

# Virginia Cooperative Extension



## Farm Business Management Update February – March 2010

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 feel free to reproduce any article. However, please cite the title, author(s), date, and this Newsletter.

**Farm Business Management Update** is electronically accessible via the Virginia Cooperative Extension World Wide Web site (<http://pubs.ext.vt.edu/news/farm-business-management-update.html>). 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 and Farm Management Coordinator

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## **When the Storm Passes...: Managing Market Downturns in Agriculture**

**By Bill Whittle ([wwhittle@vt.edu](mailto:wwhittle@vt.edu)), Extension Agents, Farm Business Management, Northwest District**

Farm families are being squeezed by extremely high input expenses and low prices for product. The wide negative divergence in cost of production (COP) and what is received for your product is readily seen in the dairy industry and is commonplace throughout agriculture. Agricultural profitability will return but history tells us that profitability will be uneven for different sectors, and that because of agriculture's cyclical nature low prices will come again. So how does the farm survive the downturns and prosper during the swings? The tried and true recommendations are still valid for your business plan; become more efficient, manage the risk of input prices, for example, use forward pricing for purchased feeds, market wisely, develop new markets, diversify your product line, and pay down debt. But how do farmers meet the challenge of having enough cash in a protracted downturn?

Historically, farmers have not kept the large cash reserves necessary to operate the farm in a downturn. Often farmers tend to reinvest excess cash into land, equipment, or cows to increase returns and minimize taxes paid. When operating cash was needed, a farmer could always obtain an operating loan, use a line of credit, sell excess commodities, timber, and equipment, or sell development parcels. In this downturn each of these methods or alternatives are less effective at supplying operating funds and liquidity. Currently, the market for development lots and timber has softened and lenders are under pressure to tighten loan security and eligibility requirements. Those farmers trying to sell excess equipment, commodities, or cows found a weak market often below their cost. In short, the ability for the farm to raise cash dried up.

In addition to working with your lender and having your ability to manage your farm's assets, farmers must develop new tools to survive the severe economic downturns. One such tool would be a farm COP savings account, funded during profitable times, to draw upon when your COP is greater than the price received for your product. This COP account does not create profitability but it does allow you to cover expenses necessary to keep the farm operating until profitability returns, thus giving you the security of knowing you can survive volatile markets.

An important point to be aware of is that a COP savings account does not save on taxes in the year the money is earned like buying a new tractor does. It is a taxable savings account unless future tax laws change to allow this type of account to be funded with pre-tax dollars.

Of course, in reality, it is impossible to start squirreling money away for the future market downturns until profitability returns. But it is not too early to plan for future profitability. Without a plan it is amazing how money tends to "slip" away whether it is for new equipment, expansion, paying off debts or living expenses. All may be valid and needed but an orderly, thought-out process is required to insure your goals are met.

Planning entails knowing your farm's COP and deciding both the length of time your account should subsidize the operation and the average amount of a COP shortfall that you want to cover. Example: An average 100-cow dairy desiring to accumulate a savings account to cover a \$2.50/cwt COP shortfall for eight months would need about \$33,000.00. This is a large sum, but

during the good times you can make substantial progress in funding the account. A similar thought process is valid for any type of farming whether it is beef, grain, or vegetable.

During the planning stage you will want to decide the trigger for using the funds and how you will continue to use your lender during both good and hard times. Also, the 800-pound gorilla in the room is family living expenses and how to address them during hard times. A future article will address a method to handle farm family living expenses in an economy that shows great fluctuations.

## **The Management Calendar**

**By Gordon Groover ([groover@vt.edu](mailto:groover@vt.edu)), Extension Economist, Farm Management, Department of Agricultural and Applied Economics, Virginia Tech**

Listed below are the items that need to be included on the farm business managers' calendar for the first quarter of 2009.

- **Taxes and related items:** Make sure your federal taxes are mailed by March 1 unless you pay estimated taxes, then the deadline is April 15. Virginia income tax returns must be postmarked by May 1.
  - Need to find out more information about federal taxes? The Farmers Tax Guide IRS Publication 225 is online and can be found at: [www.irs.gov/pub/irs-pdf/p225.pdf](http://www.irs.gov/pub/irs-pdf/p225.pdf).
  - A summary of changes and basic federal income tax information is published annually by George F. Patrick in the Department of Agricultural Economics at Purdue University. Look for the publication titled "Income Tax Management for Farmers" at [www.agecon.purdue.edu/extension/pubs/taxplan2009.pdf](http://www.agecon.purdue.edu/extension/pubs/taxplan2009.pdf).
  - If you need federal income tax information for timber landowners then see *Tax Tips for Forest Landowners for the 2009 Tax Year*, by Linda Wang, Forest and John L. Greene at [www.cnr.vt.edu/forestupdate/publications/taxes/TaxTip09-Final.pdf](http://www.cnr.vt.edu/forestupdate/publications/taxes/TaxTip09-Final.pdf). This article was published by the U.S. Department of Agriculture Forest Service Southern Region.
  - Decide how much you'll contribute to an IRA for 2009 and set goals for 2010. If you use a certified financial planner (CFP), consider his/her usefulness in helping plan for retirement, college, insurance coverage, and other items. Visit the web site for the CFP organization to get information on services and standards required for planners. You can search for a CFP in your area at <http://www.cfp.net/>.
- NEW USDA publication takes an in-depth look at organic farming! U.S. organic farms and ranches have higher average sales and higher average production expenses than U.S. farms overall, according to results of the USDA 2008 Organic Production Survey. Complete results of the 2008 Organic Production Survey are available at [www.agcensus.usda.gov/Publications/2007/Online\\_Highlights/Organics/](http://www.agcensus.usda.gov/Publications/2007/Online_Highlights/Organics/).
- Interested in what it will take for improving economic conditions in the rural areas? Take a look at *Prospects for a rural recovery* by Jason Henderson, Vice President and Omaha

Branch Executive, Federal Reserve Bank of Kansas City at [www.kc.frb.org/RegionalAffairs/MainStreet/MSE\\_0509.pdf](http://www.kc.frb.org/RegionalAffairs/MainStreet/MSE_0509.pdf).

- Iowa State in their Ag Decision Maker newsletter has published 4 articles addressing the role of value-added agriculture to business owners and rural communities. The newsletter can be found at [www.extension.iastate.edu/agdm/](http://www.extension.iastate.edu/agdm/). Links to the 4 value-added articles are provided below
  - [Using Value-added Agriculture to Create a New Rural America](#)
  - [Should You Participate in Value-added Agriculture?](#)
  - [Designing a Viable Rural Economy](#)
  - [What I've Learned about Value-added Agriculture](#)
- Information on the Direct and Counter-Cyclical Payment Program/ACRE is available at your local FSA office ([offices.sc.egov.usda.gov/locator/app?state=va&agency=fsa](http://offices.sc.egov.usda.gov/locator/app?state=va&agency=fsa)) and online at [www.fsa.usda.gov/FSA/webapp?area=home&subject=dccp&topic=landing](http://www.fsa.usda.gov/FSA/webapp?area=home&subject=dccp&topic=landing).
- Want to keep up-to-date on the renewable energy industry then sign up for the Agricultural and Marketing Resources Center newsletter from Iowa State at [www.agmrc.org/renewable\\_energy/agmrc\\_renewable\\_energy\\_newsletter.cfm](http://www.agmrc.org/renewable_energy/agmrc_renewable_energy_newsletter.cfm). The February issue has a good article explaining, *Why Do Gas Prices Rise in Summer?*
- Get the farm's 2009 financial records closed out: Post all income and expenses paid during 2009 in your record book or accounting software. You still have time to conduct an end-of-the-year inventory of all the farm assets and liabilities to provide data for the farm's net worth statement.
- Need another copy of the Farm Record Book: Annual Expenses and Receipts Virginia Cooperative Extension publication 446-017? Contact your local extension office and ask for the form 446-016 or print the order form at [www.ext.vt.edu/pubs/agecon/446-016/446-016.pdf](http://www.ext.vt.edu/pubs/agecon/446-016/446-016.pdf). The price is \$12.00.
- Using your 2009 records to develop an itemized list of income and expenses. The categories found on the IRS Schedule F can serve as a starting point for estimating net income for the farm business. Compare your results to previous years, looking for both weakness and strengths.
- Seek assistance from Virginia Cooperative Extension's farm business management agents, lenders, or your accountant to develop a detailed financial analysis of your farm business, including the major 16 financial ratios. These ratios and a detailed financial analysis can be generated by using the Center for Farm Financial Management program FINAN. FINAN and other computer programs can be purchased annually for approximately \$100 or the whole analysis and planning package of three computer programs for \$395. Details are at <http://www.cffm.umn.edu/Software/FINPACK/>.
- Using last year's financial and production records, finalize your projected budgets, cash flow, and income statements for 2009. If you use Quicken® or QuickBooks® make use of the budget section to create a 2010 budget based on 2009 records. 2010 budget entries can all be modified to reflect anticipated changes in 2010.
- Take your 2009 financial records and 2010 projected whole-farm budgets and cash flow statements to your lender to discuss line-of-credit needs and plans for 2010. Using the FINPACK programs or your Quicken® or QuickBooks® can help with this process.
- Grain and livestock producers should have their marketing strategies/plans in place for 2009 marketing year. Be sure to check with your local Farm Service Agency for changes

in government programs and signup deadlines. Be sure to visit the Weekly Roberts Agricultural Commodity Market Report for market updates. The report is posted at <http://pubs.ext.vt.edu/news/roberts-report.html>.

- The end of February and March 15 are the cutoff dates for signing up for most crop insurance policies in Virginia and dates depend on insurance product and where you live. See [www.rma.usda.gov/news/2010/02/scd.html](http://www.rma.usda.gov/news/2010/02/scd.html) dates. Details on crop insurance are best discussed with a local crop insurance agent. You can locate a local agent by visiting the following web site <http://www3.rma.usda.gov/apps/agents/>.
- Interested in finding a listing of all types of agricultural software? Then the best place to look is our neighbor to the north, Alberta Agriculture and Rural Development. They have the most comprehensive listing of computer software designed for farm and agribusiness on the web <http://www.agric.gov.ab.ca/app68/agsoft>.

## Stress and Depression on the Farm

By Bill Whittle ([whittle@vt.edu](mailto:whittle@vt.edu)), Extension Agent, Farm Business Management, Northwest District

The Shenandoah Valley's farming community has been under considerable economic stress with low commodity prices and high expenses. Stressful times are not unusual for farmers but the depth and duration of this economic downturn and the general lack of off-farm employment to fill in the gaps has made this particularly difficult. Farm families are not typically thought of as victims of depression but the uniqueness of the Valley farms where income, family history, and a way of life combine to make the farm vitally important to one's health. Stress within family is seldom confined to one person but is felt by and creates health issues for spouses, children, and even non-family employees.

The following article appeared in the 2009 Summer/Fall issue of the online newsletter AgrAbility<sup>1</sup>, a cooperative effort between Easter Seals and Virginia Tech that promotes success in Agriculture for Virginians with Disabilities and their Families.

It is no surprise that farm families are being negatively impacted by current market prices. Farm income is significantly lower while expenses have not dropped. This severe financial strain has caused elevated levels of stress for farm families. With the financial stress often comes emotional stress. There are a number of signs of stress that can be recognized by family, friends, employees, veterinarians, Extension professionals, school personnel, or health and human service workers. These signs include:

- **Changes in routine** – family stops attending church, 4-H/FFA activities, or no longer stops at the coffee shop or feed mill.
- **Care of livestock declines** – animals may not be cared for properly; show signs of neglect.

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<sup>1</sup> Source: Farm and Ranch Family Stress and Depression: A Checklist for Making Referrals, Roger T. Williams, University of Wisconsin-Madison and Robert J. Fetsch, Colorado State University. Available at: [http://mtt.caahs.colostate.edu/current\\_issues/depression](http://mtt.caahs.colostate.edu/current_issues/depression).

- **Increase in illness** – may experience more colds, flu, aches, pains, etc.
- **Increase in farm accidents** – stress causes fatigue which may result in increased accidents; children may not be well cared for.
- **Appearance of farmstead declines** – family no longer takes pride in the way buildings and grounds appear.
- **Children show signs of stress** – children may act out, be increasingly absent or show declines in academic performance.

Individuals or families experiencing prolonged stress may exhibit the following effects:

- **Physical** – headaches, ulcers, backaches, sleep disturbance.
- **Emotional** – sadness, depression, bitterness, anger, anxiety.
- **Behavioral** – irritability, acting out, withdrawal.
- **Cognitive** – memory loss, lack of concentration, inability to make decisions.
- **Self-Esteem** – “I’m a failure;” “I blew it;” “Why Can’t I...?”

**Signs of Depression**

- Poor appearance
- Unhappy feelings
- Negative thoughts
- Reduced activity
- People problems
- Physical problems
- Guilt/low self esteem

**Signs of Suicidal Intent**

- Anxiety
- Withdrawal
- Helpless and hopeless
- Alcohol/drug abuse
- Previous suicidal attempts
- Suicidal plan
- Cries for help

If you recognize signs of depression or suicide in a friend or family member, consider the following:

1. Be aware of the services available in your local community and what they can offer.
2. Listen for signs the person or family needs help that you can't provide, i.e. financial, legal, counseling.
3. Assess what community resources would be most appropriate.
4. Discuss referral with the person or family, i.e. “It sounds/looks like you are feeling \_\_\_\_\_ . I think \_\_\_\_\_ could help you deal with your situation.”
5. If the person/family is unwilling to take the initiative or where there is danger if no action is taken, you need to take the initiative.
  - a. Call an agency in the community that deals with these issues.
  - b. Identify yourself and your relationship with the person or family for whom you are seeking assistance.
  - c. Explain to the agency what you believe the person/family needs.

- d. Provide information about the family and particulars of their situation.
- e. Ask the agency what follow-up will be taken.

Many people are reluctant to get involved in these family situations because they are very personal issues. However, it is better to be proactive in getting help for the person/family than watching something tragic happen and wishing you had done something.

For additional resources, see:

- Farmer suicides spotlight lack of mental health care in rural America <http://iowaindependent.com/16472/farmer-suicides-spotlight-lack-of-mental-health>.
- Resources for Rural Families Coping with Economic Stress and Anxiety. VCE publication 2911-1418 <http://pubs.ext.vt.edu/2911/2911-1418/2911-1418.html>
- AgrAbility Virginia can be reached through their website at: <http://agrability.ext.vt.edu/> or call the AgrAbility Director, Kirk Ballin at (540) 777-7325, Ext. 123.

## **“Investing for Farm Families” Course Helps Farmers Plan for a Secure Future**

Sponsored by [eXtension](#)

A secure future and a farm for future generations – it’s everything a farm family wants.

“You can learn to secure your farm’s future and protect your family’s legacy by enrolling now in an online course just for farm families,” said Barbara O’Neill, Extension specialist in Financial Resource Management at Rutgers Cooperative Extension. “Investing for Farm Families provides the information you need to make strategic decisions while weaving together farm and personal investments.”

The 8-lesson course helps farm families plan for a financially stable future that meets their long-term needs. Developed by a team of Extension educators from several states, farm families can work at their own pace while taking the course.

“You can learn to increase your future financial security, identify investment strategies, know asset allocation basics, evaluate investment production alternatives to agriculture business risks, and invest for retirement and farm succession planning,” said O’Neill.

O’Neill noted that farm families have unique investing needs, which the course addresses. Surveys and focus groups with farmers provided the course developers with insights about farmers' investment concerns and learning preferences.

Tim Eggers, Extension field agricultural economist with Iowa State University, said he and others affiliated with Annie's Project have encouraged farmers to enroll in the course. Annie's Project is an educational program offered in 20 states and dedicated to strengthening women's roles in the modern farm enterprise.

"The primary benefit of the course is the thoughtful analysis of how on- and off-farm investments can be balanced based on the participant's unique situation," Eggers said. "Farm and ranch families tend to be more comfortable with the investments they can see and use. Investing for Farm Families can help farmers to diversify their investments."

O'Neill and Eggers along with several Extension staff from around the nation developed the course through the Online Investment Education (OIE) project, which was created to reach farm families nationwide with investment information relevant to their needs. It was funded with a two-year grant to the eXtension Foundation from the Financial Industry Regulatory Authority (FINRA) Investor Education Foundation.

For more information or to enroll in the course, go to [www.extension.org/pages/InvestingforFarmFamilies](http://www.extension.org/pages/InvestingforFarmFamilies).

The Financial Industry Regulatory Authority (FINRA) Investor Education Foundation supports innovative research and educational projects that give investors the tools and information they need to better understand the markets and the basic principles of saving and investing. For details about grant programs and other new initiatives of the Foundation, visit [www.finrafoundation.org](http://www.finrafoundation.org).

## **Prepare Your Farm's Future?**

**By Eric Eberly ([eeberly@vt.edu](mailto:eeberly@vt.edu)), Extension Agent, Farm Business Management, Central District**

Whether it's managing the day-to-day operations of a farm or looking ahead to retirement or transition, planning for the success of the farm business can be a complex, challenging task that many farmers are reluctant to face.

Virginia Cooperative Extension is easing farmers into business planning with a statewide farm transition program. Three two-day workshops will be held in Southern Virginia in March of 2010. The "Managing the Farm Transition" workshops are designed to help farm businesses develop a transition plan for the farm's future by discovering ways to increase family communication, plan for retirement, and learn strategies for transferring management skills and the farm assets from one generation to the next.

All sessions will be held from 9:00 AM to 3:00 PM. Registration is \$30 for each family member attending. Registration includes a workshop notebook, refreshments, and lunch during each session.

The two-day workshops will be held at the following locations:

- March 2 and 9, Campbell County Extension Office in Rustburg
- March 3 and 10, Pittsylvania County Extension Office in Chatham
- March 4 and 11, Sheldon's Restaurant in Keysville



The first workshop at each location is designed to assist all members of the family business to focus on a shared vision for the farm. Participants will examine the strengths, weaknesses, opportunities, and threats to their business. Communication between generations is the biggest challenge families face as they consider farm transition. Martha Walker, Community Viability Specialist, and Eric Eberly, Farm Business Management Agent, will lead this workshop. The second workshop session will feature the nuts and bolts of transferring a family business from one generation to the next. This session will allow participants to learn more about business organization structures and strategies; how to treat on-farm and off-farm heirs, how to plan for adequate retirement income, and essential legal documents used in the transition. Andrew Brannon, Attorney and Director of the North Carolina Farm Transition Network, and Eric Eberly, Farm Business Management Agent, will lead this workshop.

To register or to obtain a brochure, contact the Charlotte County Extension Office at (434) 542-5884. Registrations must be received by Friday, February 19, 2010 to attend.

If you are a person with a disability and desire any assistive devices, services, or other accommodations to participate in this activity, please contact Eric Eberly, Southern Piedmont AREC at (434-292-5331 Ext 241/TDD\*) during business hours 7:30 AM and 4:30 PM) to discuss accommodations 5 days prior to the event. \*TDD number is (800) 828-1120.

**Agricultural Trade: From Farm, to Port, to the Global Marketplace**  
**By Michael Sutphin ([msutphin@vt.edu](mailto:msutphin@vt.edu)), Public Relations Specialist, College of Agriculture and Life Sciences, Virginia Tech**

Virginia Tech's Department of Agricultural and Applied Economics, the Virginia Department of Agriculture and Consumer Services, the Virginia Farm Bureau Federation, and the Virginia Port Authority will hold a workshop on the international trade of agricultural products March 3 and 4 in Norfolk, Virginia.

The workshop, which will focus on the theme "Agricultural Trade: From Farm, to Port, to the Global Marketplace," will be held at the Sheraton Waterside.

"I don't think any other state is better situated for global trade than Virginia," said Virginia Secretary of Agriculture and Forestry, Todd Haymore. "We not only grow and process a wide variety of products in Virginia, but we also have a tremendous year-round, ice-free port. Agricultural exports from Virginia have contributed to the positive side of the state's trade equation even in this down economy, exceeding \$2 billion annually. Exports create jobs and they help make farming profitable. Through this workshop, we hope to give even more of our farmers and producers the information and access needed to break into the international marketplace."

The workshop is designed to provide farmers, private sector businesses, industry officials, and policymakers with a forum to discuss export opportunities for U.S. and Virginia agriculture, federal, and state programs to promote agricultural exports, and specific opportunities and obstacles to agricultural and food exports.

Confirmed conference speakers include:

- **Richard T. Crowder**, former U.S. Chief Agriculture Trade Negotiator and Professor of Agricultural and Applied Economics at Virginia Tech;
- **Joe Glauber**, Chief Economist for the U.S. Department of Agriculture;
- **Alan Grant**, Dean of the College of Agriculture and Life Sciences at Virginia Tech;
- **Larry Pope**, CEO of Smithfield Foods; and
- **Wayne F. Pryor**, Virginia Farm Bureau Federation President.

Representatives from the Virginia Port Authority will also speak at the workshop. Invited speakers include Virginia Governor Bob McDonnell and senior U.S. Department of Agriculture and trade officials from Washington, D.C.

A new and informative part of this year's workshop will be a panel discussion by representatives from Brazil, Canada, and the European Union who will discuss trade from the perspective of a customer and competitor of the United States. A senior trade representative from China has also been invited to speak.

“Agriculture and food exports are important to U.S. farm income, and U.S. agriculture is losing hundreds of millions of dollars in market opportunities because of obstacles it faces in exporting products to countries around the world,” Crowder said. He added, “The importance of understanding and acting on trade issues and opportunities has never been greater. This workshop provides a unique opportunity to discuss these trade issues and opportunities with exporters, national, and state policymakers, and some of our most important trading partners.”

Registration is limited. For more information, call Spencer Neale at (804) 290-1153 or visit the [international trade workshop website](#).

## **Hands-on Fencing Schools Offered in Six Locations**

### **Virginia Forage and Grasslands Council**

Virginia Cooperative Extension and the Virginia Forage and Grassland Council are holding six fencing schools across the state. The 1-day school consists of a morning classroom session covering fencing costs and the basics of fence construction. After lunch, a hands-on outdoor session will take place where participants will learn how to construct smooth and fixed knot high tensile fencing, build corner braces, properly install electric fencing, and much more. Each school is LIMITED to 30 participants to ensure hands-on participation in the afternoon session.

<b>Dates</b>	<b>Location</b>	<b>Local contact</b>
March 23	Kentland Farm, Virginia Tech	John Fike (540) 231-8654
March 25	Southwest Virginia AREC, Glade Spring, VA	Lee Wright (276) 944-2200
March 30	Shenandoah Valley AREC, Steeles Tavern, VA	David Fiske (540) 377-2255
April 1	Southern Piedmont AREC, Blackstone, VA	Chris Teutsch (434) 292-5331
April 6	Middleburg AREC, Middleburg, VA	Shea Porr (540) 687-5362
April 8	Northern Piedmont AREC, Orange, VA	Brad Jarvis (540) 672-5408

### **Agenda**

<b>Times</b>	<b>Activities</b>
8:30 – 9:00	Registration – (\$25 per person paid in advance)
9:00 – 9:30	Fence Economics – Local VCE Farm Business Management Agent (Tom Stanley, Matthew Miller, Eric Eberly, Peter Callan)
9:30 – 10:30	Fence Construction Basics, Lewis Sapp, Stay-Tuff Fence Manufacturing and Lee Ellsworth, Gallagher USA <ul style="list-style-type: none"> <li>▪ Overview of fence types and needs for different species</li> <li>▪ Perimeter fences vs. cross fences</li> <li>▪ Fencing options on rented farms</li> <li>▪ Proper brace construction</li> <li>▪ Line posts and fence construction</li> </ul>
10:30 – 10:45	Break – visit with sponsors and presenters
10:45 – 11:45	Morning session (continued) <ul style="list-style-type: none"> <li>▪ The basics of electric fencing</li> <li>▪ Proper energizer selection and grounding</li> <li>▪ Proper high tensile fence construction and wire insulation</li> <li>▪ Electric offset wires for non-electric fences</li> <li>▪ Underground wires and jumper wires</li> <li>▪ Electric fence and energizer troubleshooting</li> <li>▪ Questions</li> </ul>
11:45 – 12:45	Lunch
12:45 – 4:00	Hands-on fencing demonstrations: <ul style="list-style-type: none"> <li>▪ Post driving demonstration and safety</li> <li>▪ Brace building demonstration</li> <li>▪ High tensile fence knots, splices, and wraps</li> <li>▪ Fixed Knot &amp; High tensile fence construction demonstration</li> </ul>
4:00 – 4:30	Questions and wrap-up Sponsors: Stay-Tuff Fence Manufacturing, Gallagher USA, and local sponsors

Fencing for Controlled Grazing Systems  
Registration Form

Print Name (s) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Print Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Print City

State

Zip

Print County \_\_\_\_\_

Daytime Phone \_\_\_\_\_

Print Email \_\_\_\_\_

**Check which meeting you will attend:**

- \_\_\_\_\_ March 23 – Kentland Farm, Virginia Tech
- \_\_\_\_\_ March 25 – Southwest Virginia AREC, Glade Spring, VA
- \_\_\_\_\_ March 30 – Shenandoah Valley AREC, Steeles Tavern, VA
- \_\_\_\_\_ April 1 - Southern Piedmont AREC, Blackstone, VA
- \_\_\_\_\_ April 6 – Middleburg AREC, Middleburg, VA
- \_\_\_\_\_ April 8 – Northern Piedmont AREC, Orange, VA

**\$25.00 per person, paid in advance, Postmarked by March 10<sup>th</sup>**

\$25.00 per person x \_\_\_\_\_ number attending = \_\_\_\_\_ Total amount

Make Check Payable to:

**VFGC**

Mail Check and Registration to:

**VFGC Fencing School**  
**Margaret Kenny**  
3599 Indian Oak Road  
Crewe, VA 23930



## Calendar of Events

### February

- 5-12 North American Farmers' Direct Marketing Association (NAFDMA) Annual Convention. Lancaster, PA. Please see their web site for details as they become available at <http://www.nafdma.com/>.
- 2 & 9 A Comprehensive Approach to Farm Business Succession Planning.” A workshop series to be held on at the Randolph Pavilion, Virginia State University, Petersburg, from 9:00 AM – 3:30 PM. Contact Peter Callan by phone at (540) 727-3435, Extension 342 or by E-mail at [peter.callan@vt.edu](mailto:peter.callan@vt.edu).
- 19-20 2010 Virginia Biological Farming Conference. Conference Center at the Institute for Advanced Learning and Research, 150 Slayton Avenue, Danville, VA 24540, (434)766-6700. More information available at: <http://www.vabf.org>

### March

- 2 2010 Local Food Systems Symposium, Commonwealth Regional Council located at One Mill Street in Farmville, Virginia. Register by calling Pat Eldridge, at (434) 766-6761 or by e-mailing her at [pat1@vt.edu](mailto:pat1@vt.edu) before Thursday, February 25, 2010. If you have questions or want to obtain more information, contact Dr. Martha A. Walker at (434) 766-6761 or by e-mail at [walker53@vt.edu](mailto:walker53@vt.edu).
- 2 & 9 Managing the Farm Transition. Campbell County Extension Office, Rustburg, VA. To register or to obtain a brochure, contact the Charlotte County Extension Office at (434) 542-5884.
- 3 & 10 Managing the Farm Transition. Pittsylvania County Extension Office, Chatham, VA. To register or to obtain a brochure, contact the Charlotte County Extension Office at (434) 542-5884.
- 4 & 11 Managing the Farm Transition. Sheldon’s Restaurant, Keysville, VA. To register or to obtain a brochure, contact the Charlotte County Extension Office at (434) 542-5884.
- 5-6 Urban-Farm Guru Will Allen Workshops Returns to Lynchburg. Details at [www.GrowingPower.org](http://www.GrowingPower.org) or contact Michael G. Van Ness at (434) 846-5665 or by e-mail at [michaelv@lynchburggrows.org](mailto:michaelv@lynchburggrows.org).
- 3-4 Agricultural Trade: From Farm, to Port, to the Global Marketplace. Sheraton Norfolk Waterside, Norfolk, VA. See <http://www.vafb.com/trade/registration.pdf> for registration details or contact Gordon Groover by phone at (540) 231-5850 or by e-mail at [groovrr@vt.edu](mailto:groovrr@vt.edu).

- 19 6th Annual Forum for Rural Innovation, “New Approaches for Agriculture and Rural Prosperity,” Best Western, Lee-Jackson Motor Inn & Conference Center, Winchester, VA. More information available at: <http://www.loudounfarms.org>.
- 23 2010 Fencing for Controlled Grazing Systems. Kentland Farm, Virginia Tech. Contact John Fike at (540) 231-8654.
- 25 2010 Fencing for Controlled Grazing Systems. Southwest Virginia AREC, Glade Spring, VA. Contact Lee Wright at (276) 944-2200.
- 30 2010 Fencing for Controlled Grazing Systems. Shenandoah Valley AREC, Steeles Tavern, VA. Contact David Fiske at (540) 377-2255.

## **April**

- 1 2010 Fencing for Controlled Grazing Systems. Southern Piedmont AREC, Blackstone, VA. Contact Chris Teutsch at (434) 292-5331.
- 6 2010 Fencing for Controlled Grazing Systems. Middleburg AREC, Middleburg, VA. Contact Shea Porr at (540) 687-5362.
- 8 2010 Fencing for Controlled Grazing Systems. Northern Piedmont AREC, Orange, VA. Contact Brad Jarvis at (540) 672-5408.