

NORTHEAST OHIO AGRICULTURE NEWSLETTER

Your Weekly Agriculture Update for
Ashtabula and Trumbull Counties

December 17, 2024



ANR Educators are learning about new pesticide products and laws.

In This Issue:

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Hello Northeast Ohio Counties!

Happy Holidays! This will be the last newsletter of 2024. As we wind down the year I would like to welcome Amanda Barnum to OSU Extension as the new ANR Educator in Ashtabula County. You will see her at our winter meetings so make sure you say hello.

We are finalizing the agenda for our NE Ohio Agronomy School that will be held on March 25th in Bristolville, OH. We are looking forward to bringing you a full program to help you stay profitable in 2025.

Have a great and safe holiday season!

**Lee Beers
Trumbull County
Extension Educator**

Welcome Amanda Barnum, the New ANR Extension Educator in Ashtabula County!

Amanda Barnum, a native to Ashtabula County, grew up on a small horse farm in Kingsville, Ohio. She is no stranger to OSU extension, as she was an active member of 4-H for 13 years. After graduation, she attended The Ohio State University ATI and Columbus campus where she got her associate degree in Equine Sciences and Bachelor of Agriculture focusing on Animal Sciences, Ag Business and Meat Science. During her time at tOSU, she did internships with OSU extension in Ashtabula and Morrow County. Following her education, she moved to Colorado to live lifelong dreams of working as a wrangler and learning about livestock agriculture in different states. During COVID year, she was brought back to her hometown and accepted a career in veterinary medicine. During that time, she volunteered with local 4-H groups. She has been in the role as Program Assistant for ANR and 4-H since May, but she is very excited to be onboard as the ANR Educator.



Slow Drought Recovery Continues

By Aaron Wilson

Source: <https://agcrops.osu.edu/newsletter/corn-newsletter/2024-42/slow-drought-recovery-continues>

Climate Summary

As mentioned last month, the weather pattern has turned a little more favorable for drought improvement over the last six weeks. This is especially true across southwestern and southern counties, and in the heavy lake effect snowbelt areas of northeast Ohio. Most of Ohio has picked up at least two to four inches of liquid-equivalent precipitation (think rain plus melted snow) over the last thirty days, with more than six inches in Lake and Ashtabula Counties associated with very heavy snow (over 60 inches in spots) (Figure 1). Northwestern counties have not fared as well, with less than two inches falling over the past month. Though surface soil moisture is improving, streams, rivers, and lakes have yet to significantly respond.

Northeast Ohio Agriculture

OHIO STATE UNIVERSITY EXTENSION
Ashtabula and Trumbull Counties

There are numerous reports of low pond levels in the northwest, many below intake levels necessary for livestock usage. As of December 12, 2024, the [US Drought Monitor](#) shows no D3 or D4 drought levels in the state, but about 51% of the state still experiencing drought conditions (D1-D4).

If you are continuing to experience drought impacts or to document improvements, you can view and/or submit local reports at the [Condition Monitoring Observer Reports](#) page. For a more detailed look at conditions and resources, visit our [Drought Response Page](#) or for the latest up-to-date conditions, seasonal outlooks, and monthly climate summaries, please visit the [State Climate Office of Ohio](#).

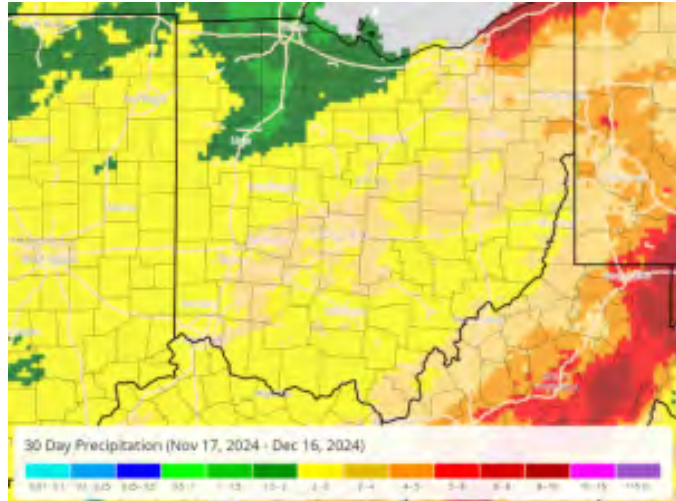


Figure 1). Total precipitation (liquid-equivalent) for November 17 – December 16, 2024. Figure courtesy of the Southern Regional Climate Center Integrated Water Portal

Weather Forecast

Decent rain is falling across the state to begin the week, with additional opportunities for precipitation throughout the next several days. While temperatures are starting off warm with highs in the 50s and 60s, a cooling trend is likely throughout the week. Another system will bring mostly rain to the state on Tuesday night and Wednesday, with some light snow possible across the north. Behind this mid-week front, colder air will start to filter in with highs in the 20s and 30s expected over the weekend. An Alberta Clipper could bring some light snow to the region on Friday. This cold pattern does not look to stick around, as temperatures will likely moderate toward Christmas. The [Weather Prediction Center](#) is currently

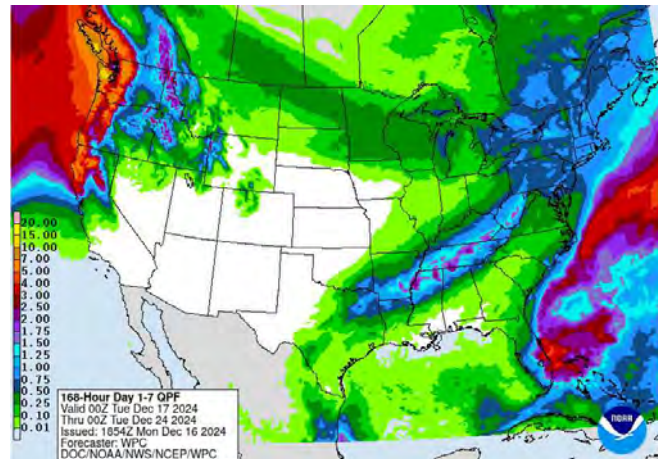


Figure 2). Precipitation forecast from the Weather Prediction Center for 7pm Monday December 16 - 7pm Monday December 23, 2024.

forecasting 0.10-1.00” of liquid-equivalent precipitation this week, with highest amounts across southeast Ohio (Figure 2).

The 8-14 day outlook from the Climate Prediction Center and the 16-Day Rainfall Outlook from NOAA/NWS/Ohio River Forecast Center show strong probability of warmer than average temperatures with precipitation leaning toward wetter than normal (Figure 3). Climate averages include a high-temperature range of 37-41°F, a low-temperature range of 24-27°F, and weekly total precipitation of about 0.50-0.85”.

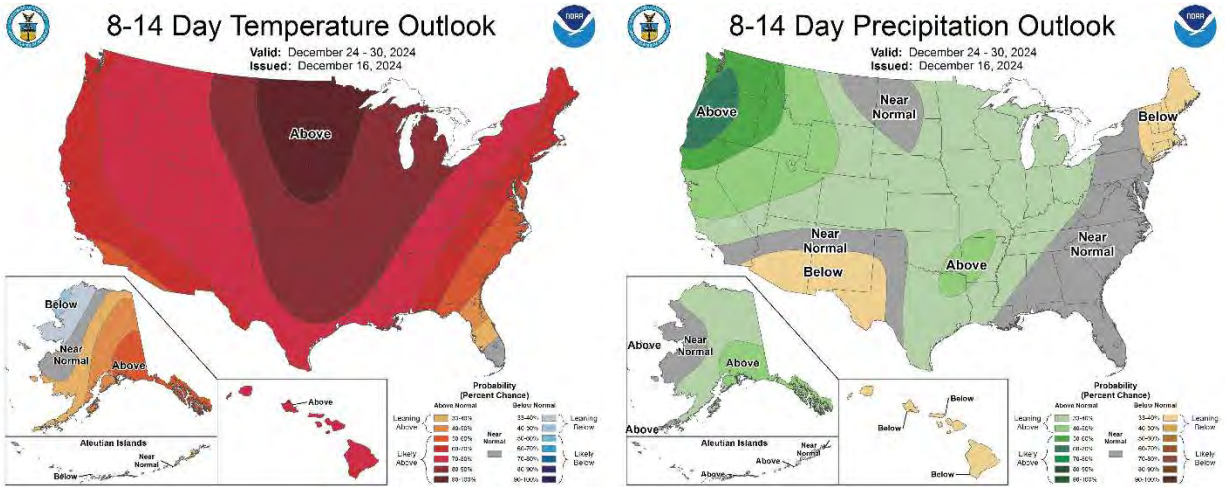


Figure 3) Climate Prediction Center 8-14 Day Outlook valid for December 24 – 30, 2024, for left) temperatures and right) precipitation. Colors represent the probability of below, normal, or above normal conditions.

Beware of “Piercing the Corporate Veil”

By Robert Moore

Source: <https://farmoffice.osu.edu/blog/wed-12112024-1050am/beware-“piercing-corporate-veil”>

Business entities like LLCs are often promoted by attorneys for their ability to provide liability protection. These structures are designed to shield the owners of a business from personal liability for the activities of the business. This protection helps safeguard existing businesses and encourages entrepreneurship by reducing the risk to owners' personal assets. However, this liability protection is not automatic.



The concept of liability protection hinges on the principle that the law treats the business entity as a separate legal person. Owners of LLCs and corporations are generally not liable for the actions of the entity. To maintain this protection, the business must be operated distinctly from its owner(s). Failing to do so can result in “piercing the corporate veil,” exposing the owners to personal liability.

What is Piercing the Corporate Veil?

Piercing the corporate veil occurs when a court disregards the separation between the business and its owners, holding the owners personally liable for the business’s obligations. This typically happens when the owners fail to treat the business as a separate entity.

One of the most common reasons for piercing the veil is the misuse of business funds. For instance, if an owner consistently uses the business account for personal expenses like meals or groceries, it indicates that the business is not truly independent. A legitimate business entity would not pay for personal expenses unrelated to its operations.

Example Case

Sam is a home builder who sells high-end homes. To run his business, Sam establishes an LLC. One of his buyers, dissatisfied with the quality of a home, sues the LLC for breach of warranty. The buyer also wants to hold Sam personally liable, knowing that he has substantial personal assets.

Initially, Sam would be protected from personal liability because of the LLC’s structure. However, during litigation, it is revealed that Sam used the LLC’s funds to pay for personal expenses such as lunches and other non-business items. The buyer argues that Sam did not treat the LLC as a separate entity, and the court agrees. As a result, the corporate veil is pierced, and Sam is held personally liable for the buyer’s damages.

This example illustrates how failing to maintain proper business practices can lead to personal liability. Had Sam documented a draw of funds from the LLC, deposited it into his personal account, and then used it for personal expenses, the liability shield might have remained intact.

Common Reasons for Piercing the Corporate Veil

Several factors can lead to the piercing of an LLC’s liability veil, including:

- **Commingling Funds:** Using LLC funds to pay personal expenses or depositing personal income into the LLC’s accounts.
- **Lack of Separate Accounts:** Failing to maintain a dedicated bank account for the LLC.

- Undercapitalization: Establishing the LLC with insufficient funds to cover foreseeable liabilities or operating expenses.
- Noncompliance with Formalities: Ignoring the operating agreement or failing to adhere to state regulations.
- Fraud or Misrepresentation: Misrepresenting the LLC's financial condition or ability to meet obligations.
- Informal Agreements: Making undocumented agreements or promises outside the scope of the LLC's governance.
- Alter Ego Operations: Treating the LLC as an extension of personal activities rather than a separate business entity.
- Poor Record-Keeping: Failing to document contributions, distributions, or significant business decisions.

Best Practices to Avoid Piercing the Corporate Veil

To protect the liability shield of an LLC, follow these best practices:

- Maintain Financial Separation: Open a separate bank account for the LLC and ensure all business transactions go through it. Avoid commingling personal and business funds.
- Ensure Adequate Capitalization: Fund the LLC sufficiently at its inception and provide ongoing capital to meet its operational needs.
- Follow Formalities: Comply with the LLC's operating agreement and state laws.
- Document All Transactions: Keep detailed records of contracts, invoices, and other business dealings. Record all major decisions, even if formal meetings are not required.
- Avoid Fraud and Misconduct: Operate the LLC ethically and transparently to maintain credibility.
- Use Funds Appropriately: Ensure LLC funds are used exclusively for legitimate business expenses. Document any distributions or payments made to owners.
- Conduct Regular Reviews: Periodically review business practices to ensure compliance with legal and operational standards.

Consult an Attorney

When in doubt, consult an experienced attorney. They can provide guidance on sound business practices and help ensure your LLC maintains its liability protections. By taking proactive steps, you can protect both your business and your personal assets from unnecessary risk.

Machinery Costs on Illinois Grain Farms

By Paulson, N., G. Schnitkey and C. Zulauf.

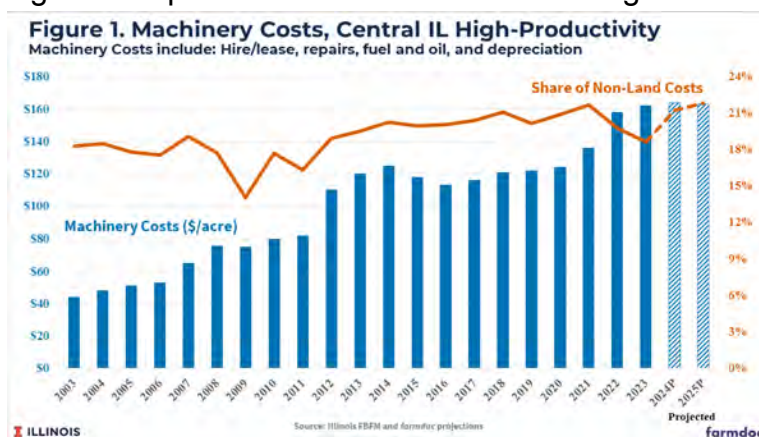
Source: <https://farmdocdaily.illinois.edu/2024/12/machinery-costs-on-illinois-grain-farms.html>

Machinery costs on Illinois grain farms have increased through time. Costs increase more rapidly during high income periods as producers make machinery investments and manage their taxable income. The current, low-return environment has farm businesses seeking cost reduction strategies. Appropriately sizing the operation's machinery complement and delaying unnecessary capital purchases will help preserve financial resources during low return periods. Lower per acre power costs are also positively associated with more profitable farms. But, machinery cost management is a continuous process, not a one-and-done decision.

Machinery Costs through Time

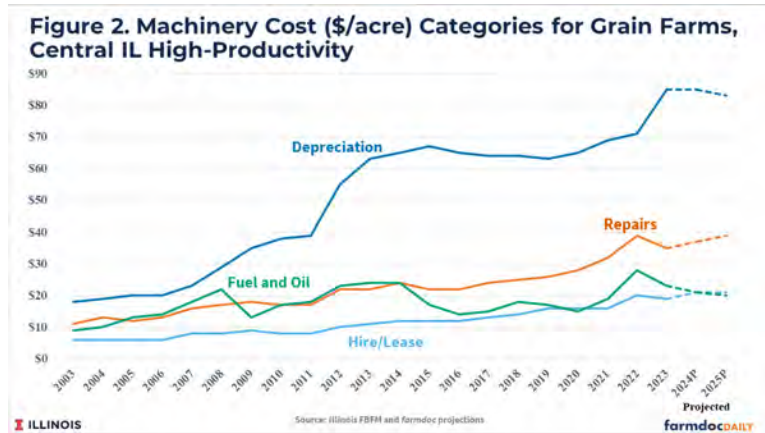
University of Illinois [crop budgets](#) and [historical returns](#), which rely on information from cooperating farmer members of [Illinois Farm Business Farm Management](#) (FBFM), include a power cost category which has components associated with a farm's machinery and equipment. In today's article we use a subset of power costs that we define as machinery costs. Machinery costs reported here include machinery hire and lease, repairs, fuel and oil, and economic depreciation. Figure 1 shows average machinery costs per acre for corn production on FBFM grain farms in central Illinois from 2003 through 2023, with current projections for 2024 and 2025.

Machinery costs on corn acres have increased over time, from \$44 per acre in 2003 to \$162 per acre in 2023. The rate of increase in machinery costs follows returns. Costs increased more rapidly during the high return period from the mid-2000s through 2014 and the more recent high return years from 2020 to 2022. Machinery costs have also increased in terms of their share of total land costs. Machinery costs averaged 17.7% of total non-land costs from 2003 to 2013. This share increased to 20.2% from 2014 to 2023.



Machinery Cost Categories

Figure 2 plots the repairs, hire and lease, fuel and oil, and depreciation components of machinery costs. All individual cost categories have increased since 2003. Repairs and hire and lease costs have followed a fairly stable upward trend through time, with slightly larger rates of increase since 2020.



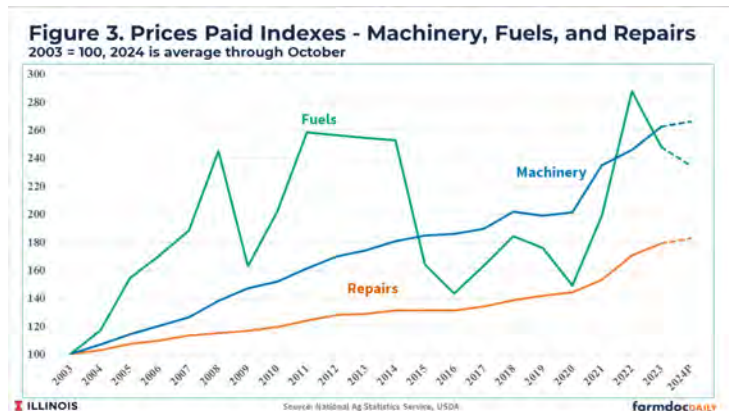
Fuel and oil costs have also trended up but have shown both annual increases and decreases reflecting the variability in energy prices.

Since 2003, FBFM has used economic depreciation, in most cases calculated with the 125% declining balance method assuming a 10-year useful life and no salvage value (see *farmdoc daily* article from [March 19, 2021](#)). Thus, changes in depreciation costs over time are directly linked with the capital purchases made by farmers. Purchases of machinery will increase depreciation costs, and those increases will persist for multiple years.

Depreciation costs on FBFM farms increased more rapidly from the mid-2000s through 2015. This resulted from larger capital purchases driven by higher farm incomes and changes to the tax code that allowed more of the machinery purchase price to be deducted in the year of purchase. From 2015 to 2019, depreciation costs flattened out as capital purchases were reduced during the lower income years. Depreciation costs then increased at a faster rate again during the higher income years from 2020 to 2023.

USDA Prices Paid Indexes

Figure 3 shows the prices paid indexes for machinery, fuels, and repairs as reported by the USDA. Each price index is normalized to 2003 (i.e. value is 100 for all three indices in 2003).



The fuels price index further illustrates the variability in energy prices over time. As of 2023, fuel prices have increased to more than 2.4 times their levels in 2003. However, per acre

costs have roughly doubled (see Figure 2), indicating gains in fuel efficiency for farm machinery over time.

Prices for repair services have increased by a factor of 1.8 since 2003, with a more rapid rate of increase noticeable since 2020. The compound annual growth rate (CAGR) in the repairs price index is 3% for 2003 to 2023, while it is 7% for 2020 to 2023. Machinery prices have increased by a factor of 2.6 since 2003 and have also increased more rapidly since 2020. The CAGR for machinery prices since 2003 is 5%, while it is 9% since 2020.

The increase in the repairs and machinery price indices since 2003 is smaller than the relative cost increases for repairs and depreciation over the same time period shown in Figure 2, suggesting that machinery purchases and hired repair services have increased in both volume and price. This is consistent with trends towards larger and more technologically advanced equipment that requires skilled labor to repair and maintain.

Discussion

Producers are facing much lower return prospects for 2024 and 2025 as commodity prices have declined and costs remain elevated. Identifying strategies to reduce production costs will be critical to successfully managing through the current low-income period. Reductions and delays in capital purchases can lead to lower depreciation costs but will take time.

Repair costs have increased consistently through time. This trend does not seem likely to change given the increased complexity of modern farm machinery and the skilled labor of repair technicians.

Power and machinery costs have been shown to vary substantially across farm profitability groups (see *farmdoc daily* article from [July 21, 2023](#)), with more profitable farms having lower power costs and vice versa. Cost-efficient farms have machinery complements that are appropriately sized for their operations. Delaying unnecessary capital purchases is advised to preserve financial resources during periods of low returns (see *farmdoc daily* article from [October 8, 2024](#)).

Acknowledgement

The authors would like to acknowledge that data used in this study comes from the Illinois Farm Business Farm Management (FBFM) Association. Without Illinois FBFM, information as comprehensive and accurate as this would not be available for educational purposes. FBFM, which consists of 5,000+ farmers and 70 professional field staff, is a not-for-profit organization available to all farm operators in Illinois. FBFM field staff provide on-farm counsel along with recordkeeping, farm financial management, business entity planning and income tax management. For more information, please contact our office located on the campus of the University of Illinois

in the Department of Agricultural and Consumer Economics at 217-333-8346 or visit the FBFM website at www.fbfm.org.

Find a consistent client base for your hay

By Mike Rankin

Source: <https://hayandforage.com/article-5098-Find-a-consistent-client-base-for-your-hay.html>

Making dry hay isn't easy, especially in the humid regions. For many who choose this line of work, selling hay can be equally as challenging.

Whenever I visit a hay farm — and there's been a lot of them — I always ask about the marketing approach. Selling hay is unlike marketing any other agricultural commodity. You don't just wake up in the morning and decide to sell a load of hay to the co-op like you do corn. Given this reality, you either have to hope your market comes to you or you have to find your market. A third option is to work through a broker.



Starting out in the hay business, growers often have no recourse than to place a few ads, erect a “Hay for Sale” sign, and hope for the best. In times of short hay supplies, this can be effective, but it's still wrought with risk given that you don't usually know your client or their financial situation. When hay supplies are abundant, as they are in 2024, moving hay in this manner may prove to be more difficult. Many buyers will be looking for “bargains.”

One downside to this lumber yard strategy is that potential clients will show up anytime of the day or night to load hay. I've heard a number of farmers complain about this aspect. Another problem deals with those clients who only want enough hay to feed their horses for a week, and then they return the next week for another meager number of bales.

The risks and uncertainties associated with the “bale it and they will come” approach leads most serious hay producers to establish a consistent client base for the majority of their production. It may take a few years for this to occur, but such a marketing strategy is where most successful commercial hay operations usually end up.

Many advantages

A big advantage of a client base consisting of repeat customers is that you get to know their expectations and needs. As such, when the truck is loaded, you know your client will be happy. Also, based on past experience, you know their check will be good.

When the client base is consistent, it makes it easier to budget. An annual client is usually willing to pay more than market price in down years if they're given the chance to purchase at below market price during short-forage years. In other words, a more consistent price range is maintained from year to year, which benefits both the buyer and seller, and the selling price can be determined before the growing season.

Even with a consistent client base, there are a number of strategies available for moving the hay relative to timing and trucking. This past summer, I was on a Minnesota hay farm where the grower always wanted to ensure that his inventory was out of the barn before winter. Over the years, he had built a client base that made this goal a reality.

Trucking is also done in a variety of ways. Some hay farms truck everything themselves or take care of hiring a trucker, others only truck themselves within state and hire out for long-distance hauls, while some farms leave trucking arrangements entirely up to the buyer. All of these strategies can work.

A consistent hay buyer doesn't have to be the end user. Many hay farms use brokers, export buyers, or horse track hay buyers as their primary clientele. In all of these cases, a good relationship needs to be built. Working with a middleman offers the benefit of not having to deal with multiple end users and being able to sell hay in larger bulk quantities. There is also less risk of nonpayment. Of course, the broker or buyer is going to also need to be compensated, usually selling the hay for a higher price than what they paid the hay farmer.

Keeping clients

Maintaining a client base can be as challenging as building one. Most hay buyers have their own criteria for the sensory or chemical attributes of the hay they purchase. Of course, some are more demanding than others, but this has always been the case.

One interesting trend I've seen among many hay buyers, especially those with horses, is that they are making package demands in addition to those concerning quality. Most notably, they want their small hay bales packaged into easy-to-move bundles. This has resulted in the growing popularity of in-field or stationary bundlers for producers of small square bales and bale processors for those who make large square bales. Ironically, we now find ourselves making small bales into big bales (bundles) and big bales into bundled small bales.

No one marketing strategy fits everyone. Much depends on your location and regional market for hay. However, it is clear that most successful hay farms almost always have in place a clientele who they can trust and will be back year after year.

Certified Crop Adviser Exam Preparation Class

By Lee Beers

Source: <https://agcrops.osu.edu/newsletter/corn-newsletter/2024-40/certified-crop-adviser-exam-preparation-class>

Individuals looking to become a Certified Crop Adviser (CCA) should consider attending the Ohio CCA Pre-Exam Preparation Class offered by Ohio State University Extension. The session will be January 7-8, 2025, at the Shelby County Ag Building, 810-820 Fair Rd, Sidney, Ohio 45365.



This in-depth class will better prepare participants for the Tri-State CCA exam with a review of the four Performance Objective Competency Areas. These include nutrient management, soil and water management, integrated pest management, and crop management. Even if you are not considering the CCA program, this class is a great basic agronomy course that any farmer, ag retailer, or anyone working with field crops will find valuable. A detailed agenda for each day's topics is below.

The cost for this two-day class is \$250/person which includes the publications listed below, lunch both days, and other program materials. Don't wait to register as class size is limited to 25. You can register by calling OSU Extension Trumbull County at 330-638-6783 or by registering with the following link: <https://bit.ly/OSU-CCAEXAMPREP-2025>.

Publications included with registration:

- Ohio Agronomy Guide
- Ohio, Indiana & Illinois Weed Control Guide
- The Ohio Corn, Soybean, Wheat and Forages Field Guide
- 2020 Tri-State Fertilizer Recommendations

The Local and International Exams are proctored online tests. You must pass both exams to obtain Certified Crop Adviser status. Tests are offered four times a year with registration opening January 2, 2025 for the next exam. You can learn more about the

exam dates and sign up for reminders
at <https://www.certifiedcropadviser.org/exams>.

For more information about the CCA program,
visit <https://www.certifiedcropadviser.org/about-program>



TRUMBULL COUNTY EXTENSION PRESENTS

March Into Pruning! 2025 Pruning Clinic

OSU Extension is teaming up with Hartford Orchards LLC to provide a hands-on pruning clinic! The morning will start with a brief overview of pruning inside before we head out to the orchard. Please dress for the weather and bring your favorite pruners, loppers, or saws!

DATE: March 1, 2025

TIME: 9:00AM to 11:AM

LOCATION: Hartford Orchards LLC, 6953 OH-305, Hartford, OH 44424

COST: \$20 – Includes free hand pruners!

PRE-REGISTRATION REQUESTED: Register online at <https://go.osu.edu/marchintopruning> or with the QR code.

For more information, visit trumbull.osu.edu or call 330-638-6783



THE OHIO STATE UNIVERSITY
EXTENSION

CFAES

Topics Include:

Fruit Tree Growth

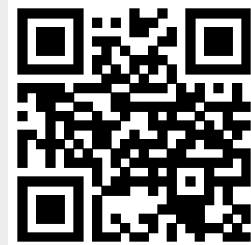
Tools of the Trade

Proper Pruning
Techniques

Knowing When to
Stop!

Small Fruit Pruning
Discussion

Q&A



EVENT SPONSOR:

Hartford
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CFAES


2025 Northeast Ohio Private Pesticide Applicator Recertification & Fertilizer Applicator Recertification Sessions

Private Pesticide Applicator Recertification:

Does your Private Pesticide Applicator License expire on March 31, 2025? If so, OSU Extension in Northeast Ohio has three face-to-face and two webinar pesticide recertification sessions available for applicators. Each of these sessions will offer 3 credits for pesticide recertification for CORE and all categories (1-7). Private Pesticide Applicators are encouraged to choose a session to attend.

Cost: \$40/Person

Fertilizer Applicator Recertification:

Does your Private or Commercial Fertilizer Applicator Certification expire in 2025? A one-hour session will be held immediately after the pesticide session for those who need to renew their Fertilizer Applicator Certification. **Cost: \$10/Person**

2025 Recertification Programs:

- **Online via Zoom, Thursday, December 5, 2024, 5:00 PM to 9:00 PM**
 - Pesticide starts at 5:00 PM, Fertilizer starts at 8:00 PM
- **Trumbull Co. Extension Office in Cortland, OH – Tues. January 21, 2025, 5:00 PM – 9:00 PM**
 - Pesticide starts at 5:00 PM, Fertilizer starts at 8:00 PM
 - For more information call: 330-638-6783
- **Geauga Co. Extension Office in Burton, OH – Wed. February 12, 2025, 1:00 PM – 5:00 PM**
 - Pesticide starts at 1:00 PM, Fertilizer starts at 4:00 PM
 - For more information call: 440-834-4656
- **Ashtabula Co. Extension Office in Jefferson, OH – Thurs. March 6, 2025, 1:00 PM – 5:00 PM**
 - Pesticide starts at 1:00 PM, Fertilizer starts at 4:00 PM
 - For more information call: 440-576-9008
- **Online via Zoom, Thursday, March 27, 2025, 5:00 PM to 9:00 PM**
 - Pesticide starts at 5:00 PM, Fertilizer starts at 8:00 PM



Register online at go.osu.edu/NEOPATREG or fill out the attached form.



THE OHIO STATE UNIVERSITY

COLLEGE OF FOOD, AGRICULTURAL,
AND ENVIRONMENTAL SCIENCES

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2025 Northeast Ohio Private Pesticide Applicator Recertification & Fertilizer Applicator Recertification Sessions

If you are unable to register online, please fill out and mail in the form below to register for one of the recertification sessions. The registration fee is \$40/per person for the private pesticide applicator recertification. The registration fee is \$10/per person for the fertilizer recertification session. ***Pre-registration is required 7 days prior to the session date.*** An additional late registration fee of \$25 per person will be added for any registration received after the registration deadline listed below.

Name _____ Pesticide Applicator Number _____

Email Address _____ Phone _____

County _____ Categories Needed for Recertification _____

Session I will be attending (check one):

___ Online via Zoom, Thursday, December 5, 2024 - 5pm to 9pm

- Registration Deadline: November 28, 2024

___ Trumbull Co. Extension in Cortland, Tuesday, January 21, 2025 - 5pm to 9pm

- Registration Deadline: January 14, 2025

___ Geauga Co Extension in Burton, Wednesday, February 12, 2025 - 1pm to 5pm

- Registration Deadline: February 5, 2025

___ Ashtabula Co Extension in Jefferson, Thursday, March 6, 2025 - 1pm to 5pm

- Registration Deadline: February 27, 2025

___ Online via Zoom, Thursday, March 27, 2025 - 5pm to 9pm

- Registration Deadline: March 20, 2025

Fee Required (check all the apply):

___ Pesticide Applicator Recertification (\$40 registration)

___ Fertilizer Applicator Recertification (\$10 registration)

___ Late Registration Fee (\$25 - if applicable)

Total Fee Due \$ _____

Online Registration

To register and pay online please visit go.osu.edu/NEOPATREG



Please make check payable to OSU Extension and mail to:

OSU Extension, Geauga County, P.O. Box 387, Burton, Ohio 44021

For more information call OSU Extension, Geauga Co. at 440-834-4656

FLU CLINIC *COVID CLINIC

*IF AVAILABLE

Hosted By Trumbull County Combined Health District

**OSU EXTENSION
520 W. MAIN ST.**

**DECEMBER 16, 2024
9:00am-11:30 am**

For pre-registration

Please call

Trumbull County

Combined Health

District

330-675-7835



Public Health
Prevent. Promote. Protect.

Trumbull County

**PRE
REGISTRATION
REQUIRED**



**You wouldn't put
them at risk**

Why risk yourself?