Hello, Northeast Ohio Counties!

It looks like we have a stretch of warm weather ahead of us for the rest of September. That should help with grain drydown in most places, but Peter Thomison has a nice article this week about how the cold weather influences the drydown rate of corn. This warm spell will also provide some good hay making weather for farmers looking to get another cutting of hay off their fields.

We will be at the Farm Science Review next week, so be sure to say "hi" if you see us! There will be a lot of informative displays throughout the Review, and don’t forget to check out the Gwynne Conservation Area if you are interested in woodland management. We still have tickets available at our offices if you need some.
Ashtabula County Master Gardener Recognizes Achievements at Annual Banquet

The Ashtabula County Master Gardeners held their annual recognition banquet on Monday, September 11, 2017 at Briquette's Smokehouse in the Ashtabula Harbor. The banquet is held each year to celebrate the successes of the Ashtabula County Master Gardeners. The Master Gardener program was started in 1998 to help OSU Extension answer home horticulture questions. There are currently 43 active Master Gardeners.

Bill Hendricks, President of Klyn Nursery in Madison, Ohio was the featured speaker for the event. Mr. Hendricks presented a program plants and historical sites of Scotland. Five new members were recognized for completing the Master Gardener training program this summer. Congratulations to Patricia Cleveland, Jean Freeman, Kerry Gerken, Leah Nye and Donna Wilhelm for all completing their training. Patricia Cleveland received special recognition for being the top scholar for the training program.

Eight members were recognized for achieving milestone volunteerism milestones. Congratulations to the following Master Gardeners for receiving recognition:

- 250 hours: Mary Belding, Rose Mary Burns, and Joyce Kren
- 500 hours: Mike Tullai and Alice Vervais
- 750 hours: Bobbi Dalton
- 1,500 hours: Meghan Davis
- 1,750 hours: Carol Blake

The 2017 Project of the Year Award was presented to the team which has been working on the Gateway Butterfly & Pollinator Garden in Conneaut, Ohio. Over the past year, they have developed pollinator/butterfly garden (The Gateway Garden) as the third phase in an Outdoor Learning Center for Conneaut City Public Schools. Over the past year, a lot of energy was devoted to installing the Butterfly and Pollinator Garden. This garden is 40’ x 60’ with raised beds, a bench for visitors and rock borders to define the paths that divide the garden into 6 smaller beds. This project has won the State Excellence Award for the Environmental Horticulture Project category. Our group will receive this award at the State MG Conference on Saturday September 30th.
Gary Blake of Kingsville, Ohio was presented with the inaugural “Friend of the Ashtabula County Master Gardeners Award. Gary has been assisting the Master Gardeners behind the scenes since his wife Carol became a Master Gardener in 2000. The Master Gardeners appreciate all the time and energy which he has provided behind the scene!

Mike Tullai of Andover, Ohio was recognized as the 2017 Ashtabula County Master Gardener of the Year. This award is presented annually to a Master Gardener who has gone above and beyond and embodies the spirit of giving back to our community through horticulture outreach. Mike has already accumulated over 500 hours of service which is remarkable as he they completed their training during the winter of 2015. Mike is one of the go-to guys for the organization. Just recently he painted and re-roofed the entrance sign to the OSU Extension office and has designed and built period-correct display booths for the Conneaut D-Day festivities and for the Ashtabula County Fair. As great as he is at so many things, he’s humble and self-deprecating. Many members have quipped of what joy it is to work with and just hang around him. He’s just so knowledgeable, energetic, steady, helpful--he’s has quickly become a cornerstone for our group. It is with a great deal of honor that the Master Gardeners honored Mike Tullai as the 2017 Susan Masirovits Memorial Master Gardener of the Year.

Ashtabula County Soybean Weed Survey
By David Marrison Ashtabula County Extension

Yesterday I drove a 100-mile loop around Ashtabula County to determine the weeds which are the most prevalent in our local soybean fields. In fact, OSU Extension Educators from most every county in the state are completing this survey this month (be watching for the Trumbull and Geauga Reports in upcoming newsletters). This weed survey is being conducted for the OSU Agronomic Crops Team to determine which weeds are present in fields prior to harvest (were not adequately controlled during growing season).

The populations of these weeds are growing in leaps and bounds as they are becoming more resistant to the herbicides which our farmers and cooperatives are using. As I drove across Ashtabula County, I took observations from 110 soybean fields accounting for an estimated 5,000 acres (roughly 15% of our county’s soybean acreage). It is evident that marestail continues to lay claim to our number #1 weed control issue in soybeans with 53.6% of the fields surveyed having marestail. Most of the percentage numbers did not change significantly from 2016 except for three weeds. The observance of velvet leaf in the soybeans dropped to 5.5% in
2017 in comparison to 25.2% in 2016 (19.7% changed). Foxtail and other grasses increased from 19.6% in 2016 to 30% in 2017 (10.4% change) and Redroot Pigweed dropped from 29.0% in 2016 to 19.1% in 2017. The following table lists the prevalence of weeds found in the fields surveyed.

<table>
<thead>
<tr>
<th>2017 Ashtabula County Soybean Weed Survey</th>
<th>Percentage of Fields Containing this Weed (change from 2016)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marestail</td>
<td>53.6% (+5%)</td>
</tr>
<tr>
<td>Giant Foxtail &amp; Other Grasses</td>
<td>30.0% (+10.4%)</td>
</tr>
<tr>
<td>Common Lambsquarter</td>
<td>28.2% (-9.2%)</td>
</tr>
<tr>
<td>Volunteer Corn</td>
<td>21.8% (-5.3%)</td>
</tr>
<tr>
<td>Common Ragweed</td>
<td>20.9% (-1.5%)</td>
</tr>
<tr>
<td>Redroot Pigweed</td>
<td>19.1% (-9.9%)</td>
</tr>
<tr>
<td>Velvetleaf</td>
<td>5.5% (-19.7%)</td>
</tr>
<tr>
<td>Pokeweed</td>
<td>0.9% (-3.8%)</td>
</tr>
</tbody>
</table>

So what should farmers be doing now to help themselves next year? It is well worth the time for farmers to jump in their farm truck and do a scouting loop of their fields. Scouts should keep records of their scouting to indicate where exactly a problem was identified, how common the problem was, how damaging the problem was and what, if any, control measures were utilized in 2017. It is important to note the hotspots so you can make sure to address the problem and then re-evaluate the results.

The scouting reports can then be used to design a weed management plan for each field. This plan might mean that a chemical application is needed right after the soybeans are harvested this fall. This is especially crucial with Marestail as fall applications of weed control are superior to in-season control.

**Cool Weather and Corn Drydown**

By: Peter Thomison  
Source: [https://agcrops.osu.edu/newsletter/corn-newsletter/2017-30/cool-weather-and-corn-dry-down](https://agcrops.osu.edu/newsletter/corn-newsletter/2017-30/cool-weather-and-corn-dry-down)

The recent cooler than normal temperatures may impact corn drydown. Once corn achieves physiological maturity (when kernels have obtained maximum dry weight and black layer has formed), it will normally dry approximately 3/4 to 1% per day during favorable drying weather (sunny and breezy) during the early warmer part of the harvest season from mid-September through late September. By early to mid-October, dry-down rates will usually drop to 1/2 to 3/4% per day. By late October to early November, field dry-down rates will usually drop to 1/4 to 1/2% per day and by mid November, probably 0 to 1/4% per day. By late November, drying rates will be negligible.

Estimating dry-down rates can also be considered in terms of Growing Degree Days (GDDs). Generally, it takes about 30 GDDs to lower grain moisture each point from 30% down to 25%. Drying from 25 to 20 percent requires about 45 GDDs per point of moisture. In October, we accumulate about 5 to 10 GDDs per day. However, note that the above estimates are based on
Ashtabula and Trumbull Counties

Drydown of Corn Grain

generalizations, and it is likely that some hybrids may vary from this pattern of drydown. Some seed companies indicate considerably lower GDDs for grain moisture loss, i.e. 15 to 20 GDDs to lower grain moisture each point from 30% down to 25% and 20 to 30 GDDs per point from 25% to 20%.

Past Ohio research evaluating corn drydown provides insight on effects of weather conditions on grain drying. During a warm, dry fall, grain moisture loss per day ranged from 0.76 to 0.92%. During a cool, wet fall, grain moisture loss per day ranged from 0.32 to 0.35%. Grain moisture losses based on GDDs ranged from 24 to 29 GDDs per percentage point of moisture (i.e., a loss of one percentage point of grain moisture per 24 to 29 GDDs) under warm dry fall conditions, whereas under cool wet fall conditions, moisture loss ranged from 20 to 22 GDDs. The number of GDDs associated with grain moisture loss was lower under cool, wet conditions than under warm, dry conditions.

Agronomists generally recommend that harvesting corn for dry grain storage should begin at about 24 to 25% grain moisture. Allowing corn to field dry below 20% risks yield losses from stalk lodging, ear drop, ear rots, insect feeding damage and wildlife damage.


**Dairy Farm Manager Academy to be Held in 2018**

OSU Extension is pleased to announce that a Dairy Farm Academy will be held in 2018 for dairy farm managers and for individuals interested in working in such positions within the dairy industry. The goal of the academy is to provide training for dairy farm managers to increase their skills for managing dairy cattle, personnel, and the aspects affecting the financial success of the operation. Using science-based practices, the goal is to train dairy farm managers to meet the current demands for the dairy industry and successfully manage modern dairy operations.

There will be 4 modules with 2 days each (Friday & Saturday), one offered every other month. Two of the modules will be taught in Wooster (Shisler Center with housing in Hilton Garden Inn) and two taught in Columbus near the campus of The Ohio State University (e.g., Hilton Garden Inn, Olentangy River Road). During the month between modules, a webinar with participants will be held to reinforce the content in the previous module and encourage completion of the
homework. Participants will receive a certificate of completion at the end of the program. Program will be held for the first time February – August, 2018.

Participants in the Academy will: #1: Gain a better understanding of their role in the success of the dairy enterprise. #2: Improve their skills in using herd management software in managing animals of all ages on a dairy farm, including areas related to milk production and composition, reproduction, milk quality, animal health, growth, feeding, etc. #3: Improve their skills in managing and communicating with employees on a dairy farm. #4: Improve their understanding of the importance of animal welfare and handling on the health and performance of the dairy operation. #5 Develop strategies for identifying success.

The cost of the Academy is $1,700 per person which includes speakers, facilities, food for 2 days per module, and the banquet for the participant and a guest at the end of Module 4. This cost does not include lodging which would be about $100/night. Registration for this academy is due on December 1, 2017. A farm registration rate will also be offered for 2 persons at $2,500 and a student rate of $1,000. More details can be obtained by contacting Dr. Maurice Eastridge at 614-688-3059 or Eastridge.1@osu.edu

Getting to the Root of the Matter: Soilborne Diseases of Tomato

By Sally Miller, OSU Vegetable Pathologist

It is often easy to tell if a plant is sick when it is covered in spots or leaves and fruits are rotting away, but it can be much more difficult to tell when a plant has an infection in its roots or stems. These lower portions of the plant are essential for health and productivity, but are often attacked by pathogens that reside in the soil. Below are some of the most important soilborne diseases of tomatoes and methods for managing them.

How to identify soilborne diseases of tomato

In general, some clues that indicate if a tomato has a soilborne disease includes stunting, wilting, yellowing, dieback and reduced yield. These are also symptoms of nutrient deficiencies and some viruses, so it is important to rule out these possibilities.

Verticillium wilt: Distinctive V-shaped lesions form on the edges of leaves, with V-shaped dead tissue surrounded by a yellow halo. Plants wilt and have yellowing and dieback. Plants may wilt during the day and recover overnight. The inside of the stem has brown discoloration.
Fusarium wilt: Plants have yellowing, dieback, and wilting. Sometimes only half a leaf or leaves on only one half of the plant turn yellow and die. The inside of the stem has brown discoloration near the soil line and discoloration may continue up the stem. Roots may look brown and rotten.

Corky root rot: Plants may appear slightly yellow and have weakened growth. Roots appear to be dry, brown, and cracked and have a similar appearance to tree bark. Cracked areas usually occur in distinctive bands and may be swollen. Dark brown cracking may occur on the crown and taproot of the plant.

Black dot root rot: Roots are discolored, usually a honey-brown to grayish-brown, and are speckled with black dots.

Root knot: Roots are misshapen with small to large nematode-induced galls. Galls may range in size from pin-head to fingersized. Golden-brown dots (egg masses) may appear on the outside of galls. Plants may appear stunted and weak.

What causes these diseases?
Verticillium wilt is caused by the fungus *Verticillium dahliae*, which has an extremely broad host range. There are two races of *V. dahliae* that infect tomatoes.

Fusarium wilt is caused by the fungus *Fusarium oxysporum* f. sp. *lycopersici* and there are three races that infect tomatoes. The pathogen is an excellent soil survivor.

Corky root rot is caused by the fungus *Pyrenochaeta lycopersici* and survives in soil via microsclerotia that form on roots.

Black dot root rot is caused by the fungus *Colletotrichum coccodes*, which also causes anthracnose on tomato fruits. The pathogen is capable of surviving in soil by microsclerotia that form on infected fruit and roots (the black dots).

Root knot nematodes belong to the genus *Meloidogyne*. Both the northern root knot nematode (*Meloidogyne hapla*) and southern root knot nematode (*Meloidogyne incognita*) are present in Ohio tomatoes. In general, *M. hapla* forms smaller, distinct galls on tomato roots, while *M. incognita* tends to form larger, fused and malformed galls. Both species of nematodes have extremely broad host ranges.
How can I manage these diseases?
When managing soilborne diseases, growers should combine management practices that prevent existing soilborne pathogen populations from increasing with practices that actively reduce pathogen populations in the soil.

Prevention: For transplant production, always use clean planting materials including seed, soilless media (recommended) and well or “city” water for irrigation. Ensure that seedlings are healthy before transplanting. Maintain proper fertility and watering to ensure healthy seedling development and maintain adequate nutrient and water levels throughout crop development.
Sanitation: Remove diseased plants and diseased plant parts. Clean soil from boots and equipment between fields and high tunnels. Do not move from soilborne disease-affected fields to non-affected fields.
Rotation: Rotate out of the same plant family when possible. For pathogens with extremely wide host ranges, such as Verticillium sp. and Meloidogyne spp., it is difficult to rotate to a suitable non-host crop. Since most soilborne pathogens are excellent soil survivors, rotations of 3-5 years are usually necessary to reduce pathogen populations adequately.
Host resistance and grafting: Resistant varieties should be selected whenever possible and resistance to Verticillium wilt and Fusarium wilt is incorporated into most modern tomato varieties. Grafting a disease susceptible scion onto a disease resistant rootstock can reduce damage due to soilborne diseases. Many commonly used rootstocks have resistance to Verticillium wilt, Fusarium wilt, corky root rot, and some resistance to root knot nematode.
Soil disinfestation: Several soil disinfestation options are available that vary in cost, efficacy, and environmental impact. Chemical fumigation and steam sterilization are two options that have been used historically, but are often not feasible for use on vegetable farms. Anaerobic soil disinfestation is a newer method of soil disinfestation that involves amending, saturating, and tarping soil. Soil solarization uses solar-generated heat trapped under plastic sheeting to kill soilborne pathogens, but this technique is not often effective under Midwestern conditions. Soils

Roots with sclerotia of Colletotrichum coccodes, the causal agent of black dot root rot. The honey brown discoloration is also characteristic of this disease.

Tomato roots with severe root knot nematode galling.
can be flooded or left fallow to kill pathogens over a period of time, but these methods are often ineffective due to the survival structures of most soilborne pathogens.

Chemical or biological control: Few options are available and many biological control options are still experimental.

Article contributed by Anna Testen and Sally Miller, The Ohio State University Department of Plant Pathology

Two New Herbicides Available in 2018
By Sonja Begemann, Farm Journal

A new pre-emerge and a new post-emerge herbicide will be available for farmers in 2018. Dow AgroSciences is introducing pre-emerge Elevore for corn, soybeans and cotton and DuPont Crop Protection is introducing EverpreX for post-emerge use in soybeans.

“Elevore has a new active ingredient—Arylex active—which has a unique binding affinity and provides systematic control of broadleaves,” says Lindsey Hecht, Dow herbicide product manager. It’s a group 4 herbicide that Hecht says should be mixed with other common burndowns such as ALS or glyphosate.

Dow’s new product is a one ounce use rate and can kill marestail up to 8” tall—though they encourage farmers to catch them before 4” tall to preserve the technology. Elevore can be applied 14 days prior to planting corn and soybeans and 30 days prior to cotton.

DuPont’s EverpreX features S-metolachlor, a group 15 herbicide for control of small seeded broadleaf weeds such as waterhemp. “It’s a good fit for in-crop application and helps stop later emerging flushes of weeds,” says Jenny Goodman, DuPont global product manager for corn and soybeans.

The product can be tank mixed with other premixes to ensure farmers are applying multiple modes of action across the field. EverpreX has a two to four week residual and is a one to 1.5 pint use rate, depending on weed pressure and type of weeds in the field. Goodman says there is a wide window of application so farmers can apply the product anytime they expect or catch an additional flush of weeds.
**Collaring the Mice that Carry Lyme Disease-Causing Ticks**


White-footed mice in Howard County, Maryland are being collared as part of a study to improve control of the ticks that spread Lyme disease. The mouse collaring research, never before done in Maryland, is a partnership of the Agricultural Research Service (ARS), Howard County Department of Recreation & Parks (HCRP), and University of Maryland (UMD).

The mouse tracking is part of a larger five-year ARS Tick Management Project evaluating the use of minimal pesticide or integrated pest management methods to lower the number of black-legged ticks. Some of those ticks carry Lyme disease-causing bacteria and are around single-family yards and gardens adjacent to large Howard County parks.

While ticks that spread Lyme disease are commonly thought of in connection with deer, it is from infected white-footed mice that these ticks usually acquire *Borrelia burgdorferi*, the bacteria responsible for the disease. Starting on September 5, an ARS and UMD team led by UMD graduate assistant Grace Hummell will live trap ten mice (5 males and 5 females) at each of four sites, using food and cotton, which is attractive nesting material, as bait. The four sites are near Cedar Lane Park, Middle Patuxent Environmental Area, Centennial Park, and Rockburn Park.

Entomologist Andrew Li, with the ARS Invasive Insect Biocontrol & Behavior Laboratory in Beltsville, Maryland, who coordinates the Tick Management Project wants the data to better understand how white-footed mice respond to bait boxes that include tick treatments like topical insecticides.

"We need a scientific basis for where we put the bait boxes, so we can have a sound expectation that mice will get enough acaricide to kill the ticks," said Li. Understanding the home range and activity pattern of mice will help improve host-targeted tick control."

Once a mouse is captured, the team will fit it with a tiny VHF radio collar to track its movements during periods of the next six weeks. The collars do not include GPS tracking units. Next, the team will recapture the mice and remove their collars.

Phase two will come after the collaring season. This will involve grid-trapping and releasing mice over multiple nights so changes in their locations is traced.

For more information contact Kim Kaplan, ARS Office of Communications at 301-504-1637 or Kim.Kaplan@ars.usda.gov

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**Northeast Ohio Agriculture**
Airline industry could fly thousands of miles on biofuel from a new promising feedstock
By Carl R. Woese, Institute for Genomic Biology, University of Illinois at Urbana-Champaign
Source: https://www.eurekalert.org/pub_releases/2017-09/crwi-aic091117.php

A Boeing 747 burns one gallon of jet fuel each second. A recent analysis from researchers at the University of Illinois estimate that this aircraft could fly for 10 hours on bio-jet fuel produced on 54 acres of specially engineered sugarcane.

Plants Engineered to Replace Oil in Sugarcane and Sweet Sorghum (PETROSS), funded by the Advanced Research Projects Agency - Energy (ARPA-E), has developed sugarcane that produces oil, called lipidcane, that can be converted into biodiesel or jet fuel in place of sugar that is currently used for ethanol production. With 20% oil - the theoretical limit - all of the sugar in the plant would be replaced by oil.

"Oil-to-Jet is one of the direct and efficient routes to convert bio-based feedstocks to jet fuel," said Vijay Singh, Director of the Integrated Bioprocessing Research Laboratory. "Reducing the feedstock cost is critical to improving process economics of producing bio-jet fuel. Lipidcane allows us to reduce feedstock cost."

This research analyzed the economic viability of crops with different levels of oil. Lipidcane with 5% oil produces four times more jet fuel (1,577 liters, or 416 gallons) per hectare than soybeans. Sugarcane with 20% oil produces more than 15 times more jet fuel (6,307 liters, or 1,666 gallons) per hectare than soybeans.

"PETROSS sugarcane is also being engineered to be more cold tolerant, potentially enabling it to be grown on an estimated 23 million acres of marginal land in the Southeastern U.S.," said PETROSS Director Stephen Long, Gutgsell Endowed Professor of Plant Biology and Crop Sciences at the Carl R. Woese Institute for Genomic Biology at the University of Illinois. "If all of this acreage was used to produce renewable jet fuel from lipid-cane, it could replace about 65% of national jet fuel consumption."

"We estimate that this biofuel would cost the airline industry $5.31/gallon, which is less than most of the reported prices of renewable jet fuel produced from other oil crops or algae," said Deepak Kumar, a postdoctoral researcher at Illinois, who led the analysis.

This crop also produces profitable co-products: A hydrocarbon fuel is produced along with bio-jet fuel or biodiesel that can be used to produce various bioproducts. The remaining sugar (for plants with less than 20% oil) could be sold or used to produce ethanol. In addition, biorefineries could use lipidcane bagasse to produce steam and electricity to become self-sustainable for their energy needs and provide surplus electricity, providing environmental benefits by displacing electricity produced with fossil fuels.
PETROSS (Plants Engineered to Replace Oil in Sugarcane and Sorghum) is a research project transforming sugarcane and sweet sorghum to naturally produce large amounts of oil, a sustainable source of biofuel. PETROSS is supported by the Advanced Research Projects Agency-Energy (ARPA-E), which funds initial research for high-impact energy technologies to show proof of concept before private-sector investment.

The paper "Biorefinery for combined production of jet fuel and ethanol from lipid-producing sugarcane: a techno-economic evaluation" is published by Global Change Biology Bioenergy (10.1111/gcbb.12478).

**Farm Science Review Tickets Available**

OSU Extension is pleased to announce that Advance tickets for the Farm Science Review are available at all Ohio State University Extension county offices for $7. This year's Farm Science Review will be held at the Molly Caren Agricultural Center in London, Ohio on September 19-21, 2017. Tickets are $10 at the gate; however presale tickets can be purchased at your local OSU Extension for $7 per ticket through Monday, September 18, 2017. Children 5 and under are admitted free. The review hours are 8:00 a.m. to 5:00 p.m. on September 19 & 20 and from 8:00 a.m. to 4:00 p.m. on September 21.

Farm Science Review is known as Ohio's premier agricultural event and typically attracts more than 130,000 farmers, growers, producers and agricultural enthusiasts from across the U.S. and Canada annually. Participants are able to peruse 4,000 product lines from roughly 620 commercial exhibitors and engage in over 180 educational workshops, presentations and demonstrations delivered by experts from OSU Extension and the Ohio Agricultural Research and Development Center. More information about the Farm Science Review is at [http://fsr.osu.edu](http://fsr.osu.edu).

**David’s Weekly News Column**

Hello, Ashtabula County! Earlier this summer while attending the national conference for Agricultural Extension Educators, I came across an old magazine in a silent auction held during the conference. This magazine titled “The Farm Quarterly” caught my eye because it featured a whole section of farm management articles. It also helped that it was the winter edition of 1968-69—my first winter! It sold for $0.75 cents back in 1968 and I will admit that I had to pay about 20 times that to bring it home with me.

I really cherish looking back through old magazines. This particular magazine featured an ad on Harvestore silos and one from New Holland featuring their Model 975 and 985 combines with options for a 2, 3 or 4 row corn head. Allis-Chalmers also had an ad promoting the 64 horsepower strength of their AC One-Eighty tractor which was perfect for pulling a 4 bottom plow. Pioneer’s ad featured Frank Rush from Kansas City whose corn broke the 200 bushel per acre mark. Much talk was also given throughout the magazine on the new names for crop chemicals. Atrazine would now be called AAtrez, Simazine would be called Princep and...
chemical think-tanks were considering such names as Clobber, Wallop and Big Daddy for other chemicals.

I bought the magazine as I was intrigued by the special section in the magazine featuring 5 farm management articles. These articles were written to provide insights on the shifts in the structure of the agricultural industry. I was interested in seeing how relevant their advice was almost fifty years later. One of these articles really caught my attention. Titled “One Jump Ahead” it featured Dale Fraser an Iowa farmer, in his seventies, who was “farming full steam ahead because there’s nothing he likes to do better.”

The editor of The Farm Quarterly quipped, “We know of many men who farm to live and a very few who live to farm.” Mr. Fraser was one of the first farmers in Iowa to adopt no-till planting. Besides farming over 2,900 acres he also raised beef cattle. Mr. Fraser was described as a man who farms because he wants to, grows because he responds to challenge, and innovates as a matter of habit.

What caught me the most about the feature on Mr. Fraser was his philosophy of staying on top through the management of people instead of things. He summarized his management approach in three ways: simplify, manage by exception, and concentrate on people instead of things.

Mr. Fraser said the benefit of being his age was that he did not have to worry any longer about what people think. He stated he did not have to drive a tractor just to prove to the neighbor that he could. Instead he stated that he could afford to take the time to think about making his operation as simple as possible. One way that he made his operation simpler was to get rid of the plow and switch to no-till production. Dale made this switch when time was crunched due to a late planting season one year.

His simplistic approach led to managing by exception. He stated that a good manager pays attention to detail and anticipates problems before they become crises. Dale said a top manager needs to concentrate on those things which are “exceptions to the normal.” As a manager his primary duty is to manage the farm’s resources: to plan, to buy and sell, to finance and to supervise. Dale stated this requires mental skill, diligence, and an inquiring mind.

He stated that a top manager should focus on the things nobody else can do and let others do the things they are able to do. As an example, he shared that any of the men who work for him can drive the tractor or fix the planter better than he could. This allows him time to look for bottlenecks in the operation and to be looking for ways to make his operation more efficient and effective.

Application for Today’s Farm Managers- There was a ton of management information from Dale which still is applicable 50 years later. So, as the manager of your farm, I would ask you, how are you doing? Are you managing people and your business? Or do you allow things to manage you? How good are you at managing by exception? Are there jobs that you are doing that could be done by someone else in the operation giving you time to manage? How good
are you at spotting, managing, and keeping good employees? Mr. Fraser would ask “Do you have the self-restraint to let them alone.”

Are there “sacred” practices that you do on your farm that could be put out to pasture? What are the bottle necks in your business? Are you anticipating problems before they become crises? Do you think big, really big, and treasure the small? Do you place relationships above short-term or selfish gains? Do you find ways to accomplish goals by developing the potential of others? And ultimately, how well will you finish?

**Closing Thought** - I am also amazed by the more things change, the more they stay the same. The article on Mr. Fraser could have been easily written in 2017. I would encourage you to think what an article written on your management skills would say? It is good food for thought. To close, I would like to share a quote from Peter Drucker who stated, “Management is doing things right; leadership is doing the right things.” Have a good and safe day!

**Upcoming Extension Program Dates**

The following programs have been scheduled for Northeast Ohio farmers. Complete registration flyers can be found at: [http://ashtabula.osu.edu/program-areas/agriculture-and-natural-resources/upcoming-educational-programs-deadlines](http://ashtabula.osu.edu/program-areas/agriculture-and-natural-resources/upcoming-educational-programs-deadlines)

- **Fertilizer Certification Sessions**
  September 14 at Geauga County Extension Office from 1:00 to 4:00 p.m.

- **2017 Ashtabula County Beef Banquet**
  Saturday, November 11, 2017

- **Private Pesticide Applicator & Fertilizer Re-certification Sessions**
  November 16, 2017 from 1:00 to 5:00 p.m. in Lake County
  January 12, 2018 from 8:00 to 12:00 noon in Ashtabula County
  February 2, 2018 from 8:00 to 12:00 noon in Geauga County
  February 9, 2018 from 10:00 to 3:00 p.m. in Portage County
  March 9, 2018 from 1:00 to 5:00 p.m. in Trumbull County

- **2018 Northeast Ohio Winter Agronomy School**
  Wednesday February 21, 2018

- **2018 Ashtabula County Dairy Banquet**
  Saturday, March 24, 2018

- **21st Annual Joe Bodnar Memorial Northern Classic Steer & Heifer Show**
  Saturday, April 21, 2018
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Donate Crops To Support Charity

A tax strategy that helps local charities.

Donating crops, instead of money, can have significant advantages:

• The value of donated crops is not included on Schedule F, but the expenses are deductible on the form.
• There are no federal or state income taxes paid on the value of donated crops.
• There is no self employment tax paid on the value of donated crops.
• Yield records are not affected by the donation.
• Savings exist whether you itemize or take the standard deduction.

Keep The Money In Our Community

The primary mission of the Northern Trumbull County Community Foundation is to help in keeping our community strong not only for its current residents, but also for future generations. All donations are invested back into the community with this purpose in mind.