

Warmest Greetings,

That is a salutation we usually save until Christmas, but I think it applies today. Warm greetings come pretty easy. Hot and humid. Good for crops if they have had enough to drink. Many of our crops are very thirsty. My brother, who is a crop consultant in Champaign, Illinois, says that they went from very wet to very dry, but then got about three inches of rain last week. They feel like they are in good shape now. This might explain why our markets cannot decide to turn upward despite the dry and hot weather.

## FBM Sign-Up for 2006-07

The Riverland Farm Business Management program continues to change to meet your needs. In the past year, you have been given the opportunity to work with me, and sometimes with other Riverland FBM faculty and experts from outside.

Many of you have taken advantage of all we have to offer including the Agriliance - Riverland crop workshop, marketing seminars, insurance meetings, farm analysis, cashflow projections, long-range budgeting, PCMars recordkeeping, estate planning and much more. We continue to press forward for new and innovative ways to serve your needs in farm management education.

It is time to enroll for farm business management for the coming year. We are pleased to report that we can almost hold the line on tuition. Almost means that there will be a \$5 per credit increase. That is less than 5%, so we are "sort of" pleased with that.

One change will be in the method used by the College to handle tuition. Because a few people (very few in farm business management) have created problems by not paying their tuition, the College is making the following changes:

First, if you owe any tuition from last year, then you cannot enroll for next year. Technically, this means that I cannot work with you until you pay.

Second, when you sign up, you are asked to pay the semester's tuition plus 15% of spring semester's tuition. By doing this, you are paid up for the first half of the year (July 1 through December 31) and are considered registered for the second half. Then you will receive a bill from the College for the balance owed next February or March. In the past, you could enroll with no check and the College would bill you later. Now we will need to send a check with the enrollment form.

I hope these changes do not discourage any of you from being in the farm management program. I value you as a student and I appreciate your dedication to learning.



## Financial Aid

Any FBM student who applied for financial aid last year should consider applying again this year. The FAFSA (free application for federal student aid) needs to be in before September 17 or you will not qualify for financial aid for fall semester. I can help you with this. It only takes a few minutes to do.

All we need is your income tax forms from 2005 and general information about yourself. Call me or e-mail if you have not gotten this done already.

## My July

Beware. Labor Day is only minutes away. I attended the Minnesota Association of Ag Educators summer conference in Rochester the week of July 9 - 14. We had a wide variety of educational seminars for teachers. I learned more about Finpack, PCMars, DHIA, wind energy, ethanol production, methane production, biotechnology and genomics. We also conducted the business of our organization, gave away some awards, exchanged ideas, met new people and visited with some long-time colleagues. It is always a tiring, yet rewarding, week.

## Upcoming Field Days

Coming up are several field days sponsored by University of Minnesota Extension. Check the following enclosures or web sites for more information. I went to a Strip Tillage field day at the Andy Hart farm near Rochester last week. The investment in equipment seems high, but the fuel savings are remarkable. Andy claimed that he can do tillage, fertilizer application and planting with about one-third of a gallon of diesel fuel per acre. Will the savings in fuel pay for the machinery? Maybe not, but there are other payback opportunities to consider. Studies will continue to monitor how strip tillage pays.

**July 27-** Strip Tillage Expo, 9 AM - 3 PM. Waseca.

[www.extension.umn.edu/water/stripillageexpo/](http://www.extension.umn.edu/water/stripillageexpo/)

**August 3-** Disease & Insect Field Tour, 8 AM - NOON. Waseca. \$30 registration includes tour, handouts, snack and lunch.

**August 9-** Soybean Cyst Nematode and Other Soybean Pests Crops Clinic, 3 PM - 5 PM. Cost is \$15.



## Soybean Aphids

Not much excitement in the aphid department yet. That can change in a hurry. See the information enclosed or accessible through the web site below. Speed scouting assumes that a plant with more than 40 aphids is infested and you do not have to count every aphid on every plant. The key is to scout early and often so that you can tell how bad the aphids are and if they are getting worse, staying the same, or going away. Being in the fields is what makes scouting effective. Of course, your neighbors and your agronomy service representatives are effective helpers in the process. Find more information at: [www.soybeans.umn.edu/home.htm](http://www.soybeans.umn.edu/home.htm).

## Soybean Rust

The maps seem to show that rust is staying east of Texas. According to Dr. Elwynn Taylor, if rust gets to Texas then that increases the opportunities for rust spores to reach us. Even if rust spores get here, that does not mean our soybeans will get rust. If the spores don't get here until October, then the spores will be killed by winter weather. Look at a rust progress map at [www.sbrusa.net](http://www.sbrusa.net).



## MINNESOTA DAIRY INITIATIVES— SE REGION DAIRY PRODUCTION INDEXES AND ASSESSMENTS

DAIRY PRODUCER \_\_\_\_\_

		7/24/2006			
DATE		1/1/06	1/1/05		
ITEM		CURRENT	LAST YEAR	CHANGE	PERCENT
1	MLM	80	81	1.00	-1%
2	PEAK MILK 1st	76	84	8.00	-10%
	PEAK MILK OTHER	110	112	2.00	-2%
	RATIO	0.69	0.75	0.06	-8%
3	LINEAR SCORE	3	4	1.00	25%
4	PERCENT NEW INF	9	12	3.00	25%
5	PERCENT NEW DRY	14	21	7.00	33%
6	AGE FIRST CALVING	24	27	3.00	11%
7	PREGNANCY RATE	25	17	8.00	47%
8	DAYS FIRST BRED	78	72	6.00	-8%
9	TURNOVER PERCENT	33	23	10.00	-43%
10	DEATH PERCENT	1	6	5.00	83%
	First lactation	65			
	Total cows	201			
	Milk price/lb	0.1350			
	Number youngstock	148			

**Economic Projection**

1	MLM	(4,070.25)
2	Peak milk	(32,556.60)
3	Linear score	8,954.55
4	Percent new inf	300.00
5	Percent new dry	350.00
6	Age calving	10,656.00
7	Preg rate	32,160.00
8	DAYS FIRST BRED	(4,159.80)
9	TURNOVER PERCENT	(5,000.00)
10	DEATH PERCENT	6,532.50
	<b>Estimated Gross return</b>	13,166.40 *
	<b>per cow</b>	65.50

Think of this as the “Top Ten” list of factors affecting your dairy herd profit.

We can use this spreadsheet and your DHIA records to determine your financial gain or loss over the past year based on changes in these “Top Ten” factors.



**FARM MANAGEMENT EDUCATION**  
**Wayne C. Pike, Instructor**  
**6540 65th Street NE**  
**Rochester, MN 55906-1911**

**ADDRESS SERVICE REQUESTED**



*VISIT US ON THE WEB!* [www.riverland.edu/mgt/wpike/index.htm](http://www.riverland.edu/mgt/wpike/index.htm)

