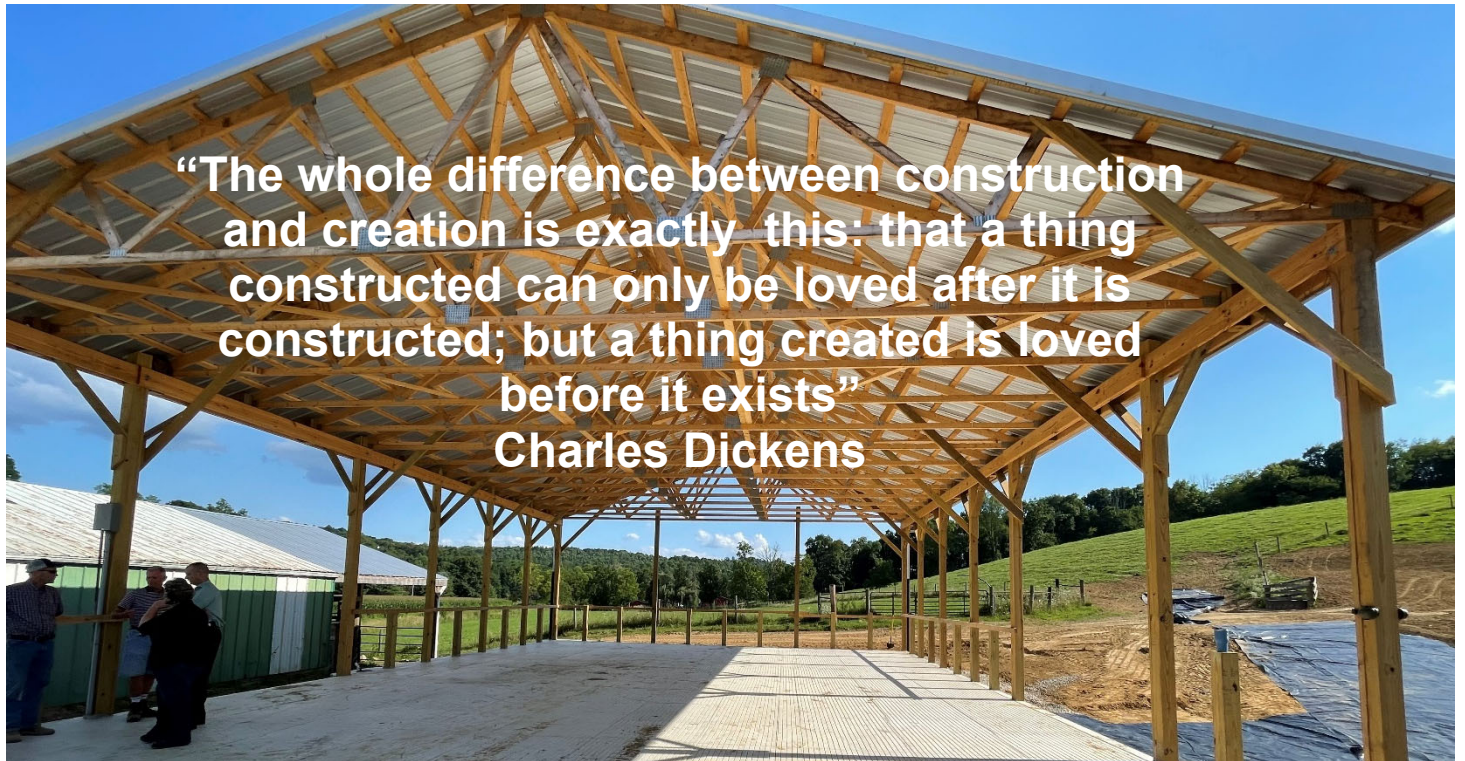
February 14 from 9:00 to 12:30 p.m. in Zanesville, OH

2022 Beef Quality Assurance Re-certifications- Coshocton County

February 1 from 7:00 to 8:30 p.m. in Room 145, Coshocton County Services Building

March 9 1 from 7:00 to 8:30 p.m. in Room 145, Coshocton County Services Building

April 13 from 7:00 to 8:30 p.m. in Room 145, Coshocton County Services Building



OSU EXTENSION

County _____ Ohio Farm Custom Rate Survey – 2022

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
_____ Number of products applied	

Chemical Control of Weeds/Insects/Diseases (Materials not included)

Spraying – self-propelled	\$ _____ /A
Spraying – pull-type	\$ _____ /A
Spraying late season(fungicide)	\$ _____ /A

Mechanical Weed Control

Rotary hoeing	\$ _____ /A
Conventional cultivating	\$ _____ /A
Weed electrocution	\$ _____ /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 Application	\$ _____ /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 Application	\$ _____ /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.

On-Farm Grain Drying (cents per point per bushel)

Moisture removed: _____ cents/per point/per bu.

Commercial Elevator/Terminal Grain Storage

Storage charge per month _____ cents/per bu./per mo

Storage charge per year _____ cents/per bu./per yr.

Commercial Elevator/Terminal Grain Drying

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)

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

Windrowing \$ _____ /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

Custom Farming

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

Corn \$ _____ /A
Soybeans \$ _____ /A
Small grains \$ _____ /A

Manure Application

Liquid

Tank or Dragline (Please select one)

Pump & spread (surface) \$ _____ /gal
Pump, spread & incorporate \$ _____ /gal
Pump, inject/sidedress \$ _____ /gal
Standard setup charge \$ _____ /job
Upcharge if sand is used for bedding \$ _____ /gal
Hauling liquid without frack tank \$ _____ /hr
Hauling liquid with frack tank \$ _____ /hr
Agitator charge (Ex: \$.0004) \$ _____ /gal
Agitation boat \$ _____ /hr
Minimum charge for boat \$ _____ /job
Fracture tank \$ _____ /gal or \$ _____ /hr

Extra charge for pit/building pumping \$ _____

Extra hose charge \$ _____

(>1 Mile from lagoon/pit)

Solid

Spreading manure at field

\$ _____ /hr or \$ _____ /ton or \$ _____ /acre

Hauling & spreading within 2 miles

\$ _____ /hr or \$ _____ /ton

Cost per add'l mile \$ _____ /ton

Loading (payloader or other) manure \$ _____ /hour

Loading/hauling & spreading within 2 miles: \$ _____ /hour

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

1. Ditching Machine (wheel or trencher or

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

Without Materials With Materials

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 _____

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

Zone Soil Sampling per acre \$ _____ /acre

Average Zone Size _____ acres

Rock Picking \$ _____ /hr

Power washing \$ _____ /hr

Other _____ \$ _____ /acre

Other _____ \$ _____ /hr

OSU EXTENSION

Hired Labor – Your Farm's Average Wage

General farm labor \$_____/Hr
Machinery operation \$_____/Hr
Semitruck driving (seasonal)\$_____/Hr
Milking cows \$_____/Hr

Machinery Rental (Machine only, no fuel or operator)

Tractor, size _____hp \$_____/Hr
Tractor, size _____hp \$_____/Hr
Corn Planter
 Conventional _____rows \$_____/A
 No-till _____rows \$_____/A
Combine, ____ft. or ____rows \$_____/Separ. Hr or
 \$_____/A
Grain drill
 Conventional _____ft. \$_____/A
 No-Till _____ft \$_____/A
Bobcat or skidsteer loader \$_____/Day
Dry Bulk Fertilizer Applicator \$_____/A
Liquid Fertilizer Applicator Bar \$_____/A
Anhydrous Ammonia App. Bar \$_____/A
Lime Applicator \$_____/A
Other _____ \$_____/A

Facility Rental

Machinery Storage \$_____/sq. ft./Year
 Or \$_____/sq. ft./Month
Farrowing house \$_____/head or \$_____/month
Swine Finishing \$_____/head or \$_____/month
(Wean to Finish)
Swine Finishing \$_____/head or \$_____/month
(Feeder to Finish)
Swine Nursery \$_____/head or \$_____/month
Dairy free stall barn \$_____/stall or \$_____/month
Loose housing \$_____/head or \$_____/month
Milking Parlor, loafing shed, equip., manure handling, feed
storage \$_____/cow/year
Hay Storage \$_____/ton

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

Contract Feeding

Contract Finishing–Swine–Wean to Finish \$_____/pig
Contract Finishing–Swine–Feeder to Finish \$_____/pig
Contract Finishing–Swine–Wean to Finish \$_____/pig space
Contract Finishing–Swine–Feeder to Finish \$_____/pig space
Custom Cattle Feeding \$_____/head/day
Custom Heifer Raising \$_____/head/day

Other Rental/Contract Feeding Rates

Operation	Rate
_____	_____
_____	_____

Return Completed Survey to:

Barry Ward
Ohio State University
College of Food, Agricultural and Environ. Sciences
Ohio State University Extension
Agricultural Administration Building Room 034
2120 Fyffe Rd.
Columbus, Ohio 43210

To receive a copy of the Ohio Farm Custom Rate Summary,
please provide your name and address or email address if
you prefer this method of delivery:

Name _____

Address

Email _____

The CFAES logo is a red square with the white text "CFAES" inside.

COLLEGE OF FOOD, AGRICULTURAL, AND ENVIRONMENTAL SCIENCES

AGRICULTURE POLICY AND OUTLOOK REGIONAL MEETING

Monday, February 14, 2022 – 9:00 - 12:30 PM
Muskingum County Conference and Welcome Center
205 N. 5th St, Zanesville, OH

SPEAKERS

Barry Ward, *Farm Inputs and Real Estate*
Peggy Hall, *Ag Law Updates*
Matt Roberts, *Grain Marketing Outlook*
Carl Zulauf, *Farm Bill 2023*

REGISTRATION

\$20.00 per person by Feb 9

Register online at:
go.osu.edu/muskingumoutlook
(to register by mail see info on back side)

CONTACT

Clifton Martin, Extension Educator,
740-454-0144
martin.2422@osu.edu

With support from



THE OHIO STATE UNIVERSITY
EXTENSION

—We Sustain Life—
muskingum.osu.edu

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2022 Regional Agricultural Policy and Outlook

Registration Details:

PRE-Registration is required, and the fee is \$20 per person. The registration deadline is Wednesday, Feb 9, 2022.

Online registration at: go.osu.edu/muskingumoutlook

Or

Make checks payable to *Ohio State University Muskingum County*.
Mail to 225 Underwood Street, Zanesville, OH 43701.

Please return this form with payment. Thank you!

Name(s): _____

Address: _____

City _____ State _____ Zip _____

Phone _____

Email _____

Amount Enclosed: _____

More Information:

Muskingum County

Clifton Martin

740-454-0144

martin.2422@osu.edu




THE OHIO STATE UNIVERSITY
EXTENSION

muskingum.osu.edu

— We Sustain Life —

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2022 Ohio Agronomic Weed University

Wednesday, February 2, 2022
9:00 a.m. to 4:00 p.m.
Coshocton, Ohio

OSU Extension invites crop producers to attend a regional **2022 Ohio Agronomic Weed University** on Wednesday, February 2 from 9:00 a.m. to 4:00 p.m. at the Roscoe Village Visitors Center (Lock Landing Meeting Room) located at 600 North Whitewoman Street in Coshocton, Ohio. This program is being hosted by the Coshocton, Muskingum and Tuscarawas County Extension offices with support from the Ohio Corn & Wheat Association.



This program is designed to keep agronomic producers on the cutting edge in weed control for their cropping operations. Topics addressed will include: hot topics in weed control, local weed issues, biology and identification of weeds, control strategies, cover crop management in forages, and evaluating herbicides. Hands-on exercises will be included. Featured speakers will include Dr. Mark Loux and Alyssa Essman from The Ohio State University.

The registration fee per person is \$40 and is due by January 21, 2022. This fee includes lunch and course materials. Pesticide and Certified Crop Advisor (CCA) credits will be available. **See the back page for registration details.**



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2022 Ohio Agronomic Weed University Registration

Registration Details:

PRE-Registration is required, and the fee is \$40 per person. The registration deadline is Friday, January 21, 2022. Registrations should be sent to the Coshocton County Extension office.

Make checks payable to: *OSU Extension*
Mail to: OSU Extension, Room 110
724 South 7th Street,
Coshocton, Ohio 43812

Please return this form with payment. Thank you!

Name(s): _____

Address: _____

City _____ State _____ Zip _____

Phone _____

Email _____

Amount Enclosed: _____

For More

Information:

Coshocton County
David Marrison
740-622-2265
marrison.2@osu.edu



THE OHIO STATE UNIVERSITY
EXTENSION

Ladies on the Land

Communicating and Negotiating Landowner and Tenant Issues with Ease



Do you own, lease, or manage land? Would an increase in confidence, improved communication skills, and helpful resources allow you to better navigate farmland leasing issues? If so, join this interactive farmland leasing workshop developed for women involved in all stages and aspects of agriculture!

Workshop topics cover:

- ✓ Assessing the risk-reward continuum for tenants and landowners
- ✓ Farmland leasing best practices
- ✓ Enhancing communication skills
- ✓ Developing equitable rental rates
- ✓ Answers to your questions and concerns

Program Cost:
\$25 per person

- Includes all materials and a box lunch at in-person workshops.
- RSVP is necessary by calling the host office below or visiting

go.osu.edu/ladiesontheland.

2022 In-person Workshops

9:00 AM to 3:30 PM

January 27 Medina County	February 15 Ross County	February 24 Morrow County	March 3 Putnam County
Professional Building 120 W. Washington St., Suite 1L Medina, OH 44256 Ashley Kulhanek 330-725-4911 kulhanek.5@osu.edu medina.osu.edu	475 Western Ave. Chillicothe, OH Chris Bruynis Bruynis.1@osu.edu 740-702-3200 ross.osu.edu	5362 US Highway 42 Mt. Gilead, OH Carri Jagger Jagger.6@osu.edu 419-947-1070 morrow.osu.edu	1206 East Second St. Ottawa, OH Beth Scheckelhoff Scheckelhoff.11@osu.edu 419-523-6294 putnam.osu.edu

Register for any workshop at: go.osu.edu/ladiesontheland

