

UNIVERSITY OF
MARYLAND
EXTENSION

Garrett County Ag Newsletter



Agriculture & Food Systems

September 2024

Ranching For Profit Workshop at Garrett College

VIRGINIA-MARYLAND RANCHING FOR PROFIT WORKSHOPS



Looking to transform your farm into a profitable business?

This 2-day workshop will focus on farm economics and increasing profitability

Maryland Workshop

Hosted by UMD Extension/AFT
October 24-25, 2024
Garrett College - McHenry, MD
<https://go.umd.edu/rfpworkshop>

If you need a reasonable accommodation to participate in this event, please contact us at least two weeks prior to the event at (301) 791-1304.

TOPICS COVERED

Day 1 - October 24

- ◆ Setting a profit target and working backwards to achieve it
- ◆ Projecting profit or loss using the RFP 7-step profit model
- ◆ Using benchmarks to identify profit drivers and find the "dead wood"
- ◆ Restructuring your operation for profitability

Day 2 - October 25

- ◆ The value of cattle vs. the value of grass
- ◆ Stocking rate vs. carrying capacity
- ◆ Soil health is the foundation of ag business health
- ◆ Applying the 3 secrets for increasing profits in to the 5 cell grazing principles

Taught by Jordan Steele, one of the experts on the Ranching for Profit team!



This Ranching for Profit workshop is designed for producers looking to transform their operation into a profitable business with less work and stress. Workshop attendees will dive deeper into the principles behind farm economics and increasing farm profitability, giving participants the tools and insights they need to improve their business.

This 2-day workshop will be taught by Jordan Steele, one of the experts on the Ranching for Profit team and director of operations for Ranch Management Consultants. Jordan grew up on a cow-calf operation near Aladdin, WY before completing his Master's Degree in Agricultural Economics at the University of Wyoming. He worked for the Kansas Farm Management Association for over 7 years where he specialized in agricultural business recordkeeping, financial analysis and interpretation, and income tax preparation for farmers and ranchers. Jordan attended his first RFP school in 2017 and was instantly hooked on how well the program delivery ties together the people, money, and production areas of farming and ranching.

The workshop will feature a small group approach with team and class discussions, case studies, videos, interactions, and direct application to the participants' own situation to make for a fun and effective learning environment.

The event runs from 9 AM to 4 PM each day. Lunch will be provided each day. If you have questions or need assistance please contact your local county Extension office or the Western Maryland Research and Education Center at 301-432-2767. If you need reasonable accommodation to participate in any event or activity please contact us at least 2 weeks prior to the event.

Register by clicking [HERE](#).

Agriculture Marketing Grant Announced



The Garrett County Government is pleased to announce a new round of funding for the Agriculture Marketing Grant (AMG) Program. This grant program supports and promotes agriculture-based businesses and associations within Garrett County.

Local grant programs, such as the AMG, help sustain the agricultural heritage of the region, promote local products, and enhance the overall economic stability of the community. Such programs also encourage innovation, improve market access, and ensure that local businesses remain competitive in a rapidly changing marketplace.

Each AMG award is up to \$1,000, each, to cover up to 90% of the costs of eligible marketing or promotion projects including signage, banners, print, digital, and radio advertising, business cards, brochures, and rack cards, website revamps or updates, farmers market display items (e.g., canopies, tables, tablecloths), and promotional giveaway items.

“In today’s competitive market, effective marketing is crucial for the growth and sustainability of our local farms and farm-business community,” said Kim Durst, Manager of Business Development. “We are pleased to continue our commitment to our local businesses through the continuation of this program.”

For all information, eligibility guidelines, and application details, please visit <https://bit.ly/ag-marketing-grant>.

For additional information and assistance with the application process, please contact Melissa Bolyard via email at mbolyard@garrettcounty.md.gov

2025 Farmer Grant Call For Proposals Now Open

Farmers in the Northeast can apply for up to \$30,000 in funding for sustainable agriculture projects starting in 2025. These projects can range from experiments to on-farm events and demonstrations or other educational activities.

The Call for 2025 Northeast Sustainable Agriculture Research and Education (SARE) Farmer Grants is [now available](#). Approximately \$850,000 has been allocated to fund projects. Awards of up to \$30,000 are available and proposals are due no later than 5:00 p.m. EST on November 12, 2024.



Q&A Sessions are taking place alternating Tuesdays and Wednesdays. Grants are intended as a starting point, applicants must identify a Technical Advisor who can provide expertise in areas such as research design, troubleshooting, and promotion. The Technical Advisor acts as a go-to support person throughout the grant project, making it easier on first time grantees and forging new relationships in agricultural communities across the

Northeast. For more information go to <https://northeast.sare.org/news/2025-farmer-grant-call-for-proposals/>

Statewide Agriculture Newsletters



Newsletters from UME offer informative, researched-based information that the reader can put into practice. Informative articles include crop production, disease information, animal science, and upcoming programs. Take a closer look at the newsletters listed below.

The **Agronomy News** is a statewide newsletter for farmers, consultants, researchers, and educators interested in grain and row crop forage production systems. This newsletter is published once a month during the growing season and will include topics pertinent to agronomic crop production. Subscribers will receive an email with the latest edition.

[Agronomy News](#)

The **Fruit & Vegetable News** is a timely publication for the commercial vegetable and fruit industry available electronically from April through October. Published by the University of Maryland Extension Agriculture and Food Systems team.

[Vegetable & Fruit News](#)

Update AG Client Contact Information

Please [click here](#) to update your contact information and to stay updated on everything agriculture-related in Garrett County and the tri-state area.

CONTACT US



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Except for Observed Holidays

[Faculty/Staff Directory](#)



Agriculture & Food Systems

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Facebook: <https://www.facebook.com/4HGarrettCoMD>

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Roberta Cvetnick

Roberta is using Smore to create beautiful newsletters

