

# 2019 Montgomery County Extension Agriculture & Natural Resources (ANR) and Community Economic Development (CED) Newsletter

## **Your ANR and CED Extension Team:**

Rusty Evans, UT Extension Agent: Priority Programs include: 4-H Youth Development & Agriculture and Natural Resources; Forest Landowners, Row Crop Producers, Tobacco Farmers and others.

[jevans1@utk.edu](mailto:jevans1@utk.edu)

Rebekah Norman, UT Extension Agent and County Director: Priority Programs include Forages, Small Ruminants, Horses, and Cattle. [renorman@utk.edu](mailto:renorman@utk.edu)

Karla Kean, TSU Cooperative Extension Agent: Priority Programs include Agriculture and Natural Resources-Horticulture and Small Farms (Commercial and Consumer Horticulture including the Master Gardener Program) [kkean@utk.edu](mailto:kkean@utk.edu) or [kkean1@tnstate.edu](mailto:kkean1@tnstate.edu)

Xiurui "Iris" Cui, UT Extension Area Farm MANAGE Specialist I: [xcui10@utk.edu](mailto:xcui10@utk.edu); Priority Programs include Agriculture and Natural Resources, MANAGE; Provides farmers and other small producers with tools and materials to: develop a business and marketing plan, provide up to date crop comments, outlooks and budgets.

These team members, as well as other Extension staff can be reached at:  
Montgomery County Extension office, 1030 Cumberland Heights Road, Ste. A Clarksville TN 37040.  
Phone: 931-648-5725

## **Beginning Farmer Outreach Program Offers Scholarships**

As part of our UT-TSU Beginning Farmer Outreach Program, we are pleased to offer scholarships to attend the Pick TN Conference in Franklin TN. The scholarship will reimburse you a maximum of \$500 to offset the costs of attending the conference. You must register & make your own travel arrangements and then you turn in receipts for reimbursement. Applications are due by February 1st, 2019.

Scholarship application and policy form may be requested by contacting Karla Kean or Iris Cui at the Montgomery County Extension office [kkean@utk.edu](mailto:kkean@utk.edu) or [xcui10@utk.edu](mailto:xcui10@utk.edu)

Pick TN Conference Information: <https://picktnconference.com>

This opportunity is part of UT-TSU Beginning Farmer Outreach Program and funded by the National Institute of Food and Agriculture, U.S. Department of Agriculture, under Award Numbers 2017-70017-26859 & Award 2016-70017-25573

## **Slow Your Roll Phase II: Establish Your Farm Business**

Through the Tennessee Beginning Farmers Outreach Program, this workshop series includes 8 sessions, and will be held on the 1st Friday of each month from March to October 2019, 12 p.m.-1 p.m. unless field trips are scheduled. Cost is \$15 per session, or \$80 for the entire program, lunch is provided. Participants will pay at the door. Karla Kean and Iris Cui will speak and facilitate the program. This program is farm management focused combining with production education. It is an advanced program following the 2018 Slow Your Roll to help beginning farmers who are ready to take off and introduce the steps to establish their farm business. Highlight of this program include one session on the topic of

'Setting up a Legal Hemp Business'. You must pre-register by contacting the Montgomery County Extension office at 931-648-5725.

#### **Webinar Series: 7 Habits for Effective Farmers**

Hosting with the Center for Profitable Agriculture, this webinar series include seven sessions introducing the 7 Habits of Effective Farm Management. Dates and Times: 1ST Wednesday of each month from May 2019 to November 2019; 11 a.m. -12 p.m. CST; 12 p.m.-1 p.m. EST; May 1; June 5; July 7; August 7; September 4; October 2; November 6. Topics in the following order: Business Planning and Recordkeeping, Budgeting, Evaluating Financial Health, Risk Management, Goal Setting and Marketing, Farm Safety and Stress Management, Succession Planning. Free to attend. Pre-register or find more information by contacting Iris Cui at the Montgomery Extension office or email [xcui10@utk.edu](mailto:xcui10@utk.edu).

#### **Rutherford County Hops & Hemp Informational Meeting**

January 29th, 2019, 8:30 a.m. - 4:00 p.m.

Rutherford County UT AG Extension Community Center, 315 John Rice Blvd., Murfreesboro, TN

CONTACT: Rachel Painter, Extension Agent, [reather1@utk.edu](mailto:reather1@utk.edu) 615-898-7710

#### **Decatur County - Hemp Production Informational Meeting**

January 30th, 2019, 10:00 a.m. - 12:00 p.m.

Decatur County Bank Community Room. 33 West Main St., Decaturville, TN 38329

CONTACT: Dustyn Watson, ANR/4-H Agent, UT Extension, [dushwats@tennessee.edu](mailto:dushwats@tennessee.edu) 731-852-2831

#### **Seventh Annual Middle TN Growers Gathering**

Monday, February 4, 2019 from 9:00 a.m. - 1:00 p.m. Sylvia Ganier of Green Door Gourmet Farm has again offered to graciously host us at 7011 River Road Pike, Nashville, TN 37209 (one mile off Charlotte Pike), (615) 942-8079, [info@greendoorgourmet.com](mailto:info@greendoorgourmet.com). Details on the agenda, speakers, and meal (with vegetarian options) are forthcoming. After feeding over 90 farm enthusiasts last year, we will again suggest a small donation (\$5.00 "cash only" to help offset our meal expenses.) We will guarantee the yummy meal will offer a meat entree, a vegetarian entree, and sustainable vegetables.

<http://www.midtngrowers.com/>

Please RSVP to John Patrick [john@foggyhollowfarm.net](mailto:john@foggyhollowfarm.net) by February 1

#### **Women in Agriculture Workshop TBA (April 2019)**

Contact: Arvazena (Zena) Clardy Ph.D.; Associate Professor of Horticulture, Tennessee State University

Phone: 615-963-4887; [aclardy@tnstate.edu](mailto:aclardy@tnstate.edu)

#### **TSU Montgomery County Outreach & Assistance Workshop: TBA (May 2019)**

Contact: Karla Kean, UT-TSU Extension Montgomery County: [kkean@utk.edu](mailto:kkean@utk.edu) or 931-648-5725

#### **Kentucky State University Industrial Hemp Conference: TBA (June 2019)**

Contact: Karla Kean, UT-TSU Extension Montgomery County: [kkean@utk.edu](mailto:kkean@utk.edu) or 931-648-5725 or

Austin D. Wright, Kentucky State University; Office: (270) 886-6328, Cell: 270-498-8262,

[austin.wright@kysu.edu](mailto:austin.wright@kysu.edu)

#### **2019 Montgomery County Master Gardener Program**

The Montgomery County Extension Office will be accepting applications for the fall Master Gardener course from June 1 through August 12, 2019. All classes will be held at the Montgomery County Extension office on Tuesday evenings from 6:00 p.m.– 9:00 p.m. beginning August 20th and ending

November 12th. The fee for the class is \$125.00 or \$150.00 for couples. Couples get one book! Contact: Karla Kean, UT-TSU Extension Montgomery County: [kkean@utk.edu](mailto:kkean@utk.edu) or 931-648-5725  
Interest form: <https://extension.tennessee.edu/Montgomery/SiteAssets/Pages/Ag-Forms-and-Publications/2019%20MG%20Interest%20Form.pdf>

### **THE SOUTHERN HEMP EXPO- September 6-7th, 2019**

The Fairgrounds, Nashville, TN <https://southernhempepo.com>

### **USDA-EQUIP PROGRAM DEADLINE:**

The local USDA NRCS office has asked us to remind you that the Environmental Quality Incentives program sign-up period will close on January 18 for priority evaluation. Applications for EQUIP are accepted year round but you must apply by January 18 to be on the priority list. For more information please contact the Clarksville Field Office at 2543 Madison St., 931-368-0252 ext. 3.

### **Dicamba Training and Row Crops Meeting in Clarksville**

These activities will take place on January 28 at the Montgomery County Extension Office at 1030 Cumberland Heights Rd., Clarksville, 37040. We have scheduled the Dicamba training session for anyone that applies Dicamba on Row Crops beginning at 4:30 p.m. and the cost will be \$25.00 per person and the training will last a little over an hour. Following this training we will have a meal sponsored by some local Agri-businesses and following the meal we will have our Row Crops meeting with Dr. Aaron Smith, UT Crop Economist with a Marketing Update and Dr. Virginia Sykes Coordinator of the UT Row Crop Variety Testing program with a Variety Update. Janet Coleman from NRCS and Iris Cui, Area Farm Management Specialist will have some comments also on current programs. Please call the Montgomery County Extension Office at 931-648-5725 by Wednesday, January 23 to reserve your meal for this meeting.

### **Western Rim Tobacco Training in Dover**

The Western Rim Tobacco Training will be held in Stewart County hosted by the UT Stewart County Extension office on January 23 at the Stewart County Visitors Center at 117 Visitors Center Lane in Dover. They have GAP training at 9:00 a.m. followed by a Tobacco Update at 10:30 a.m. with a sponsored lunch at noon and the Dicamba Stewardship Training at 12:30 p.m. If you would like to attend this meeting please RSVP to [jgriffy1@utk.edu](mailto:jgriffy1@utk.edu) or call 931-232-5682.

### **Tennessee-Kentucky Tobacco Expo in Springfield**

The Annual Tennessee-Kentucky Tobacco Expo is scheduled for Tuesday, February 5, 2019 from 8:00 a.m.-1:30 p.m. at the Robertson County Fairgrounds Community Building, 4635 Hwy 41 North, Springfield, Tenn. 37172. A trade show will be held along with seminars that include: Tobacco Production and Industry Updates with Dr. Andy Bailey and Dr. Eric Walker, and the GAP training with Amy Roches and her staff. A sponsored lunch will be served at 12:15 p.m. for all in attendance. Commercial Pesticide Points in Categories 1, 10, and 12 will be offered and CCA points have been applied for.

### **Kentucky—Tennessee Grain Day in Russellville, KY**

The Kentucky Tennessee Grain Day will be held on February 8 at the Logan County Extension Office at 255 John Paul Ave., Russellville, KY 42276 with registration and a sponsored breakfast from 7:30 a.m.-8:10 a.m. There will be five sessions from 8:10 – 1:30 p.m. with Dr. Aaron Smith, UT Extension Crop Economist with a Grain Market Update, Dr. Edwin Ritchey, UK Extension Soil Specialist with 2019 Fertilizer Considerations, Dr. Carl Bradley, UK Extension Pathologist, with a Soybean and Wheat Disease

Update, Tennessee and Kentucky Transportation Regulations with KY. State Police Officer Morris and Lieutenant Chaney of the Tenn. Highway Patrol. Our Lunchtime keynote Speaker will be RFDTV Corn Warrior Dan Leupkes and he will be sharing Production Insights for High Yield Corn. A trade show with Industry personnel will also be set up and a sponsored lunch will be provided. CCA and KY and TN Commercial pesticide CEU's and points have been applied for.

### **Montgomery County Tobacco Update and GAP Training meeting in Clarksville**

The Montgomery County Tobacco Update and GAP training will be held at the Montgomery County UT Extension office at 1030 Cumberland Heights Rd., Clarksville, 37040 on February 25 with a GAP training beginning at 5:00 p.m. followed by a sponsored supper at 6:30 p.m. and following that we will continue with a Burley and Dark Tobacco update presented by Dr. Andy Bailey and Dr. Eric Walker, UT and UK Tobacco Specialists. Please call 931-648-5725 to reserve your meal.

### **Advanced Master Beef Classes held in Clarksville**

January 29-March 12, 2019 will be the dates of Advanced Master Beef Production meeting series which can provide complete Advanced Master Beef Producer credit. Six sessions will be held which include: Genetics Update, Final Product- A Butcher's Perspective, The Nutrition/Reproduction Interaction, Beef Industry Segments-Grassfed, Conventional, Natural, / What does it mean?, and Beef Quality Assurance training on February 26, Herd Health/ Calving Demonstration, Increasing Profits by Good Forage Production. Registration is due by January 25. Cost is \$175. Please call the UT-TSU Montgomery County Extension Office to receive an application and more details at 931-648-5725. Sessions will be held at the UT-TSU Montgomery County Extension.

### **Breakfast with a Specialist on February 27 in Clarksville**

Dr. Neil Rhodes, UT Pasture Herbicide and Weed Specialist will share the latest weed control recommendations as well as discuss identification of the most common weeds in our area. Breakfast will be provided and sign-up information will be coming in early February. This activity will be held in the Montgomery County Office.

### **Informative Links:**

University of Tennessee Extension Webpage: <https://extension.tennessee.edu/pages/default.aspx>

On the opening page, click on "AG, Natural Resources & Community Economic Development" then, click on the appropriate tab to find publications and information on farming and gardening!

Montgomery County Extension Website:

<https://extension.tennessee.edu/montgomery/Pages/default.aspx>

Tennessee Department of Agriculture-Hemp Industry Site:

<https://www.tn.gov/agriculture/farms/hemp-industry.html>

Programs in agriculture and natural resources, 4-H youth development, family and consumer sciences, and resource development.  
University of Tennessee Institute of Agriculture, U.S. Department of Agriculture and county governments cooperating.  
UT Extension provides equal opportunities in programs and employment.

# Farmers, Are You Ready for 2019?

## IT'S TIME FOR STRATEGY PLANNING!

If you haven't done it already, it's the time to think ahead about the goals you want to accomplish in 2019.

### Forecast Revenue and Costs

**Update your Enterprise Budget.** A thorough budget includes an analysis of revenue items and different costs that helps you keep track of money flowing in and out of your operation. It reveals what you are earning and spending, and it's the basis of a new year's marketing plan.

#### 2019 Beef Gauge



An exciting program starts in 2019.

MANAGE specialists will benchmark

Tennessee cow-calf

producers' farm income and costs of production. Compare your income and expense to other beef operations in Tennessee.

#### Row Crop Profitability Matrix

A marketing tool used in conjunction with the Field Crop Budgets to help producers determine profitable yield and price combinations. Come to the extension office to get your own marketing worksheet.

**Corn - Net Return Table (\$/acre)**

		Yield (bu/acre)										
		100	110	120	130	140	150	160	170	180	190	200
Price (\$/bu)	2.00	(256)	(234)	(214)	(194)	(174)	(154)	(134)	(114)	(94)	(74)	(54)
	2.25	(229)	(206)	(184)	(163)	(143)	(123)	(103)	(83)	(63)	(43)	(23)
	2.50	(204)	(179)	(154)	(129)	(104)	(79)	(54)	(29)	(4)	(21)	46
	2.75	(179)	(151)	(124)	(96)	(69)	(41)	(14)	14	41	69	96
	3.00	(154)	(124)	(94)	(64)	(34)	(4)	26	56	86	116	146
	3.25	(129)	(94)	(64)	(31)	7	34	66	99	131	164	196
	3.50	(104)	(69)	(34)	1	38	71	106	141	176	211	246
	3.75	(79)	(41)	(4)	34	71	109	146	184	221	259	296
	4.00	(54)	(14)	26	66	106	146	186	226	266	306	346
	4.25	(29)	14	56	99	141	184	226	269	311	354	396
	4.50	(4)	41	86	131	176	221	266	311	356	401	446
4.75	21	69	116	164	211	259	306	354	401	449	496	
5.00	46	96	146	196	246	296	346	396	446	496	546	
5.25	71	124	176	229	281	334	386	439	491	544	596	
5.50	96	151	206	261	316	371	426	481	536	591	646	
5.75	121	179	236	294	351	409	466	524	581	639	696	

### Review 2018 and Set Goals

**Develop your Whole Farm Plan.** A whole farm plan will provide measurements on profitability, net worth, liquidity, and solvency that can identify areas of your operation that need additional management attention as well as help make strategic decisions for your farm business. It will also help the conversation with your lender.

### Tax Preparation

Keep on top of your tax preparation. Seek professional tax preparation assistance by someone who is familiar with your business and who can communicate the language of tax in the context of agriculture can help you achieve goals relative to income and self-employment tax management.

### Create a Succession Plan

A succession plan not only preserves your family legacy, and it protects the heirs inheriting the farm. Succession plans need to be in place before retirement to ensure a successful transition from one generation to the next.

Iris Cui

MANAGE Specialist

Office: (931)648-5725

Email: xcui10@utk.edu

Services provided to the following counties:

Benton  
Cheatham  
Dickson  
Henry  
Houston

Humphreys  
Montgomery  
Robertson  
Steward  
Sumner