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AGRONOMY & DAIRY DIGEST
November 2019

1929



SINCE



ENTIRE
FARM SUPPLY
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DARE



RECOGNIZING MENTAL HEALTH DISORDERS

Approximately 18% of adults in the US will experience a mental health disorder in any given year. The most common mental health disorders are anxiety and depression, but also include substance use disorders, eating disorders, bipolar disorders, and schizophrenia. Often an individual will experience more than one of these conditions at the same time. Only about 40% percent of people with a mental health disorder in any given year will seek professional help for it.

For those suffering at the extreme end of the mental health disorder spectrum, suicide is sometimes seen as an option for ending suffering. Suicide is the tenth most common cause of death in the US, with 45,000 suicides in the US each year. White males between the ages of 45 and 65 are the most common group to die because of suicide. Farmers have one of the highest suicide rates of any profession.

What to Do If You or Someone You Know is Suffering from a Mental Health Disorder

If you suspect someone is suffering from a mental health disorder, sometimes the best thing you can do is simply ask, "How are you doing?" Try to get them to open up without pressuring them and then just listen without judging, interrupting, or offering advice. If someone is an immediate danger to themselves or others, call 911 or a suicide prevention hotline. After listening to the person, you may want to recommend they seek professional help (primary care physician, mental health professional, or certified peer specialist) and suggest some self-help options (talk with family, friends, or church members, participate in a peer support group, read a book, change diet, exercise, etc.).

If you or a friend or family member are suffering from a mental health disorder, a variety of mental health resources are available: Iowa Concern Hotline, 1-800-447-1985, offers assistance to address stress and mental health concerns. They are focused on farming and the rural area, but will assist anyone who calls. Their services are available nationwide.

National Suicide Prevention Lifeline: 1-800-273-8255.

Signs and Symptoms of Mental Health Disorders

While there are many different mental health disorders, common signs and symptoms include but are not limited to:

- An unusually sad mood. Feeling anger or rage. Irritability. Change in mood.
- Loss of enjoyment and interest in activities that used to be enjoyable. Withdrawing from friends.
- Lack of energy and tiredness.
- Feeling worthless. No sense of purpose.
- Thinking about death and wishing to be dead. Threatening to kill or injure oneself.
- Difficulty concentrating or making decisions.
- Being agitated.
- Change in eating behavior. Loss of interest in food or eating too much.
- Change in sleeping patterns. Not sleeping or sleeping too much.
- Acting reckless.
- Increasing alcohol or drug use.
- Rapid heartbeat or breathing.
- Dizziness, headache.
- Unrealistic and/or excessive fear or worry.
- Statements, such as: "I'm a failure.", "Nobody cares.", "Everyone would be better off without me."

Year End Farm Sale

December 1-31 • All Augusta Co-op store locations

Featured Brands

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PROUD TO BE A CERTIFIED
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FALL AGRONOMY PLANNING

As we enter into late fall/early winter, weed control in small grain crops should be considered. In a lot of cases, we can do a better job controlling weeds during this period while the weeds are small and have an under developed root system. This can either be done pre-plant or post-plant. Contact us to schedule a time to discuss fall weed control.

Additionally, it is time to start planning corn and soybean seed selection. Augusta Co-op carries NK/Enogen, Dekalb & Asgrow, Croplan, Masters Choice (order only) and Pioneer (Bedford location only). Book now with your Augusta Co-op Agronomy Sales Team to ensure you select the hybrid varieties you want at a discounted pre-pay price. Seed corn deadline is November 15 (8% discount) or again January 11 (6% discount). Fertilizer pre-pay ends January 11 (8% discount).

EMBRACE ANY WEATHER

Shop the Valley's largest selection of work and equine riding boots.

Vendor Day

Wednesday, February 19, 2020
3 PM - 8 PM

Weyers Cave Community Center
682 Weyers Cave Rd, Weyers Cave, VA

The largest farming brands on site in one location! Book your 2020 items at drastically reduced rates at our annual vendor day. Door prizes, food, educational seminars and much more!

For additional information visit
www.AugustaCoop.com
or call (540) 885-1265.

EVENTS / CALENDAR

ROAD TO THE RING WORKSHOP

Thursday, November 7 6 PM – 8:30 PM
Augusta Expo (Fishersville, VA) – Coffee Pavilion
Join Augusta Co-op for an educational workshop! Students ages 9-18, currently enrolled in 4-H or FFA are welcome to attend. Hear from industry leaders, professional showmen, learn the latest trade secrets! All attendees receive one FREE bag of Augusta Show Feed (one per exhibitor). RSVP to Daniel May at DMay@AugustaCoop.com or (540) 294-6140

RED HOT HOLIDAY PRE-BLACK FRIDAY SALE EVENT

Friday, November 15 8 AM – 6 PM
Saturday, November 16 8 AM – 5 PM
Augusta True Value Staunton
1205B Richmond Road
Huge deals in-store on clothing, boots, power tools and much more!

AGRONOMY CUSTOMER APPRECIATION DAY

Friday, February 7 11 AM – 2 PM
Verona Greener Valley Supply
963 Laurel Hill Rd, Verona, VA 24482
Additional information:
RSVP to Staci Alger at (540) 885-1265 x 243 or SAlger@AugustaCoop.com

AUGUSTA CO-OP / ZOETIS BEEF PRODUCER MEETINGS

Monday, November 11 6:30 PM
High's Restaurant
73 W Main St., Monterey, VA 24465
Tuesday, November 12 7:30 AM
Middlebrook Community Center
54 Cherry Grove Rd, Middlebrook, VA 24459
Hear from Zoetis' Dr. Alley on 'Preparing calves for the next stage of production.'
RSVP required by October 31 to Allison Bagley at ABagley@AugustaCoop.com or (540) 885-1265.

END OF YEAR FARM SUPPLY SALE

December 1 – 31
All Augusta Co-op store locations
Additional information or list of sale items:
www.AugustaCoop.com or (540) 885-1265

AUGUSTA CO-OP VENDOR DAY

Wednesday, February 19 3 PM – 8 PM
Weyers Cave Community Center
682 Weyers Cave Rd.
Book your 2020 items at drastically reduced rates at our annual vendor day! Door prizes, food, educational seminars and much more! www.AugustaCoop.com or (540) 885-1265

HOLIDAY SAVINGS!
Check out these Holiday deals leading up to Christmas!

NOV. 25th-30th
30% OFF Accessories (Socks, Hats, Ball caps & westerns, Vests, Buckles & Belts)
25% OFF Hoey Branded Items
30% OFF ARIAT Clothing

DEC. 2nd-7th
25% OFF Accessories
25% OFF CINCH Clothing

DEC. 9th-14th
20% OFF Accessories (Socks, Hats, Ball caps & westerns, Vests, Buckles & Belts)
25% OFF Kimes Ranch Clothing & Hats
25% OFF Carhartt Clothing

DEC. 9th-24th
40% OFF All Fishing Supplies
20% OFF All Pet Supplies and Toys
15% OFF All Bird Houses, Feeders & Seed
10% OFF All Equine Tack

DEC. 16th-24th
40% OFF Gift wear (Fall & Christmas)
25% OFF All Toys
20% OFF All Wrangler Clothing
15% OFF Accessories

Visit AugustaCoop.com for our seasonal E-Coupons for more holiday deals (screenshot or printed coupons accepted).

NOV. 15th-16th PRE-BLACK FRIDAY SALE
STAUNTON LOCATION ONLY!
Not all deals listed

ALL WRANGLER® CLOTHING
30% OFF

MEN & WOMEN CARHARTT® LINED / INSULATED BIBS
\$30 OFF

TOY SALE
30% OFF All Toys
ALL BOOTS
30% OFF All Boots (No Muck or Rubber)
WOLVERINE, Ariat, Jamba

ALL OTHER CARHARTT® CLOTHING
25% OFF

November 15-16 ONLY!
MAGICAL KEY CONTEST
WIN A YETI Tundra 65!

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BIRDS BE GONE

According to a USDA Wildlife Services fact sheet, 1,000 starlings can eat about 36 to 40 pounds of food per day. That's a sizeable chunk of change.

If you're tired of sharing your cows' chow with a bunch of avian invaders, read on. There are several bird-control options at your disposal. Find out which one might best suit your needs.

What methods are most effective?

According to a survey of commercial dairies in Pennsylvania, New York and Wisconsin, bird-control measures vary in terms of their effectiveness. The table, "Efficacy and cost of bird-control methods on dairies," breaks down how survey respondents ranked the effectiveness of some common bird-control strategies. It also puts a price tag on the cost of those strategies.

Meanwhile, some other points of interest from the survey include:

- To kill a mockingbird... Survey participants said lethal methods (a.k.a., shooting and poisoning) were more effective than nonlethal control measures like live trapping and chemical repellents.
- ... but you don't have to kill 'em. Respondents said "exclusionary devices" (like netting or bird-proofing buildings) worked, too. In fact, netting was the only nonlethal control method shown to be moderately effective, though it was the most expensive option cited.
- No method is without its drawbacks. This is for the overly optimistic folks. The study's purveyors say that factors like economics ("It costs how much?") can stand in your way, and some strategies are just plain hard to implement without disrupting normal activity on the farm. ("There's so much netting in here, I can't drive into the barn to feed the cows!") Remember, too, that certain strategies come with unpleasant or annoying side effects. ("Sure, it scared the birds off, but now the cows are so jumpy.")

What are my options?

Options for bird control on dairy operations fall into two general categories: lethal and nonlethal. Lethal options include those already mentioned, such as shooting and poisoning. Nonlethal methods can be broken down a bit further into these categories:

Repellents. This category includes options like electronic bird control which uses sounds, like digital recordings of distressed birds, to frighten away their pesky peers. It also includes chemical repellents and scare tactics like propane cannons.

Exclusion. Options like birdproofing of buildings and bird netting fall into this category.

Other. Things like live trapping and habitat modification (practices that limit birds' access to feed and water) fit here.

Tap into Wildlife Services

Wildlife Services is a program within the USDA's Animal and Plant Health Inspection Service (APHIS). Specialists

BIRD CONTROL STRATEGY	EFFECTIVENESS OF CONTROL STRATEGY			AVERAGE ANNUAL COST
	VERY	MODERATE	NOT	
WILDLIFE SERVICES	35%	22%	43%	\$719.56
STARLICIDE COMPLETE ¹	15%	33%	52%	\$660.00
CHEMICAL REPELLENTS	7%	21%	71%	\$595.56
SHOOTING	17%	64%	19%	\$153.24
LIVE TRAPPING	10%	30%	60%	\$93.85
NETTING OR BIRDPROOFING	23%	44%	33%	\$1,229.76
HABITAT MODIFICATION	11%	32%	57%	\$288.75
OTHER ²	24%	44%	32%	\$562.14

¹ STARLICIDE COMPLETE (GARTH CITY RESOURCES, BROOKTON, MO).
² A GENERAL CATEGORY USED TO ENCOMPASS ANY OTHER METHOD USED TO CONTROL BIRDS ON DAIRIES.

ADAPTED FROM NOVEMBER 2012 JOURNAL OF DAIRY SCIENCE

with Wildlife Services can provide on-site assistance and recommendations for using the various control practices mentioned here. You may want to talk to them first before using baits or other lethal bird-control methods, some of which require training and certification. Call Wildlife Services at (866) 487-3297, or visit the Web site at: www.aphis.usda.gov/wildlife_damage/

Journal of Dairy Science

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DON'T IGNORE HEIFER HOOF HEALTH

When it comes to raising quality replacements, feet and legs are a critical element not to ignore, according to international hoof care consultant Karl Burgi.

"We try to pay close attention to feet and legs in the milking herd, but don't worry enough about the heifers," said Burgi, co-owner of Dairyland Hoof Care Institute, Baraboo, Wis. "Actually, we can prevent many later-in-life problems if we focus on heifers' feet."

That means the first preventative trim should come before a heifer ever enters a milking parlor, ideally at 3-8 weeks before she has her first calf. "In a lot of cases we aren't removing a lot of horn on heifers, but just making sure the hooves are anatomical functional," said Burgi.

He said heifers tend to stand a lot more than normal during 48hrs around calving. Whether that's because of social acclimation issues, getting used to their new udders, or just making the adjustment from giving birth, it's hard on their feet. "If the claws on which they are standing are not in proper shape, we could be setting them up for their first case of lameness," advised Burgi.

That's bad news, because Burgi said a lameness episode translates, on average, to 28 extra days open, and about 750 pounds of lost milk production for the lactation in which it occurs. What's more, "no matter what the cause of lameness, once the cow develops a lesion, she is at much greater risk for developing the same lesion in the next lactation."

Burgi particularly sees problems in heifers that are reared in dry-lot corrals, then moved to confinement systems on concrete for their lactating lives. "Often these heifers don't have time to develop a digital cushion before calving," he said. "They calve out, go to the free-stall barn, and soon we see they are tender-footed." As a remedy, he recommends moving dry-lotted heifers to concrete-floored housing at least 6 to 8 weeks before their expected freshening.



Digital dermatitis (often referred to as "hairy heel warts") often starts in the heifer pen. "Actually, if we can keep heel warts away from the heifers, the lactating herd usually doesn't have much problem with them," shared Burgi.

Good heifer hygiene and dry housing conditions can help with prevention, as can a foot bath in the heifer pen if the situation is severe. Monitoring for the condition should start when heifers are about 10 months of age. Burgi said heifers with heel warts need to be treated with a veterinary-prescribed topical antibiotic applied directly to the lesion, and a foot wrap to ensure contact with the treatment. "Remember the foot bath, even in the heifer pen, is only preventative. It is not a treatment."

Burgi advised that managing heel warts in the heifer pen is essential, because, left untreated, the lesions become so severe they are permanent. The result: permanent lameness and a high likelihood of culling. "Heel warts are a prime example of how focusing on foot health in young heifers can have a tremendous impact on the overall health, production, and longevity of the entire herd," he stated.

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Farm Service Agency

Dairy Margin Coverage Program

FACT SHEET
June 2019

Overview

The 2018 Farm Bill authorizes the new **Dairy Margin Coverage (DMC) program**, which replaces the Margin Protection Program for Dairy (MPP-Dairy). Much like the MPP-Dairy program, the DMC program is a voluntary program that provides dairy operations with risk management coverage that will pay producers when the difference (the margin) between the national price of milk and the average cost of feed falls below a certain level selected by the program participants.

Who is Eligible?

All dairy operations in the United States are eligible for the DMC program. An operation can be run either by a single producer or multiple producers who commercially produce and market cows' milk. Each producer on the operation must share in the risk of producing milk and make contributions (including land, labor, management, equipment, or capital) to the operation of the dairy that are at least equal to the individual or entity's share of the proceeds of the operation.



An eligible dairy operation must:

- have a production history determined by the USDA Farm Service Agency (FSA).
- be registered to participate during a signup announced by FSA.
- pay a \$100 administrative fee annually for each year of participation, except if the dairy operation qualifies for a waiver for limited resource, beginning, socially disadvantaged, or veteran farmers and ranchers.
- select a coverage level ranging from \$4.00 to \$9.50 per hundredweight in \$0.50 increments.
- select a coverage percentage of the dairy operation's production history ranging from 5 percent to 95 percent, in 5 percent increments.

If a dairy is operated by more than one producer, it will be registered as a single operation. If producers operate two or more dairies, each operation will be registered separately.

Eligible program participants in DMC are also eligible to participate in the Livestock Gross Margin for Dairy Producers Program and the Dairy Revenue Protection Program administered by the Risk Management Agency.

How it works:

Production History

For most operations, production history is based on the highest milk production in 2011, 2012, and 2013. Newer dairy operations have other options for determining production history.

The production history determined for a dairy operation participating in the DMC program may only be adjusted once to reflect any increase in the national average milk production.



DAIRY MARGIN COVERAGE PROGRAM - JUNE 2019

Administrative and Premium Fees and Premium Fee Discount

The DMC program offers:

- catastrophic coverage at no cost, other than an annual \$100 administrative fee.
- greater coverage, at various levels, for a premium in addition to a \$100 administrative fee.

The schedule of premiums is provided in the following table.

Coverage Level	Tier 1 Premium per cwt for covered production history of 5 mil lbs. or less	Tier 2 Premium per cwt, all years for covered production history over 5 mil lbs.
\$4.00	None	None
\$4.50	\$0.0025	\$0.0025
\$5.00	\$0.005	\$0.005
\$5.50	\$0.030	\$0.100
\$6.00	\$0.050	\$0.310
\$6.50	\$0.070	\$0.650
\$7.00	\$0.080	\$1.107
\$7.50	\$0.090	\$1.413
\$8.00	\$0.100	\$1.813
\$8.50	\$0.105	N/A
\$9.00	\$0.110	N/A
\$9.50	\$0.150	N/A

A dairy operation that selects dairy margin coverage above the catastrophic level coverage is required to pay, in addition to the annual administrative fee, if applicable, an annual premium based on the coverage level and percentage of production history. A second election on production above 5 million pounds in Tier II (between \$4 and \$8) may be chosen if \$8.50 or above is elected in Tier I.

New dairy operations that first register for the DMC program for a calendar year after the start of a calendar year can lock-in coverage for the premium discount by paying a pro-rated premium. That premium will be based on the portion of the calendar year for which the dairy purchases the coverage.

A dairy operation that makes a one-time election of coverage level and coverage percentage that are applicable to each of calendar years 2019 through 2023 will receive a 25 percent discount on premium rates.

For More Information

For more information about FSA programs, visit fsa.usda.gov or contact your local FSA office. To find your local FSA office, visit farmers.gov.

This fact sheet is for informational purposes only; other eligibility requirements or restrictions may apply.

