

COSHOCTON COUNTY AGRICULTURE & NATURAL RESOURCESOctober 21, 2020 Issue

First Widespread Freeze Arrives; Wetter Pattern Sets In

Extended Drydown in Corn

Stalk Rots Showing Up in Some Corn Fields

Value of Stocker Cattle

Is This A Year To Hold Calves?

Online Mortality Composting Certification

Dairy Excel's 15 Measures of Dairy Farm Competitiveness: Mission Statement

Extension Talk

Coshocton County Extension
724 South 7th Street, Room 110
Coshocton, Ohio 43812
Phone: 740-622-2265

Fax: 740-622-2197

Email: marrison.2@osu.edu

Web: <http://coshocton.osu.edu>

Hello, Coshocton County! The beautiful stretch we had at the beginning of this month came to a screeching halt with Saturday's freeze followed by the rain on Monday and Tuesday. It appears as the weather forecasts shared in previous newsletters were right on target. Now it appears as we will be dancing around showers over the next few weeks.

Last weekend would have been the Fall Foliage & Farm Tour but it was canceled due to the COVID-19 pandemic. We were in peak fall color so I hope you were able to get out to enjoy the beauty of county on your own.

Have a good and safe week!

Sincerely,

David L. 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.

First Widespread Freeze Arrives- Wetter Patter Sets In

By: [Aaron Wilson](#)

Source: <https://agcrops.osu.edu/newsletter/corn-newsletter/2020-36/first-widespread-freeze-arrives-wetter-pattern-sets>

Much of Ohio experienced frost or freeze conditions this past Friday and/or Saturday night. In fact, many locations dropped below 30°F (Table 1), with unofficial observations as cold as 26°F! How does this compare to typical first freeze dates?

Figure 1 shows the climatological median date (50th percentile; 1980-2010) occurrence for the first 32°F in the fall. Ohio's dates vary widely, as early as the last week in September in some of the colder valleys of the northeast hills (light blue) to as late as the first week of November (brown) in the far east. However, much of Ohio experiences first freeze during the second and third weeks of October. So, this year's first freeze appears to be right on schedule across the north and a bit early for areas of southern and southwest Ohio.

Table 1: A sample of minimum overnight lows from across Ohio this week.

Location	County	Minimum Temperature (°F)	Date
Warren (3mi S)	Trumbull	27	2020-10-18
Bryan (2mi SE)	Williams	28	2020-10-18
Waterloo	Lawrence	28	2020-10-17
Logan	Hocking	28	2020-10-18
Zaleski	Vinton	28	2020-10-17
Dennison Water Works	Tuscarawas	29	2020-10-18
New Lexington (2mi NW)	Perry	29	2020-10-18
Zanesville Mun. AP	Muskingum	29	2020-10-17
Greenville Water Plant	Darke	30	2020-10-16
New Carlisle	Clark	30	2020-10-18

Forecast

A stalled boundary is currently draped across Ohio. This boundary is providing a focus for shower activity, bringing the heaviest widespread rainfall that we have seen in Ohio since Labor Day. [CoCoRaHS](#) observations show that 0.5-1.25" of rain has fallen in the last 24 hours, with additional rain showers expected Monday night into Tuesday morning. This frontal boundary will lift north of the region by Wednesday afternoon, but not before providing the opportunity for additional showers through Wednesday morning. Highs will warm into the mid to upper 70s for mid to late week, perhaps even low 80s across the south on Thursday, with dry conditions expected through Friday morning. A strong cold front will approach the region on Friday, bringing a line of showers and storms through late in the day. Behind this front, much cooler air will filter back into the region, with highs in the 50s and 60s and overnight lows in the 30s and 40s expected this weekend. The weekend should remain dry before damp, chilly conditions return early next week. The [Weather Prediction Center](#) is currently forecasting 0.50-1.25" of rain across most of Ohio for the next 7 days, with greatest totals in the far southwestern counties (Fig. 2).

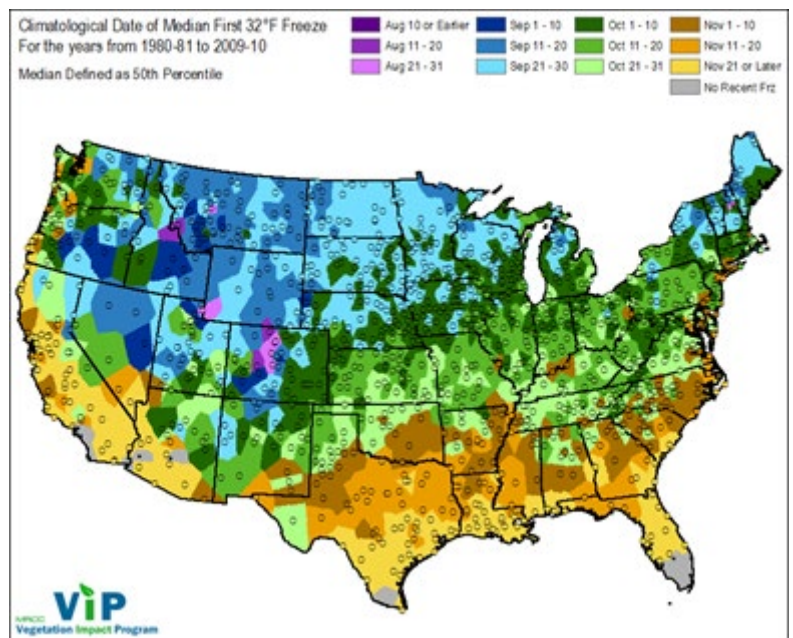


Figure 1: Climatological date of median first 32°F freeze for the years 1980-2010. The median is defined as the 50th percentile.

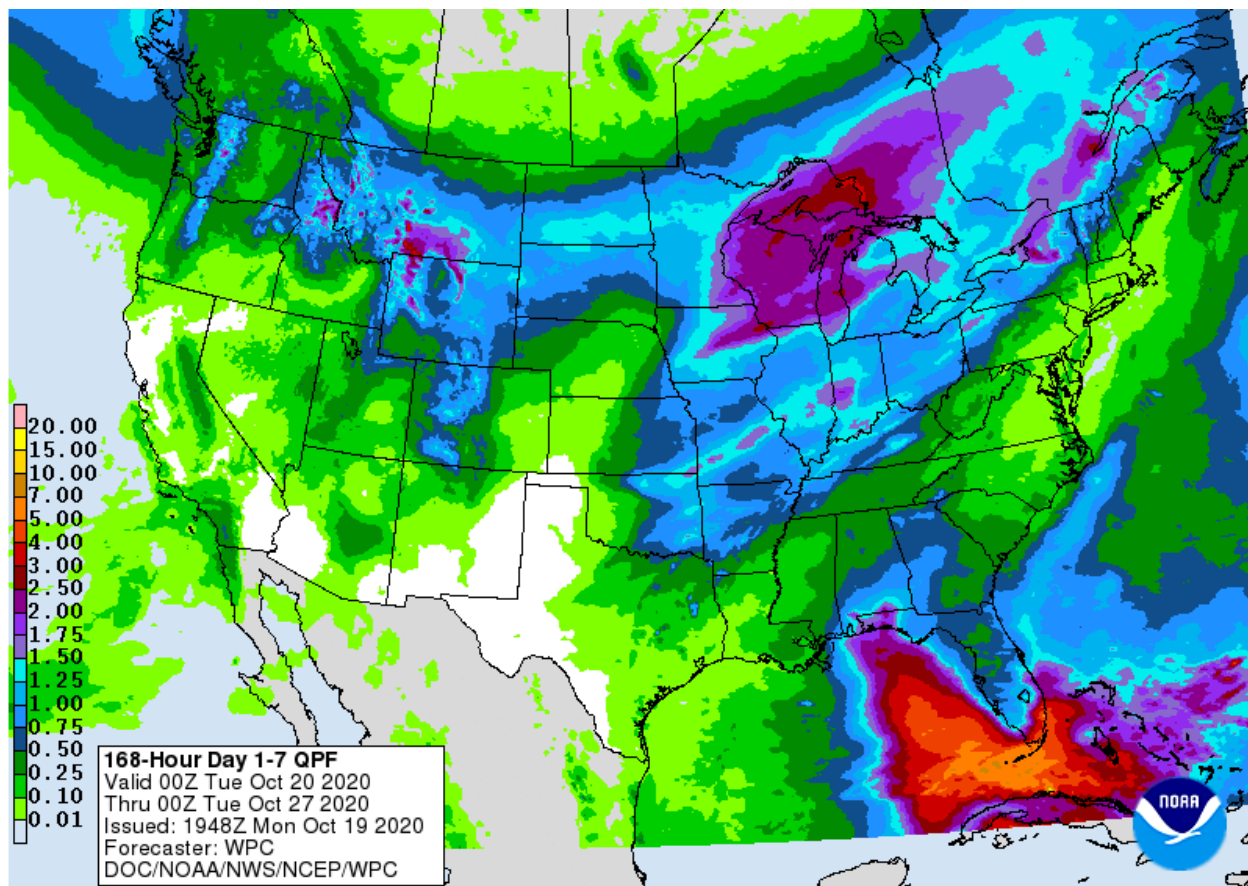


Figure 2: Forecast precipitation for the next 7 days. Valid from 8 p.m. Monday October 19, 2020 through 8 p.m. Monday October 26, 2020. Figure from the Weather Prediction Center.

The latest [NOAA/NWS/Climate Prediction Center](https://www.noaa.gov/climate-prediction-center) outlook for the 8-14 day period (October 27 – November 2) shows below average temperatures and above average precipitation are likely (Fig. 3). Normal highs during the period are in the upper-50s to low-60s, lows in the upper-30s to low-40s, with about 0.85" of rainfall per week.

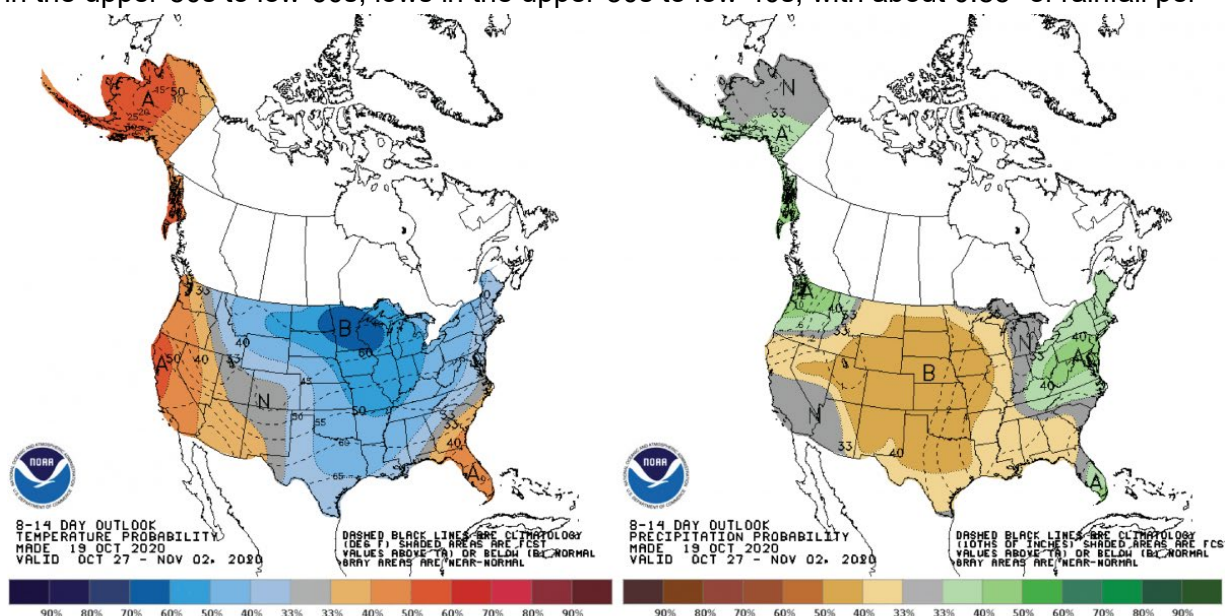


Figure 3: Climate Prediction Center 8-14 Day Outlook valid for October 27 – November 2, 2020 for left) temperatures and right) precipitation. Colors represent the probability of below, normal, or above normal conditions.

Extended Drydown in Corn

By: Alexander Lindsey

Source: <https://agcrops.osu.edu/newsletter/corn-newsletter/2020-36/extended-drydown-corn>

As fall is progressing, crop harvest is also occurring throughout the state. However, many producers are seeing slower than usual drydown in their corn fields this October. This may be in part due to how the weather conditions impacted corn growth and development this year.

In many parts of Ohio in 2020, temperatures were near the long-term average this season. One marked difference though was that precipitation was below normal for much of the season around the state. In the table below, I have shown 2020 weather progression compared to that of 2018 at the Western Agricultural Research Station, specifically highlighting average temperature and accumulated precipitation.

In 2018 and 2020, temperatures were very similar to one another in each month, with the exception of May being slightly cooler and September being slightly warmer in 2020. The only month in which 2020 received more precipitation than in 2018 was May.

Cool wet conditions resulted in planting dates that extended into the latter part of May for the state (USDA reported 57% corn acres planted on May 17

2020), but also may have contributed to delayed emergence due to slow heat unit accumulation (only 11% of the corn was emerged on May 17). Wet

conditions following planting may have also contributed to poorer root

development in 2020. Poor root development may have impacted corn's ability to access soil nitrogen and soil moisture once precipitation levels dropped as well.

Average Daily Temperatures (degrees F)					
Year	May	June	July	Aug	Sept
2020	59.4	72.1	72.9	73.0	73.1
2018	69.8	72.3	73.0	72.9	69.3
Average	61.3	70.3	73.8	74.4	67.4

Total Precipitation (inches)					
Year	May	June	July	Aug	Sept
2020	4.6	1.3	2.7	2.7	1.8
2018	2.8	4.5	3.7	3.7	6.2
Average	4.6	3.9	4.7	3.5	3.0

In 2020, rainfall in June-September was substantially less than in 2018. As a result, the corn crop may have experienced a sort of "delayed development" this year. Temperatures were below the long-term average, which may have contributed to the crop not exhibiting strong stress symptomology as one might expect when moisture levels are low. Rather, the crop may have been able to extend its growth phase to utilize the precipitation that did occur in August and September this year. For example, at the Western Agricultural Research Station in 2020 only 8 days in July registered precipitation greater than 0.05", with four of those experiencing at least 0.25". In August, 10 days were recorded with precipitation greater than 0.05", but only two of these exceeded 0.25".

As long as leaves and stalks above the ear remained intact, the crop may have been able to extend the grainfill period beyond what was expected based on growing degree day accumulation. Corn ears achieve approximately 50% of their grain yield prior to entering the R5 or dent growth stage. An additional 40% of yield is gained during the first half of the R5 growth stage. Given the later rain events paired with moderate temperatures, plants may have extended the R5 phase beyond what occurs in a normal year. Application of a strobilurin fungicide has been shown in past work to delay senescence in some environments, which could also delay corn drydown if conditions were favorable for this to occur.

A similar phenomenon related to an extended corn drydown phase was also observed in 2019 in Indiana (Nielsen, 2019) and in Michigan (M. Singh, personal communication) where corn drydown was progressing slower than expected given the GDD accumulation. In the case of 2019, this was suspected to be in part to delayed planting. By May 31, 80% of corn acres in Ohio had been planted in 2020 with 55% of the acres

emerged. Given later planting progress in Ohio, this may also hold true for 2020 in that black layer was achieved later than usual in the state given the crop was utilizing late-season precipitation to complete the grain fill process.

Once the corn crop reaches physiological maturity (or kernel black layer), grain moisture content is approximately 35%. Under favorable conditions (warm, sunny, and breezy), grain moisture content can decrease by 0.75-1.0 percentage point per day. Recent work from Iowa State suggests grain drydown is approximately 0.7% per day in the first 20 days after physiological maturity, but drops to 0.44% per day after that point. In general, accumulation of 20 to 29 GDDs is required for grain moisture to lower 1%. However, as the weather turns cooler and potentially cloudier, the grain moisture content reductions will likely be lower, ranging from 0.0-0.5% per day. If temperatures remain warm in October, it is possible more grain drydown will occur as well. Agronomists recommend starting harvest when grain moisture content drops below 25%, and producers may need to plan on moisture levels being a little higher this year to accommodate a timely crop harvest.

References:

- R. Martinez-Feria, M. Licht, and S. Archontoulis. 2017. Corn grain dry down in field from maturity to harvest. <https://crops.extension.iastate.edu/cropnews/2017/09/corn-grain-dry-down-field-maturity-harvest>
- R.L. Nielsen. 2019. Late Planted Corn Not Maturing as Expected. https://www.agry.purdue.edu/ext/corn/news/articles_19/LatePlantedCornMaturity_1012.html
- M. Singh and K. Cassida. 2019. Management guidelines for immature and frosted corn silage. <https://www.canr.msu.edu/news/management-guidelines-for-immature-and-frosted-corn-silage>
- P. Thomison. 2019. Drydown in Corn: What to Expect? <https://u.osu.edu/henryag/2019/10/01/drydown-in-corn-what-to-expect/>
- USDA-NASS. 2020. Crop Progress. <https://usda.library.cornell.edu/concern/publications/8336h188j?locale=en#release-items>
- K. Wise and D. Mueller. 2011. Are fungicides no longer just for fungi? An analysis of foliar fungicide use in corn. <https://www.apsnet.org/edcenter/apsnetfeatures/Pages/fungicide.aspx>

Stalk Rots Showing Up in Some Corn Fields

This is an updated version of a previous article by Pierce Paul and Peter Thomison

Source: <https://agcrops.osu.edu/newsletter/corn-newsletter/2020-36/stalk-rots-showing-some-corn-fields>

Corn harvest is progressing very slowly across the state as the crop is taking unusually long to dry down this year. The longer the crop stays in the field, there greater the risk of late-season diseases such as ear and stalk rots, especially if it continues to rain. Stalk rot often refers to a combination of several interrelated problems, including stalk breakage, stalk lodging, premature plant death, and root lodging. Several factors may contribute to stalk rot, including extreme weather conditions, inadequate fertilization, problems with nutrient uptake, insects, and diseases. For instance, when leaves above the ear are severely damaged (either by diseases, insects, or some environmental stress) well before grain-fill is complete, the plants often translocate sugars from the stalk to fill grain, causing them to become weak and predisposed to fungal infection. A number of fungal pathogens cause stalk rot, but the three most important in Ohio are Gibberella, Collectotrichum (anthracnose), and Fusarium.

Losses due to stalk rot vary from field to field and from one hybrid to another. Stalk rots may cause lodging, especially if the affected crop is not harvested promptly. However, it is not uncommon to walk corn fields where nearly every plant is upright yet nearly every plant is also showing stalk rot symptoms. Many hybrids have excellent rind strength, which contributes to plant standability even when the internal plant tissue has rotted or started to rot. However, strong rinds will not prevent lodging if harvest is delayed and the crop is subjected to weathering, e.g. strong winds and heavy rains.

A symptom common to all stalk rots is the deterioration of the inner stalk tissues so that one or more of the inner nodes can easily be compressed when squeezed between thumb and finger. It is possible by using this "squeeze test" to assess potential lodging. The "push" test is another way to predict lodging. Push the stalks at the ear level, 6 to 8 inches from the vertical. If the stalk breaks between the ear and the lowest node, stalk rot

is usually present. To minimize stalk rot damage, harvest promptly after physiological maturity, even if you have to do so at a slightly higher moisture content (moisture in the lower 20s). Harvest delays will increase the risk of stalk lodging and grain yield losses, and slowdown the harvest operation. In addition, lodging may lead to ear rots and grain contamination with mycotoxins as ears come into contact with the soil and crop residue.

Value of Stocker Cattle

By: Brenda Boetel, Professor, Department of Agricultural Economics, University of Wisconsin-River Falls

Source: <https://u.osu.edu/beef/2020/10/21/value-of-stocker-cattle/>

Calf movements will continue to increase over the next few weeks as the fall run picks up pace. Given the decline in the beef cow herd, the 2020 fall run will see lower feeder and calf supply compared to 2019. USDA estimated the 2020 calf crop will be down 260,000 head, on top of a 250,000 head decline last year. Since September, sale receipts for cattle weighing over 600 pounds is down 19% compared to 2019. What does this mean for all feeder cattle prices and the price relationship between different weights of feeder cattle?

Typically, one would expect higher prices with a tighter feeder cattle supply, however higher feed costs, poor wheat pastures and tight feedlot space have tempered any upward price movements. Last week Iowa markets saw slight increases in prices for calves under 600 pounds, but prices declined for those weighing more than 600 pounds. Nebraska markets saw price declines for all but 5-600 pound cattle, and this price remained steady with the week prior. Note that feeder cattle prices tend to decline the greater the distance from Nebraska.

As the calf run picks up pace, the question to consider is what weight producers should buy calves at. Relative weights are the largest driving factor for the relationship between feeder cattle prices. Understanding this relationship helps to answer what weight calves should be purchased at. The normal relationship between different calf cattle prices is for prices per hundredweight to decline when cattle weights increase. This price slide is because the prices reflect what it costs to add weight to the animal. The price slide is a big indicator for gross margin, or value of gain, for stocker production. For example, last week Nebraska feeder prices indicated that the value of 300 pounds of gain for a 550-pound steer was \$1.15/lb. when sold at 850 pounds. An additional 100 pounds to a 950-pound ending weight has an average value of gain of \$1.17/lb. for the entire 400 pounds of gain. Currently, the value of gain is a bit stronger for gains towards the heavy end of feeder weights. A 650-pound beginning weight has a value of gain of \$1.19/lb. for 300 pounds of gain up to 950 pounds, whereas a 450-pound beginning weight has a value of gain of \$1.11/lb. for 300 pounds of gain up to 750 pounds. These values suggest that stocker producers have considerable flexibility about what weight to buy and how much weight to put on stocker cattle at this time.

Note that the above analysis does not indicate profit potential. The analysis assumes the same prices for all weights at completion of the stocker period as when purchased. The question then is what will prices look like for heavier feeder cattle in early 2021? June to September 2020 saw larger feedlot placements compared to 2019, indicating larger fed cattle supply for early 2021 than previously anticipated. Feedlots looking to fill lots in early 2021, coupled with two consecutive years of declining calf crops provides the potential for heavyweight feeder cattle prices to remain steady to slightly higher than fall 2020 prices. Given the drought in the west the forage availability is the biggest challenge for southern and western stocker cattle. Many of these operations will likely not have adequate forage this winter, indicating that heavyweight feeder cattle supply for spring may be tighter than anticipated as lightweight animals are placed directly on feed this winter. If heavyweight feeder cattle prices remain stable and if the producer has adequate forage available, there is some potential for profit from stocker cattle this winter. Producers need to analyze their own costs and revenue potential. Wisconsin Extension has some decision tools available at <https://livestock.extension.wisc.edu/> that may aid in the decision process.

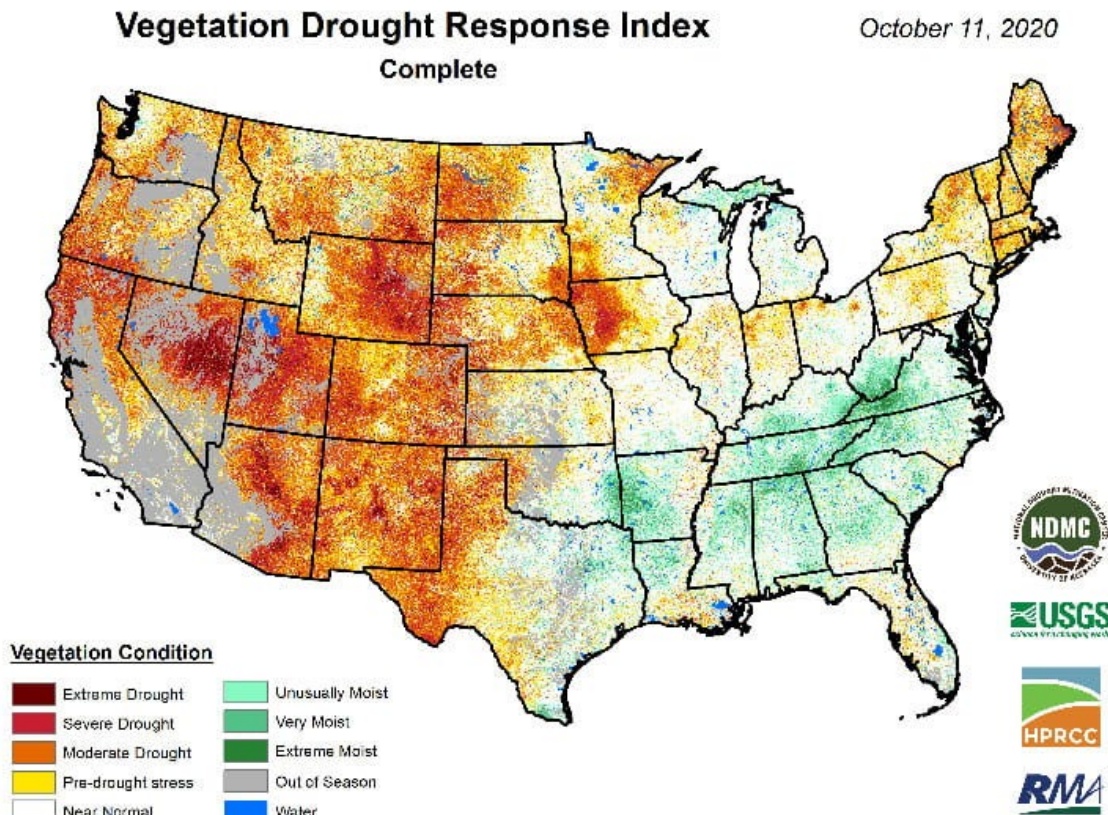
Is this the Year to Hold Calves?

By: Dr. Jeff Lehmkuhler, Associate Extension Professor

Source: <https://u.osu.edu/beef/2020/10/21/is-this-a-year-to-hold-calves/>

This fall has provided us with another dry spell. The recent hurricane provided small amounts of precipitation to the Commonwealth, but much less than originally forecasted. Randomly selecting county Mesonet sites across the state for the month shows precipitation levels of 0 to 1 inch. Even with the dry conditions, we are much better off than the Western and Plains states (see figure below). Dry conditions appear to be forcing producers in the west to sell calves. Last week, Nebraska feeder cattle marketed were reported at 28,584 compared to 15,475 the week before. Colorado had similar increases selling 11,903 feeders compared to 6,660 the prior week. Wyoming another state hit hard by the dry conditions followed the same pattern moving 12,198 feeders this past week compared to 7,673 the previous week. It is not clear if this is strictly due to the dry conditions, the seasonal marketing pattern of spring calving herds or a combination of the two. Yet, when looking at the feeder cattle marketings for Arkansas, Georgia and South Carolina, states in the green vegetation index area, numbers were steady showing no large increases from the previous week.

With the August cattle feedlot placements being above a year ago, drought conditions increasing cattle marketings and concerns over wheat pasture conditions, it would not be unexpected to see these factors impact fall feeder prices here in the southeast. I am not an economist so be sure to follow the markets and Dr. Burdine's market updates as well as other industry news as we move through the fall to make informed marketing decisions. Current situations may mean backgrounding calves this fall, if you have forage, could provide an opportunity to add weight and value to the calf crop.



Source: <https://droughtmonitor.unl.edu/ConditionsOutlooks/CurrentConditions.aspx>

For operations that have sufficient forage, pasture or stored forages, backgrounding calves post-weaning can increase calf values by adding weight and applying some basic management. Administering a preventative herd health protocol to calves will provide the opportunity to boost immunity before marketing and reduce the internal parasite burden. Feedlot closeout data reveals cattle entering the feedyard at heavier weights are less

likely to get sick and mortality rates are lower. Backgrounding calves for a few months allows them to develop a stronger immune system following the stress of weaning.

Assembling calves that are similar in frame, weight, and coat color to make larger marketing lots adds value. Multiple marketing studies demonstrate as the number of head sold in a lot increases, buyers tend to pay more than for calves sold as singles or small lots (<5 head). If you have ample forage, this may be an opportunity to purchase calves to match your weaned calves to background and put together larger lot sizes.

There are several feeding strategies that one can consider for backgrounding calves. The key is that the diets provide the cattle with their required nutrients for the targeted rates of gains. Work with a nutritionist to develop a feeding program that will meet the nutritional needs and keep feed costs low. A backgrounding program should add frame, muscling and little fat. Overly fleshy calves will be discounted at marketing time. Consider implanting calves to shift more nutrients to lean gain and promote efficiency. Daily gain targets will depend on frame and muscle scores as well as sex of the calves. Large-framed steers could be targeted at 2.7-2.8 pound per day gains while heifers would likely need to be 2.5-2.7. Medium framed calves should gain a bit slower to avoid getting them fleshy. Calves that are going to be held for a short feeding period can have higher daily gains than calves that are to be sold four to five months later. Feeding calves for 150 days at a rate of 2.8 pounds will result in excessively conditioned calves. Again, these are generalities and you need to evaluate the calves your feeding to determine the best target gain to avoid getting them over conditioned.

Often when backgrounding calves for short periods of time, 1-2 months, a diet will consist of 60-70% grain mix and 30-40% forage to provide the energy density needed to add weight and value to calves. As an example, a four-weight feeder calf may have a dry matter intake of 10-12 pounds per day. The grain mix offered daily would be 4-9 pounds and the balance forage. The level of grain will depend on the forage quality and targeted rate of gain. You can add weight to calves without grain allowing them to graze stockpiled forage or annual forages in the fall as well. The better quality the forages, the better the gains will be with most forages allowing 1-2 pounds per day without supplementation. Calves can also be managed on corn crop residues or stored hay with supplementation. The lower quality forage will not support high rates of gain, 0.5-0.7 lb/d, but these lower rates of gain can still be economical if the markets are trending upward. Be sure you are meeting the protein needs of the calves when grazing low quality forages and energy supplementation can be considered to increase daily gains.

Be sure to work through enterprise budgets and evaluate the profit potential. The value of gain and feed cost of gain needs to provide an opportunity to reach your profit targets. Consider your options for economic risk management as well to limit downside risk. Reach out to your county extension agent for more information on backgrounding beef cattle.

Online Mortality Composting Certification

By: [Amanda Douridas](#), Champaign County Ag and Natural Resources OSU Extension Educator (originally published in the [Ohio Farmer](#) on-line)

Source: <https://u.osu.edu/beef/2020/10/21/livestock-mortality-composting-certification-3/>

Composting livestock mortalities can be an efficient and inexpensive method of disposing of on-farm mortalities. Rendering facilities are becoming harder to come by and so are landfills that accept mortalities. Transportation costs are increasing as well. Composting offers a year-round alternative that may be more cost effective than other disposal methods. Once the compost cycle is complete, the finished product can be land applied to the farm's fields as a nutrient resource.

To start composting livestock mortalities, one must complete a certification course taught by OSU Extension. This course teaches producers how to properly compost mortalities. It covers topics like where to place the compost site, how large of an area is needed, how to manage a pile to compost completely and efficiently, and

the economics of composting mortalities compared to other disposal methods.

In the past, the only option for certification was to attend an in-person course that usually lasted around 2 hours. This worked well for the initial surge of participants when it was created over 20 years ago. But, now that many have become certified (over 4,400), the trainings are becoming more infrequent throughout the state. These courses are still available but are offered on an as needed basis, so producers may need to wait a few months before one is offered in the state, especially in light of the COVID-19 pandemic. Online Course: Due to the sporadic demand for this course, and the challenges for doing it in-person considering the pandemic environment, we have created an online course that Ohio farmers are able take when they have time and at a pace that is right for them. The same material is covered and a short quiz is used to test their understanding of the composting process.

To enroll in the online course, participants go to <http://campus.extension.org> and search "Mortality Composting." The course will come up with Amanda Douridas listed as the teacher and is found towards the bottom of the page. The course fee is \$17 and can be paid online at the time of enrollment.

Once enrolled, students can begin watching the lessons. There are 8 lessons that match the 8 chapters in the Mortality Composting manual. The total time needed to view all 8 lessons is 3 hours. The lessons can be view in one sitting or spread out over several days. Each lesson is a PowerPoint presentation with the presenter's voice recorded over it.

Once participants have viewed all of the lessons and feel comfortable with the material, they will be required to achieve an 80% score on the 25-question, multiple choice quiz. Participants have three opportunities to pass the quiz. A 24-hour window between attempts allows for ample time to review the materials. Questions are randomly chosen from a bank of 70 questions so some variation in each quiz attempt will occur. Upon passing the quiz, a certificate will be created with the student's name on it. This should be printed and kept for proof of successful completion.

The online mortality composting certification course is a convenient way for Ohio farmers to learn how to properly compost mortalities in an efficient, economical and sustainable way.

Dairy Excel- Mission Statements

By: Chris Zoller, Extension Educator, ANR, Tuscarawas County
Originally published in Farm & Dairy Newspaper

The Dairy Excel *15 Measures of Dairy Farm Competitiveness* bulletin was published by Ohio State University Extension to provide dairy farmers the ability to evaluate business competitiveness using financial and production information. Measure Twelve, Debt per Cow, is discussed in this article.



Multi-bin system with a concrete pad and wooden sides. (above)
Compost windrow system facilitates easy turning. (below)



A roofed bin with fencing to protect against scavenger. Source: Michigan State University

Competitive Level:

Management team members and employees agree on why they are in business.

Example:

“Our mission is to produce and market high-quality milk in sufficient quantity to provide a good standard of living for our family and our employees. The business should be profitable enough to provide above-average compensation for employees and long-term financial security for our families.”

Why a Mission Statement?

The mission statement is an important tool for all dairy farms. Farms that are able to clearly communicate who they are and what they stand for are often more successful than those that don't have a true understanding of their focus. One way to develop strong communication lines and a clear understanding of what the business does is through the process of writing a mission statement. It does not matter whether the farm business consists of two people or 50, all involved must have a clear understanding of what the business does and why they do it in order to move the business in the desired direction.

What is a Mission Statement?

A mission statement is a short and concise action plan based on things you do each day. It explains why you are in business and what you want to accomplish. Think of it as your elevator speech. Your mission statement provides direction to develop goals and future plans.

This statement is a reflection of the underlying values, goals, and purposes of the farm and of the management team. The mission statement must be communicated and remembered.

Steps in Developing a Mission Statement

When developing a mission statement, give attention to what is important to the business now and in the future. Start by thinking about the following questions:

- What is the basic reason for the dairy farm's existence?
- How does it serve the family and the community?
- Why is it unique?
- What are the farm's strengths? Conduct a Strengths, Weaknesses, Opportunities, Threats (SWOT) Analysis.

Think about the future of the farm business, family, standard of living, leisure time with family, duration of the farm business, passing the farm to the next generation, and retirement. Be sure to involve family members and employees in this process.

It is important that others involved in the farm operation have the opportunity to provide input. This will provide a more truthful statement of what the farm business does and what it values. This approach also provides for greater buy-in and acceptance by those involved in the business.

Second, think broadly and write down ideas as they come to you and do not limit or prioritize your ideas. Share your ideas with others involved in the farm.

Third, start thinking more specifically, maybe adding more notes, and begin to develop draft forms of the mission statement. Do not rush the process. Your mission statement can be written in paragraph or bulleted form. Either is fine. The important thing is that it be written and used. Finally, compile the notes and drafts to write the mission statement. Once the mission statement is completed, type it, frame it, and hang it in the office, milking parlor, employee break room, or another location where it can be viewed by managers, employees, family members, and others.

Summary

The value of a mission statement comes from its active use. Use it to guide the goal-setting process and when making decisions. Successful businesses are built on strong foundations. Taking the time to develop a mission statement will provide your farm business with the meaningful foundation it needs to be successful today and in the future. Over time, the mission statement may change as the business progresses. Periodically review your mission statement and make changes when appropriate.

Refer to the Dairy Excel *15 Measures of Dairy Farm Competitiveness* bulletin

(<https://dairy.osu.edu/sites/dairy/files/imce/2019%2015%20Measures%20of%20Dairy%20Farm%20Competitiveness%20Final%20%281%29.pdf>) for worksheets to assist you in the process of developing your Mission Statement.

Extension Talk

By: David L Marrison

For Publication on October 22, 2020- The Beacon

Hello Coshocton County! Fall is my favorite time of the year and I urge you to take time during the next few weekends to jump in your car and take a trip down some of our beautiful county and township roads to see harvest in action and to see all the beauty our county has to offer. Just be safe as we share the roadways with our farmers during harvest.

Our great weather has allowed farmers to get a good jump on soybean and corn harvest. But holding true to what usually happens as we move deeper into fall, it appears as we are moving toward cooler temperatures and a greater probability of rain over the next month. I hope the rain is minimal so our farmers can continue to operate at full steam ahead.

However, if a rainy day does pop up, I would encourage farmers to start planning for 2021 and to check into the latest coronavirus assistance program.

2021 Crop Budgets- Barry Ward from OSU Extension recently released his crop budget forecasts. Barry said to expect “more of the same” when it comes to input costs for corn, soybeans, and wheat in 2021. He expects some softening will occur with variable inputs such as fertilizer, fuel, and interest rates. He also shared that he expects land rentals to remain stable even though CAUV tax valuations should continue to decline. For any producer who has not received the 2021 budget estimates for corn, soybean, and wheat, they can be found at: <https://farmoffice.osu.edu/farm-mgt-tools/farm-budgets>. We would also be happy to mail you a copy. Just call the Coshocton County Extension office at 740-622-2265.

Ohio Farm Custom Rates- One of OSU Extension’s most popular bulletins has also been recently updated; this being the Ohio Farm Custom Rate Bulletin. This guide helps farmers and landowners alike as they negotiate the price to hire a farming task.

For instance, if my combine is giving me fits during this year’s harvest what could I expect a neighboring farmer to charge to harvest my corn or soybeans. A landowner may also wish to know the cost to hire a farmer to mow, rake, and bale their hay field. Other rates which can be found in the bulletin include the expected costs to brush-hog a pasture, spread lime and/or fertilizer, prepare soil, plant crops, harvest silage and much, much more.

The Ohio Farm Custom Rates can be accessed on our Extension website at <http://coshocton.osu.edu> or by calling our office at 740-622-2265.

Coronavirus Food Assistance Program #2 (CFAP-2)- The COVID pandemic has created disruption in many areas of agriculture. Instead of our usual market cycles, farmers saw prices move up and down in ways they could never imagine. To help farmers mitigate the impact of the coronavirus, the Coronavirus Food Assistance program (CFAP) was released in April. Just recently, the USDA announced additional assistance through a

second version of this program.

Nearly all agricultural commodities are eligible for CFAP-2 payments. For row crops, CFAP2 will make payments based on 2020 plantings. Farmers can receive assistance on their average production history at a payment level of up to 23 cents per bushel for corn, \$0.31 per bushel for soybeans, and \$0.39 for wheat. Alfalfa producers can receive \$15 per acre.

Livestock assistance is being provided based on the number of eligible animals in the herd between April 16 to August 31. Based on eligibility, producers can receive assistance of \$55, \$27, and \$23 per head for beef, sheep, and hogs respectfully.

There is also assistance for specialty livestock raised for food, fiber and fur and the payments are based on 2019 sales. This includes animals such as goats and rabbits. Dairy producers are also eligible for assistance with a payment rate of \$1.20 per hundred weight of milk for their milk production from April 1.

Eligible producers can sign up for CFAP through December 11. Complete details about the CFAP-2 program can be found at the Farm Service Agency's (FSA) website at: <https://www.farmers.gov/cfap>. The program is coordinated through our local FSA office and they can be reached at 740-622-8087. I cannot express how fortunate we are to have such a wonderful FSA office staff here in Coshocton County. They have a lot on their plates juggling all the federal farm programs. They are truly amazing.

Closing thought- In closing, I would like to share a quote from Dana Perino who stated "I get a choice every time I have to open my mouth: that it can be with civility and dignity and grace - or not." Have a good and safe day!

Check out
<http://go.osu.edu/coshocton-agnews>
for back issues of the Coshocton
County Agriculture & Natural
Resources Newsletter