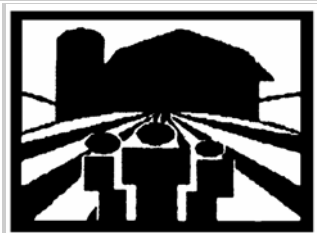


Virginia Cooperative Extension



Farm Business Management Update December 2005 – January 2006

To: Extension Unit Directors, Extension District Directors, Extension Program Directors, and Farm Management Agents, and ANR Specialists

Dear Co-Workers:

Farm Business Management Update is a joint effort of the Agricultural and Applied Economics faculty and the area farm management agents. Subject matter areas include timely information on farm management, marketing, tax management, finance, credit, labor, agricultural law, agri-business, estate planning, 4-H and economic education, natural resources, and CRD. Please use this information in your on-going Extension programs and circulate to all Extension staff. **Farm Business Management Update** is electronically accessible via the Virginia Cooperative Extension World Wide Web site (<http://www.ext.vt.edu/>). To see the articles listed in the reverse chronological order, select "News," then select "Farm Business Management Update" listed under the heading "Periodicals."

Gordon E. Groover
Extension Economist, Farm Management
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<u>Item</u>	<u>Page</u>
The Management Calendar	1
Brazil's Impact on Virginia Agriculture	2
Quicken 2006	4
Farm Business Transition Workshop Series to be Held in January	5
Virginia's Equine Industry Focus on Cash Hay Schools	6
Grass-Finished Livestock will be Focus of Forage and Grassland Conferences	8
New From REAP: In-Lieu Fee Programs under Section 404 of the Clean Water Act for Coal Mining: Analysis of Restoration Costs and Alternatives	9
Calendar of Events	10

The Management Calendar

By **Gordon Groover** (xgrover@vt.edu), Extension Economist, Farm Management, Department of Agricultural & Applied Economics, Virginia Tech

Selective information available that might be useful

- Many Extension agents get this question and many folks wonder, “What’s the value of US agricultural to the US?” The current issue of “Agricultural Income and Finance Outlook” published by the folks at Economic Research Service in USDA has an article that will help shed some light on this question. Look for the article title “Value Added to the U.S. Economy by America’s Agricultural Sector” at <http://usda.mannlib.cornell.edu/reports/erssor/economics/ais-bb/2005/ais83.pdf>
- Interested in a variety of information about Virginia agriculture from apples to watermelons? Get a copy of the *Virginia Agricultural Statistics Bulletin and Resource Directory Number 80*. The publication covers year 2004 and is published annually in September. You can download a copy by going to <http://www.nass.usda.gov/va/pg504.htm>. A hard copy can be obtained by contacting Virginia Agricultural Statistics Service (VASS) via telephone (804) 771-2493 or e-mail nass-va@nass.va.gov.
- Learning new skill is not just for the employee anymore - employers can improve their skills in management. Take a look at “Consider Becoming a Better Employer” by Chris Zoller, Extension Educator, ANR/CD, Tuscarawas County, Ohio. The article is posted at <http://ohioagmanager.osu.edu/news/index.php#3>.
- Want to get an estimate of farmers’ family living costs? Take a look at the article by Suzy Martin and Jennifer Rogers in the October 2005 issues of the “Economic and Policy Update” titled “Farm Family Living Costs.” The newsletter is published by the Agecon Department at the University of Kentucky and can be found at <http://www.uky.edu/Ag/AgEcon/pubs/bluesheet/october.pdf>

Farm business managers should consider putting the following activities on their management calendar for December-January.

- Before the end of the year (calendar tax year filers) follow up on end-of-year tax management strategies recommended by tax advisor. Additional information can be found in IRS publication 225 *Farmer’s Tax Guide* at <http://www.irs.gov/pub/irs-pdf/p225.pdf>. Hardcopies of *Farmer’s Tax Guide* can be obtained from your local extension office or many of your public libraries.
- Begin closing out the farm books by collecting information for the farm net worth statement. Around the first of the year when you need to walk off all that holiday food, take a notepad or the camcorder out for a walk around the farm. Record the number and approximate value of all the farm assets (cattle, tractors, machinery, buildings, inventories of grains and feedstuffs, chemicals, etc.) that can be organized on the asset side of the balance sheet. Be sure to save the notes or, better yet, place the recording in a safe location (safety deposit box or fireproof box) for possible insurance claims. Review your end-of-year bank statements or contact your lender for current listings for all personal and business liabilities.

- If you are using cash accounting methods for tax purposes (computerized business records or hand kept), you need to make sure your actual records match the deposit and check dates for all claimed income and expenses. A quick check of the records will help address any problems that might arise at tax time.
- Plan to get all tax records summarized and to your tax advisor by February 1, 2006, and check with your Virginia Cooperative Extension's farm business management agent on farm-related changes in state and federal taxes. A listing of Virginia tax credits can be found at the following site: <http://www.tax.virginia.gov/site.cfm?alias=TaxCredit>. Make sure that your tax advisor is aware of these credits.
- Using 2005 financial and production records, develop projected budgets, cash flow, and income statements for 2006. If you are using Quicken or QuickBooks use the automated feature to create a budget based on last year as a starting place to create a detailed budget to reflect your expected costs and returns for 2006.
- Depending on the type of farm, begin working on a marketing plan for 2006 by collecting information on prices and world market situations. Be sure to check with your local Farm Service Agency for changes in government programs and signup deadlines. Contact information for your local FSA office can be found at <http://offices.sc.egov.usda.gov/locator/app?state=us&agency=fsa>
- Keep up-to-date on release of economic, crop conditions and estimates, world agricultural situation and outlook, and many other USDA reports by looking at the USDA report calendar at <http://www.usda.gov/news/releases/rptcal/calindex.htm>.
- Check on crop insurance policies by visiting the Risk Management Agency website at <http://www.rma.usda.gov/> to find an agent and to view the multitude of policies that are available in your area.
- Closeout and summarize livestock and/or crop records for 2005, noting problems that must be addressed when making cropping, feeding, and breeding decisions during 2006. Compare 2005 records to previous years looking for strengths and weakness.
- Review 2005's crop, hay, and livestock records for labor problems, bottlenecks, and down times. Include all employees in spotting and planning to correct labor bottlenecks. Draw up a labor flow chart listing estimated times and identify employees who will be responsible for major tasks.
- Schedule regular meeting with all workers and family members to discuss work activities as you gear up for the spring push. Make sure all workers feel free to suggest ways to improve efficiency.

Brazil's Impact on Virginia Agriculture

By Tom Stanley (stanleyt@vt.edu), Extension Agent, Farm Business Management, Northwest District

This article is inspired by an article that recently appeared in *The Economist* (November 5, featuring "Special Report: Brazilian Agriculture, the harnessing of nature's bounty).

Brazil is the world's largest exporter of beef, coffee, orange juice and sugar, and it is closing fast on the leaders in soybeans, poultry, and pork. Unlike its competitors, Brazil is not running out of land.

Agriculture occupies 60 million hectares (148 million acres) now; it could stretch out another 90 million hectares (222 million acres!) without touching the Amazon rainforest . . . Parts of Brazil have a climate and water resources that make it the equivalent of a vast open-air greenhouse with tremendous capabilities for producing high value fruit and vegetable crops. At the same time, Brazil's west central plains make it the world's lowest cost producer of soybeans and highly competitive in corn and other feed grains.

Brazil is an emerging agricultural superpower that will exert a growing influence on Virginia agriculture in the years ahead. *The Economist* identifies three things that will impact the rate at which Brazil's share of world markets will grow: the policies of the Brazilian government, the development of transportation and marketing infrastructure within Brazil, and international trade barriers that impact Brazilian agriculture exports.

In recent year's Brazilian policy has helped agriculture but Brazil still has many attributes of a third world economy. Brazil convulsed its way toward economic and social stability through the twentieth century with the 80's and 90's seeing significant economic development. Still, just 10% of the country's roads are paved, and there are no navigable rivers in the west central part of Brazil where much of the potentially arable land is located.

International agribusiness firms such as Cargill and Archer Daniels Midland have helped in the marketing of grains, and European conglomerates are involved in the distribution of dairy products. Brazilian agribusiness firms have grown significantly in recent years particularly in the poultry and beef sectors. Yet, weak law enforcement, poor market oversight institutions, and unreliable contract compliance constitute the biggest internal challenges Brazil faces according to *The Economist*.

Incidentally, Brazil's cattle industry has recently suffered an outbreak of Foot and Mouth disease (FMD). Brazil has struggled to eradicate FMD and has elected to vaccinate animals rather than destroy animals suspected of exposure on farms and ranches.

External to Brazil are the challenges posed by barriers to trade and countries that subsidize their own agricultural production. The pulling-down of impediments to trade will help Brazil export more of its agricultural bounty. Trade barriers such as tariffs and import quotas will not quell Brazil's natural advantage in producing food. The growing prosperity of countries like China and India represents a vast reservoir of potential consumers. As the buying power of these consumers increases, market forces will exert a powerful pull for Brazilian agricultural products. What does this mean for the Virginia? In the past, Brazilian soybeans entering the U.S. through Norfolk effectively lowered the cost of feeding Virginia poultry and swine. Now, Brazil is quickly emerging as a serious competitor for international customers that buy U.S. (i.e. Virginia) poultry and pork. Trade barriers may protect certain sectors of U.S. agriculture, but these barriers will hinder our ability to sell our products to the foreign customers courted by Brazil. Brazil's growing position as "The" low-cost producer means that savvy marketing and attention to quality will be more important for Virginia agricultural products. Producers of undifferentiated bulk commodities may have difficulty competing with imports from Brazil.

High quality, source verified beef cattle, fluid milk, and fresh vegetables all may find advantage over anything that Brazil could offer East Coast U.S. consumers. The face of the Virginia agriculture is rapidly changing. The market-savvy farmer who can control costs and effectively market a high quality product still has the potential to prosper in the years ahead.

Quicken 2006

**By Lori J. Shipman, Extension Associate, and Damona Doye, Extension Economist,
Oklahoma State University**

The Quicken 2006 editions are on the market. Quicken 2006 comes in four versions: Deluxe (which we use for our tutorials), Premier, Premier Home and Business, and Quicken for Mac. Quicken Deluxe has the basic financial record and report features plus investment tracking suitable for most users. Quicken Premier adds some online and investment features that are beneficial to people who invest and track investments closely. Quicken Premier Home and Business adds features such as invoicing for accounts payable that small businesses may find helpful. Both Premier versions have extended tax reporting features. These three versions are Pentium 200 or Pentium II 300 pc compatible. System requirements necessary for them to function appropriately include

- Windows versions 98, 2000, Me, or XP and at least 32 MG or better Random Access Memory (RAM).
- Hard disk space of 100 MB for Quicken and 45 MB for Internet Explorer 6.0 if not already installed.
- SVGA monitor with 256 colors; double speed or higher CD-ROM drive. For Internet use, a 14.4 Kbps modem or higher is recommended. Check your system to make sure it can handle the software before purchasing. Mac users can check the system requirements at the Quicken website: www.quicken.com.

Here is what is new for Quicken 2006:

- The user can attach a check image, receipt/bill image, or other attachments to a transaction. The new paperclip button in the register view also acts as a quick link for adding a flag or note. Likewise, you can add an account statement image to an account overview.
- Increase the register view to full screen by pressing F11. The screen is less cluttered and the register is larger.
- Mini-report buttons for payees and categories give quick insight into your spending or allow you to check bill payments from the register.

Quicken Support Sunsets for Some Earlier Versions

As Quicken upgrades come along more attention is focused on newer versions. Quicken 2002 and earlier versions of Quicken are part of the support sunset over the past year.

These versions remain functional on some levels; however, online features are disabled. Online features include bill payment, downloading stock and financial information from financial institutions and Quicken. Additionally, live customer support is no longer available.

Depending on your use of Quicken, you may want to look at an upgrade.

- The Reports menu is revised. There are new options within the reports such as the ability to find/replace transactions or go to the category list from the report window. You can export the report in PDF format, which may be useful if you want to e-mail a report to a lender or business partner. You can also export reports to an Excel-compatible format.
- Six new reports are available for tracking spending trends.
- A new star button in the transaction register links to Zipingo, a business rating program. Enter a review or check what others have to say about businesses you frequent. Internet connection required.
- The QIF format for import is being phased out so cash, savings, and credit card accounts cannot accept imported data in this format. This change mostly affects online features.

Evaluate carefully whether you need to upgrade. If you intend to upgrade, check to make sure you have the proper system requirements to operate the software.

Farm Business Transition Workshop Series to be Held in January

By [Keith Dickinson](mailto:Keith.Dickinson@vt.edu), (Keith.Dickinson@vt.edu), Extension Agent, Farm Business Management, Northern District

One of the most challenging issues facing today's farm owners is the successful transition of the farming operation from one generation to the next. Concerns such as estate planning, business structure, retirement income planning, planning for long term care, and interpersonal relationships of family members all impact the farm transition process. It is estimated that over 70 percent of the farm land in Virginia will change ownership during the next 10 years. Without careful planning, farm businesses will not survive these ownership transitions.

In order to help farm business owners realize and attain their farm business transition goals, Virginia Cooperative Extension has planned a five-part workshop series on this subject. The workshop series will be held in two locations in the Northern Piedmont region of Virginia: in Culpeper at the Depot and in Louisa at the Louisa County Extension Office. The series in Culpeper will be held 10am to 2pm, and the Louisa series will be held 5pm to 9pm. Each series will be held on five consecutive Mondays, beginning January 9, 2006, continuing through February 6. A meal will be served at each workshop session. A fee will be charged to help cover workshop costs.

Participants in this program will receive a Farm Transition Guidebook, which will contain reference materials for guiding families through the process of farm business transition. At the completion of this workshop series, participants will have the tools that they need to prepare a written farm business transition plan. Throughout the series, participants will receive guidance as they begin the process of developing all aspects of their farm transition plan.

Pre-registration for this workshop series is required. For more information and to obtain registration materials, please contact Keith Dickinson, Extension Agent, Farm Business Management, in the Culpeper County Extension Office at (540) 727-3435, ext. 342, or by email at Keith.Dickinson@vt.edu. Registration materials are also available by contacting the Virginia Cooperative Extension Offices in Culpeper and Louisa.

Details

Event Title: “Planning the Future of the Farm Business” farm transition management workshop series

Location(s): The Depot, Culpeper, Virginia and Louisa County Extension Office, Louisa, Virginia

Date(s): January 9, 16, 23, 30, and February 6, 2006

Time: Culpeper: 10am – 2pm; Louisa: 5pm – 9pm

Contact: Keith Dickinson, Extension Agent, Farm Business Management, Culpeper County Extension Office, (540) 727-3435, Keith.Dickinson@vt.edu

Virginia’s Equine Industry Focus of Cash Hay Schools

By [Lori Greiner \(lgreiner@vt.edu\)](mailto:lgreiner@vt.edu), Communications Manager of University Relations, and Casey Marsteller, College of Agriculture and Life Sciences, Virginia Tech

“Producing Cash Hay for Virginia’s Equine Industry” is the theme of this year’s winter forage conferences to be held in February and sponsored by Virginia Cooperative Extension and the Virginia Forage and Grassland Council.

Nationally recognized speakers will help attendees learn about the equine hay market and gain information about hay production and marketing fundamentals that will help to reduce the risk associated with transitioning to an alternative crop and marketing system. The workshop will focus on all aspects of producing high-quality hay. The conferences will be held Feb. 7 at the Armory in Chatham, Feb. 8 at the Southern Piedmont Agricultural Research and Extension Center in Blackstone, and Feb. 9 at Tidewater Agricultural Research and Extension Center in Suffolk. Registration for each session will begin at 8:00 a.m. and end at 3:30 p.m.

As one of the fastest growing segments of Virginia agriculture, the equine industry and its impact will be heavily discussed at this year’s conferences. Each year, Virginia’s horses consume more than 500,000 tons of hay valued at approximately \$100 million; much of it imported from other states. Speakers will address establishing forages, fertility and pest management, cutting and curing management, machinery management and costs, marketing, and hay transportation on public roads.

Chris Teutsch, Extension forage specialist at the Southern Piedmont Agricultural Research and Extension Center, will share the ins and outs of establishing forages in the southeastern and Southside counties. Teutsch says that forage establishment is the first step in a successful horse hay business, realizing payback from inputs, such as lime and fertilizer, depends on having a strong forage stand.

Wade Thomason, Extension grain specialist, will discuss how to establish a fertility program for high-producing forages. According to Thomason, not replacing the large amounts of nutrients removed by hay will lead to reduced yield, vigor, and persistence in even the best forage stands.

Mike Galbraith, who is a forage quality/preservation specialist with Cargill Animal Nutrition and also serves on the board of directors of the American Forage and Grassland Council, will discuss factors that affect curing time and what hay producers can do to minimize the time between mowing and baling. He says that getting a forage crop cut, cured, and into a bale before it rains can make the difference between producing horse-quality and cow-quality hay.

Scott Hagood, Extension weed specialist, who brings years of experience working in weed management in Virginia, will discuss weed control strategies for high-value forage crops destined for the horse-hay market. He will share Virginia Tech research that demonstrates the significant effects that certain weeds have on forage production and on utilization. “Where hay composition is a primary concern, for example for horse owners, weeds also have a major impact on price,” says Hagood.

Bobby Grisso, an Extension agricultural engineer at Virginia Tech, will discuss what farmers need to know about mechanizing hay harvesting, handling, and transportation. He will also pose the question, what systems are in place to mechanize handling of small rectangular bales without using lots of labor?

Gordon Groover, an Extension economist at Virginia Tech and educational advisor to the Virginia Forage and Grassland Council, will discuss the costs of making and storing hay, and what the trade-offs are between mechanized hay handling and hired labor.

Tom Keene, a hay marketing specialist from the University of Kentucky, past president of the American Forage and Grassland Council, and former hay broker, will share his years of experience working as a hay broker in Lexington, Kentucky’s high-end equine market. Keene says that making high-quality hay is only half the work, getting that hay out of your barn and in the hands of horse owners or hay brokers is the other half. He will discuss how to establish a marketing plan and the characteristics that horse owners want to see in the hay they purchase.

This conference has received significant support from the U.S. Department of Agriculture’s Risk Management Agency. The early registration cost is \$5 for Virginia Forage and Grassland Council members and \$30 for nonmembers. The deadline for early registration is January 27. After January 27, the registration cost will be \$15 for members and \$40 for nonmembers. The registration fee for nonmembers includes a one-year membership in the Virginia Forage and Grassland Council and the American Forage and Grassland Council and subscriptions to the Virginia Forager Newspaper, the Forage Leader Magazine, and the monthly e-mail publication, Forage Progress.

For additional information, contact Chris Teutsch at cteutsch@vt.edu or (434) 292-5331, extension 234.

Grass-Finished Livestock will be Focus of Forage and Grassland Conferences
By [Lori Greiner \(lgreiner@vt.edu\)](mailto:lgreiner@vt.edu), Communications Manager of University Relations, and
Casey Marsteller, College of Agriculture and Life Sciences, Virginia Tech

Blacksburg, Virginia, December 12, 2005 -- “From the Farm Gate to the Dinner Plate” is the theme for two conferences to be held in January for livestock and forage producers and sponsored by Virginia Cooperative Extension and Virginia Forage and Grassland Council.

Nationally recognized speakers will help producers learn about how to utilize forage systems to grass finish animals. The conferences will be held January 25 at the Reva Fire Department (just west of Culpeper) and January 26 at Ever’s Restaurant in Harrisonburg. Registration for both conferences will begin at 8:30 a.m. and end at 3:00 p.m.

Ted Gentry, guitarist with “Alabama,” will share many aspects of his farming operation during the conference. Gentry has returned home to his small cotton farm in Northeast Alabama, where he is currently working on sustainability in his operation. In attempts to create maximum profitability per acre, Gentry instituted a planned cross breeding system to form a composite breed, “South Poll,” for his grass-based cattle operation. He does direct marketing through his own meat company, Burt’s Beef, and to retail stores. Currently, Gentry is working to tie together genetics, management, and public education in the grass-fed industry.

Richard Watson, assistant professor of agronomy at Mississippi State University, will share information on forage development and management systems to meet the demands for pasture-finished beef. He will also discuss the critical issues producers must address in developing a forage management plan to make efficient use of pastures and meet consumers’ preferences.

Sustainable Genetics, LLC co-founder Bill Hodge will speak about what genetics considerations are important for the grass-finished producers and how matching the right grass with the right cattle genetics can deliver a product consumers want. For the past 20 years, he has served in the University of Georgia Cooperative Extension Service, the last five of which have been in Carroll County, Georgia. He is vice president of the Carroll County Chamber of Commerce and the chairman of the chamber’s Agri-Business Committee.

Susan Duckett, associate professor in animal and dairy science at Clemson University, will share what she has learned about forage-finished beef, including consumer preferences, quality, and palatability. Duckett has been working with Virginia Tech, University of Georgia, and West Virginia University researchers in developing innovative concepts and practices to enhance the efficiency, profitability, and sustainability of grass-fed beef production systems in Appalachia. Early registration is \$25 for Virginia Forage and Grassland Council members and \$50 for nonmembers. The deadline for early registration is January 17. After January 17, registration will be \$40 for members and \$65 for non-members. The non-member registration fee includes a one-year membership to the Virginia Forage and Grassland Council and the American Forage and Grassland Council and subscriptions to the Virginia Forager Newspaper, the Forage Leader Magazine, and the monthly e-mail publication Forage Progress.

For additional information, contact Dean Gall at dgall@dcrr.state.va.us or (540) 643-2592 or David Fiske at dafiske@vt.edu or (540) 377-2255.

New from REAP: In-Lieu Fee Programs under Section 404 of the Clean Water Act for Coal Mining: Analysis of Restoration Costs and Alternatives
by John Bonham and Kurt Stephenson (kurts@vt.edu), Associate Professor, Resource and Environmental Economics, Department of Agricultural & Applied Economics, Virginia Tech

This REAP report describes the costs of meeting compensatory mitigation requirements for stream impacts under Section 404 of the Clean Water Act (Section 404). Section 404 requires that permits be obtained by parties discharging dredge or fill materials into waterways. As part of the permitting program to discharge dredge or fill into waterways, permit recipients (permittee) are required to perform compensatory mitigation to offset ecological services lost due to such fill activities. Compensatory mitigation occurs via activities designed to restore ecological services in stream channels either on the site of the disturbance itself or at an off-site location. The regulatory objective of Section 404 programs is to ensure that improvements in aquatic resources from compensatory mitigation offset the degradation in aquatic resources from the impacted areas.

Several of the Corps districts have, or are developing, in-lieu fee programs to secure off-site compensatory mitigation under NWP21. In these programs, permittee make payments to an approved mitigation sponsor in-lieu of implementing their own mitigation on-site. The sponsor, typically a government agency or a nonprofit organization, takes on the permittee's mitigation responsibility and then uses the collected fees to identify, construct, and maintain compensatory mitigation projects. In principle, in-lieu fee programs set the per unit fees for stream mitigation by estimating their cost of stream restoration and enhancement projects. This fee, typically expressed as dollars per linear foot, is then multiplied by the amount of stream mitigation (feet of stream) that a permittee is required to restore or enhance.

Based on preliminary evidence, in-lieu fee programs exhibit a mixed potential to deliver low cost compensatory mitigation back to permit applicants. In-lieu fee programs have limited incentives for program administrators to transfer any cost-savings incurred back the permittees. In-lieu fee programs also are not operated in ways that encourage active management of ecological risks that lower permittee costs. On the other hand, compared to many compensatory mitigation alternatives, in-lieu fee programs face relatively low regulatory approval costs, and these lower costs may be reflected in the need to charge higher fees.

The publication can be found at www.reap.vt.edu. Go to publications, REAP Reports.

Calendar of Events

January

- 9, 16, 23, 30, & Feb 6 Planning the Future of the Farm Business” farm transition management workshop series. 5:00 p.m. to 9:00 p.m. at The Depot, Culpeper, Virginia. Contact Keith Dickinson at Keith.Dickinson@vt.edu or by phone at (540) 727-3435.
- 9, 16, 23, 30, & Feb 6 Planning the Future of the Farm Business” farm transition management workshop series. 10:00 a.m. to 2:00 p.m. at the Louisa County Extension Office, Louisa, Virginia. Contact Keith Dickinson at Keith.Dickinson@vt.edu or by phone at (540) 727-3435.
- 25-27 Virginia Grown Conference and Trade Show. Holiday Inn Select Koger South Conference Center; Richmond, Virginia. Contact Virginia Grown Conference Assoc. at 540-667-9101 or visit the web site for details at <http://www.vfdma.org/vagrown.html>.
- 25 From the Farm Gate to the Dinner Plate. Virginia Forage Grassland Council’s winter workshop at the Reva Fire Department (just west of the town of Culpeper). Registration begins at 8:30 a.m.; the program will end at 3:00 p.m. Contact Dean Gall at dgall@dcrr.state.va.us or by phone at (540) 643-2592, or contact David Fiske at dafiske@vt.edu or by phone at (540) 377-2255.
- 26 From the Farm Gate to the Dinner Plate. Virginia Forage Grassland Council’s winter workshop at Ever’s Restaurant, south of Harrisonburg, Virginia. Registration begins at 8:30 a.m.; the program will end at 3:00 p.m. Contact Dean Gall at dgall@dcrr.state.va.us or by phone at (540) 643-2592, or contact David Fiske at dafiske@vt.edu or by phone at (540) 377-2255.

February

- 7 Producing Cash Hay for Virginia’s Equine Industry. Virginia Forage Grassland Council’s winter workshop will be held at the Armory in Chatham, Virginia. Registration begins at 8:00 a.m. and the program will end at 3:30 p.m. Contact Chris Teutsch at cteutsch@vt.edu or by phone at (434) 292-5331, Extension 234.
- 8 Producing Cash Hay for Virginia’s Equine Industry. Virginia Forage Grassland Council’s winter workshop will be held at the Southern Piedmont Research Station in Blackstone, Virginia. Registration begins at 8:00 a.m. and the program will end at 3:30 p.m. Contact Chris Teutsch at cteutsch@vt.edu or by phone at (434) 292-5331, Extension 234.
- 9 Producing Cash Hay for Virginia’s Equine Industry. Virginia Forage Grassland Council’s winter workshop will be held at the Tidewater Research Station in Suffolk, Virginia. Registration begins at 8:00 a.m. and the program will end at 3:30 p.m. Contact Chris Teutsch at cteutsch@vt.edu or by phone at (434) 292-5331, Extension 234.

April

- 6-7 National Extension Women in Agriculture Education Conference. Sheraton Westport Hotels; St. Louis, Missouri. Contact Laurie G. Wolinski at lgw@UDel.edu or by phone at (302) 831-2538.