

AG newsletter

Washington County Extension
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January 2011

www.extension.iastate.edu/washington

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"The fees for service will be used to off-set direct expenses and to support the County Extension ANR Program."

CROP ADVANTAGE SERIES PROVIDES LATEST CROP INFORMATION

Anyone involved in Iowa crop production should plan to attend a 2011 Crop Advantage Series meeting. The meetings provide information intended to help producers make profitable decisions for the upcoming growing season. Sponsored by Iowa State University Extension, the meetings will be held at 14 Iowa locations in January. "Each Crop Advantage Series meeting has a variety of topics, including crops, pests, soil fertility and farm management," said John Holmes, ISU Extension field agronomist in north central Iowa.



Each of the meetings is approved for continuing education credits. Iowa Certified Crop Advisers can obtain up to seven CCA credits, depending on the location attended. Each location offers the opportunity for private pesticide applicators to receive continuing education credits.

Region 15 with Johnson, Iowa, Keokuk and Washington Counties is served by the Crop Advantage meetings to be held at the Bridge View Center located at 102 Church Street in Ottumwa on January 6th and on January 19 at Kirkwood Community College, 6301 Kirkwood Blvd, Cedar Rapids (registration starts at 9 am). Advance registration (at least one week before the meeting) is \$35 and includes lunch, refreshments and a copy of the series proceedings book. Registrations less than one week prior to the meeting or at the door is \$45. There are added charged for CCA credit and chemical applicator certification. For additional program details and registration information visit www.cropadvantage.org, or contact Jim Fawcett at 319-337-2145 or email fawcett@iastate.edu. For the Ottumwa site contact Mark Carlton, ISU Field Agronomist at 641-777-7883 or email mcarltn@iastate.edu

GRAIN MARKETING & RISK MANAGEMENT SEMINAR

Washington County Extension in cooperation with Fulton Insurance is sponsoring a grain marketing and risk management seminar on Monday, January 31, at the Washington County Extension Office (downstairs). Chad Hart, ISU Economist and featured speaker, will share his grain market outlook for 2011 including ethanol, exports, and pricing. Rick Fulton, Fulton Insurance, will provide an update on the new Federal Crop Insurance detailing the new *COMMON POLICY*, which replaces CRC and RA. Soup and Refreshments 4:00 – 5:30. Meeting to begin at 5:30 There is no charge to attend, RSVP by calling 319-653-4811 or email nadrian@iastate.edu

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... and justice for all

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BEGINNING FARMER WORKSHOP SERIES OFFERED

Iowa Valley RC&D in partnership with ISU Extension is providing a series of workshops for beginning farmers. Pre-register by contacting Jason Grimm at 319-622-3264. Attendance is limited. The program is sponsored by Leopold Center, Beginning Farmer Center, ISU Extension, Small Farm Sustainability and funded by a grant from the National Institute of Food & Agriculture.

Business Management and Decision Making on the Farm, January 15, 2011 Location TBD - 1-5 pm

Trying to decide when to purchase a piece of equipment or simply decide the proper product mix to match your income goals? Craig Chase, a Farm & Ag Management Field Specialist, will show you how to use enterprise budgets to make pricing, product mix, and production changes, use partial budgets to make investment decisions like machinery and land and how to use whole-farm records to evaluate how our business is doing and make educated business decisions.



Legal Strategies of Land Acquisition & Transfer for Beginning Farmers, January 22nd, 2011 Marion, IA - Linn County ISU Extension Office - 1-4 pm

Are you a beginning farmer trying to find land to start a new farming business or just expand an existing business? Come and listen to Erin Herbold, an attorney from the ISU Center for Agricultural Law and Les Beck from the Linn County Planning and Zoning Department. Erin will share ideas about different forms of purchasing, leasing, and renting land. Erin will also give details into land transfers. Les Beck will give an introduction to county zoning and subdivision rules that you may want to consider before starting a farm business.

Food Safety and Handling 101, February 5th, 2011 Marion, IA - Linn County ISU Extension Office - 1-5 pm

Come and learn about a farm's food safety plan and how to begin creating one for your new farm. Food safety plans are important when creating a product that will be sold as food to customers. At this workshop you will be introduced to food safety requirements that institutions or other buyers may require to be able to market a product.

Production Management & Land Stewardship, Feb. 19th, 2011 Marion, IA - Linn County ISU Ext Office - 1-5 pm

Come and learn from some of ISU's production management specialists. Topics will range from record keeping, rotation management, etc. To help improve the management of your farm land Iowa's Natural Resource Conservation Service will be available to share details on cost share programs that beginning farmers can use to install vegetated buffers, ponds, fencing, cover crops, rotational grazing paddocks, and much more.

Merchandising and Marketing, March 12th, 2011 Marion, IA - Linn County ISU Extension Office - 1-5 pm

As you plan your farm business what types of markets are you hoping to sell your products at? Do you want to sell at farmers markets, your local grain elevator, to restaurants, wholesale to groceries, distributors, or even schools? Come and learn from Andy Larson, ISU Extension program specialist for small farm sustainability, and Nick McCann, Agriculture Marketing Specialist for the National Center for Appropriate Technology. Nick and Andy will give you the pros and cons of each marketing option and introduce you to best practices with each option.

“COMBO” CHANGES THE CROP INSURANCE DECISION: WORKSHOP MARCH 1, 1-4 P.M.

For the 2011 crop year, USDA-Risk Management Agency has introduced a common crop insurance policy, COMBO. This product standardizes the yield and revenue crop insurance plans into one product plan. Washington County Extension, with specialist from ISU Extension, are hosting an interactive workshop to answer your questions about this new product. The workshop is scheduled for Tuesday, March 1, from 1-4 p.m. at the Washington County Extension Office, 2223 250th Street. Call 319-653-4811 to register or email Nancy Adrian at nadrian@iastate.edu. The registration fee is \$25 per person and attendance is limited to the first 25 paid registrations. The program will utilize a computer lab to introduce you to several decision tools that can make your 2011 crop insurance decisions easier.

Stay Informed - www.extension.iastate.edu/washington

CERTIFIED CROP ADVISER EXAM REVIEW COURSE OFFERED BY EXTENSION

AMES, Iowa – Individuals planning to become a Certified Crop Adviser (CCA) can attend a two-day ISU Extension course to assist with exam preparation. ISU extension specialists will cover the performance objectives for the exam and provide additional assistance on topic areas of most concern to students. Students will take interactive quizzes during the course and finish with a practice examination.

The CCA Exam Review Course will be held Jan. 10-11 on the Iowa State campus in the Scheman Continuing Education Building, room 150. Registration opens at 8 a.m. with class work beginning at 8:30 a.m. and ending at 3:45 p.m. on Jan.11. Registration is limited to 60 participants; pre-registration is required. The program brochure and registration form are posted on the Web at www.aep.iastate.edu.

Cost of the course is \$250. Registration and fees must be received by Jan. 5. Registrations will not be accepted at the door for this program. The fees include lunches, breaks and a copy of the Crop Diagnostic Notebook. Registrations can be completed online with a credit card (MasterCard or VISA only) at www.aep.iastate.edu.

Registrations may also be faxed with a credit card to 515-294-1311 or mailed along with a check or credit card information to: ISU Agribusiness Education Program, 2104B Agronomy Hall, Ames, Iowa, 50011-1010. For more information, call 515-294-6429 or email aep@iastate.edu.



Eastern Iowa Forage Prices

These are hay prices paid at auction in recent weeks. Much of the price information is obtained from USDA Hay Market News. Personal contacts of local Iowa hay auctions secured price information for these market outlets. Auctions were chosen to reflect prices across Iowa. Other nearby auctions may exist. No endorsement of the listed auctions is intended.

Keosauqua (SE IA) Sat 11:30A Alfalfa & mixed: SmSq \$2.75-7.00/bale Grass : SmSq \$1.75-3.50/bale Straw: SmSq \$3.00-4.750/bale Soybean 'straw': SmSq \$2.00/bale

Kalona (SE IA) 1st Wed, Yr-round 11:30AM Wed. (& 3rd Wed Oct-winter) Alfalfa & Mixed Leg/Gr: LgSq \$42.50-57/bale ; LgRd \$55-75/bale Grass: SmSq \$3.00-4.20/bale; LgRd \$52.50/bale CRP: LgRd \$45/bale Cornstalks: SmSq \$2.00-2.20/bale; (LgRd \$25/bale Oct)

ISU Garden Calendar

This full-color 12-month calendar encourages gardeners with the message, Gardening is Good for You. Each month focuses on a different benefit from gardening including Education, Nutrition, Sustainability and Exercise.



In addition to stunning and inspirational photographs, every page provides tips on what you should be doing in your garden during the month. Gardening resources, such as web sites and publications, also are listed. These calendars are available for purchase for \$6 at the Washington County Extension Office.

CATTLE RISK & MARGIN MANAGEMENT WORKSHOPS SET

The Iowa Beef Center (IBC) at Iowa State University (ISU) invites cattle feeders to one of a series of risk and margin management workshops this winter. The nearest location for Region 15 is on Jan. 12 in Fairfield at the Jefferson County Extension Office.

Russ Euken, ISU Extension beef program specialist, said producers will learn about risk management tools like futures, options and livestock insurance, and how to use those tools in their operations. "We'll guide participants in using actual market prices from a two-year period to make marketing and feeder cattle and corn purchase decisions," Euken said. "Attendees will explore the concept of locking in a margin between the selling price of fed cattle and the cost of corn and feeder cattle. You'll learn a great deal and have fun at the same time."

These workshops are sponsored by IBC, Land O'Lakes Purina and local cooperatives. There is a \$25 per person fee which is payable at the door, but pre-registration is required to ensure adequate materials and resources for attendees. Each workshop location must have at least eight and no more than 26 pre-registrations. Be sure to check the IBC website on workshop locations (www.iowabeefcenter.org/riskworkshops.html). To preregister for the Fairfield site contact ISU Extension beef specialist, Byron Leu, bleu@iastate.edu, 641-472-4166.

**PROGRAM SPECIALISTS/
COORDINATORS**

Serving Region 15

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Save the Date:

February 10-11, 2011
Isle Casino Hotel - Bettendorf, Iowa

Learn about:

- estate planning
- farm management
- marketing
- communication
- and more

Registration information will be available this fall at
www.extension.iastate.edu/scott/news/overallwomen

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Iowa State University Extension programs are available to all without regard to race, color, national origin, religion, sex, age, or disability.

WINTER SHEEP PROGRAM

Join other sheep producers on Saturday, February 5th, for a Winter Sheep Program. The program will be held at Premier 1, located south of Washington, from 10:00 a.m.—3:00 p.m..

Topics will include:

- Addressing high feed costs
- High moisture bale feeding (baleage)
- Lambing Time Tips
- Ration options using corn co-products
- Lamb Marketing impact of the sale of Iowa Lamb to Superior Farms

Speakers include: Dr. Dan Morrical from Iowa State University; Stan Potratz from Premier 1; and Byron Leu from Iowa State University Extension.

Lunch will be provided by Premier 1. Registration fee is \$5 per individual or \$10 per family.

To get to Premier 1 go 6 miles south of Washington on Hwy 1, east on 300th Street 2 miles to Premier 1; or 5 miles north of Brighton on Hwy 1, east on 300th Street 2 miles to Premier 1.

For more information contact Washington County Extension at 319-653-4811.

EMPLOYEE MANAGEMENT WORKSHOP FOR AG OPERATIONS

Managing employees takes many skills to get the job done successfully. ISU Extension is offering employee management workshops to help managers and supervisors learn and adopt tools and techniques to manage employees in their operations. This is a three part workshop series to discuss and learn about improving employee management skills to increase employee satisfaction and productivity. If you have a small number of employees but don't have a background or training in employee management these workshops are for you.

There will be four workshop locations:

Jan. 31, Feb 7 and 14 will be at the Hardin County Extension office in Iowa Falls

Feb. 1, 8, and 15 will be at the Amana Clarion Inn

Feb. 2, 9, and 16 will be at the Northeast Iowa Community College in Calmar

Feb. 15, 22, and March 1 will be at the Northwestern Iowa Community College in Sheldon

This is a hands-on workshop that will allow time to actually work on adopting some of the resources for your operation. You can also learn from other participants. Job descriptions, communications, legal issues, and performance evaluations are just a few of the items to be covered.



The workshops are funded in part by a grant from the North Central Risk Management Education Center. There will be a fee for meals during the workshops and that is payable at the door. Preregistration is needed to plan for materials. To learn more about the workshops or to pre register you can contact Russ Euken, Extension Livestock Specialist, at the Hancock County Extension office in Garner. 641-923-2856 or reuken@iastate.edu.

MANURE APPLICATOR CERTIFICATION REQUIREMENTS

Manure applicators that haul or handle manure from a confinement site facility with more than 500 animal units and all commercial manure applicators are required by Iowa law to be certified to apply manure in Iowa. "My best estimate based on historical numbers of certified applicators is somewhere between 300-800 applicators still need to attend training this year to maintain or renew their licenses to apply manure before the fall application season," says Angie Rieck-Hinz, Extension program specialist.



Confinement site applicators must attend two hours of annual training to maintain their three-year license. Applicators must pay certification and education fees. After March 1 of the current year, applicators that are renewing their certificates must also pay a late fee. Commercial manure applicators must attend three hours of training or take and pass an exam annually. Commercial applicators that need to renew their licenses after March 1 will need to pay a late fee in addition to the certification fee and education fee. Commercial manure applicators are reminded they must be associated with a commercial manure service.

Commercial and confinement site applicators may meet certification requirements by scheduling an appointment with their local ISU Extension county office to watch a videotape or by contacting their local DNR field office to schedule an appointment to take the certification exam. Four certification programs will be offered this winter for confinement site and commercial manure applicators:

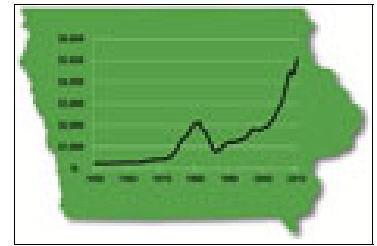
- Commercial manure applicator certification is scheduled for Thursday, Jan. 6, 2011, 9:00 a.m.-12:30 p.m. at the Johnson, Iowa, Keokuk and Washington County Extension Office.
- Confinement site certification - Thurs., Jan. 20 2011, 9:30 a.m.-Noon, Expo Building, Sigourney Fairgrounds
- Confinement site certification - Tuesday, February 3, 2011, 9:30 a.m. to Noon, Hills Community Center, Hills
- Confinement site certification - Thursday, February 17, 2011, 7:00 to 9:30 p.m. , Washington Co. Extension
- Confinement site certification (Dry Manure) - Tues., Feb. 22, 2011, 1:00-4:00 p.m., Washington Co. Extension

For information about manure applicator certification requirements contact Greg Brenneman, Ag Engineer, at gregb@iastate.edu or 319/337-2145 and Tom Miller, Program Specialist tmiller@iastate.edu 319-653-4811.

AVERAGE VALUE OF IOWA FARMLAND REACHES \$5,064

Data from the 2010 survey, including [printable charts and maps](#), and [a link to an archive of a news conference held Dec. 15](#) are available online at www.extension.iastate.edu/landvalue/.

AMES, Iowa -- The average value of an acre of farmland in Iowa increased 15.9 percent in 2010, according to an annual survey conducted by Iowa State University Extension. Mike Duffy, ISU Extension economist who conducts the survey, said the statewide average land value as of Nov. 1 this year was \$5,064 an acre, up \$693 per acre from 2009. The 2010 survey shows a substantial increase in land values following a drop in 2009. “We need to watch the land values and be prudent, but I don’t think we need to be overly pessimistic there will be a crash in values anytime soon,” said Duffy. “The rate of increase in 2010 appears high, but it is half the yearly increases in 1973, 1974 and 1975.”



Duffy said it is important to remember the time span when evaluating survey results. "This has been especially true the past few years when corn and soybean prices have varied considerably. Monthly prices for corn averaged 37 percent higher July to November this year compared to average monthly prices from January through June. Soybean prices are 21 percent higher over the same time span," Duffy said.

The survey conducted by Duffy is sponsored annually by the Iowa Agriculture and Home Economics Experiment Station at Iowa State University. Only the state average and the district averages are based directly on the ISU survey data. The county estimates are derived using a procedure that combines the Iowa State survey results with data from the U.S. Census of Agriculture.

Of the nine crop reporting districts in the state, the Iowa State survey found the highest land values were reported for North-west Iowa at \$6,356 per acre; the lowest land values were reported for South Central Iowa at \$2,690 per acre. The highest county average in the state was O’Brien County at \$7,148 per acre, up 16.2 percent from 2009. Decatur County had the lowest average at \$2,085 per acre and the lowest dollar increase at \$128 per acre. The greatest dollar increase was \$1,152 in Wright County; the highest percentage increase was in Kossuth County at 21.9 percent. Duffy said land values should remain strong at least for the next several months. Beyond that there is a fair degree of uncertainty with respect to whether land values can maintain their current levels.

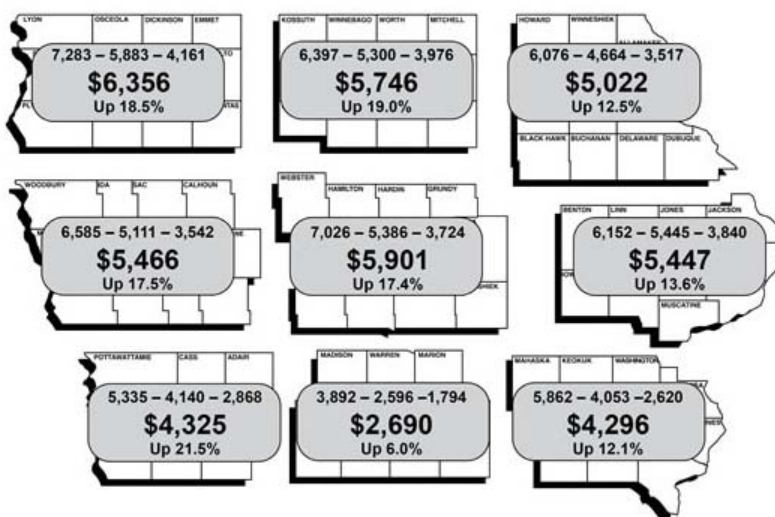
The volatility in corn and soybean prices and production costs lead to tremendous uncertainty and volatility in the land market, as historically reflected in the Iowa State survey. Land values were up 22 percent in 2007, down 2.2 percent in 2009 and up 15.9 percent in 2010. Since 2004, Iowa land values are up 93 percent.

“In addition to the volatility in prices and costs, there has been a substantial shift in the fundamental supply and demand situation for farmland,” said Duffy. “Over 60 percent of the 2009 respondents indicated there were fewer sales in 2009 compared to 2008. This was the largest drop in sales reported in the Iowa State survey. In 2010, almost three-fourths of the respondents said sales were either the same or less than 2009. This shows the slump in sales is either continuing, or in some cases worsening, throughout the state.”

Data on farmland values have been collected by Iowa State University annually since 1941. About 1,100 copies of the survey are mailed each year to licensed real estate brokers, ag lenders and others knowledgeable of Iowa land values. Respondents are asked to report values as of Nov. 1. This year 479 usable surveys provided 627 individual county estimates.

Additional information on the 2010 survey and an archived version of Duffy’s news conference announcing the results are available online at www.extension.iastate.edu/landvalue/

2010 Iowa Land Values by Crop Reporting District



WINTER APPLICATION OF MANURE: REGULATIONS & COMMON SENSE

Angela Rieck-Hinz, Department of Agronomy

In 2009, the Iowa Legislature passed a bill pertaining to winter application of manure on snow-covered and frozen ground. The rules enforcing that legislation were completed earlier this year and went into effect on September 15, 2010. This law applies to liquid manure from confinement feeding operations that have more than 500 animal units in confinement. This law does not apply to:

- manure from open feedlots
- dry manure (frozen manure is not dry manure)
- liquid manure from small animal feeding operations (confinements with 500 animal units or less)
- liquid manure that can be appropriately injected or incorporated on the same date of application

Confinement feeding operations with more than 500 animal units cannot legally apply liquid manure on snow-covered ground from December 21 to April 1, or on frozen ground from February 1 to April 1 except in an emergency. Frozen ground is defined as “soil that impenetrable due to frozen soil moisture but does not include soil that is frozen to a depth of two inches or less.” Snow-covered ground is defined by “soil covered by one inch or more or snow or one-half inch or more of ice.”

Operations regulated by these rules can apply manure in an emergency. The emergency must be defined by circumstances beyond the control of the owner and include, but is not limited to natural disasters, unusual weather, or equipment or structural failure. The emergency exemption does not apply to improperly designed or managed manure storage structures, the failure to account for the volume of manure to be stored. However, through the winter of 2014-2015 DNR will allow insufficient storage as a reason for emergency application. If you must apply manure under the emergency exemption, prior to land application of manure, you must contact DNR. You will also be required to report certain facts and follow a certain protocol to meet the emergency exemption requirements.

If you are a producer that is regulated by this law and you have inadequate storage to get you through the dates listed above, you should begin to take action to rectify the situation. This may include building additional storage or reducing animal numbers to reduce manure volume.

Other Things to Consider Whether this law applies to you or not there are other things you must consider.

- Do you have a NPDES permit? Make sure you know and follow the requirements of your NPDES permit which may limit winter application.
- Do you have a nutrient management plan or comprehensive nutrient management plan from NRCS? If so, you need to carefully review your plan to determine if you can apply manure in the winter. NRCS plans are based on the Iowa 590 Standard and that standard does not allow winter application of manure, except in defined emergencies, and that standard applies to all sources of manure.
- If your operation is required to follow the Master Matrix, then make sure you are in compliance with land application for the Matrix since you may have gotten points for injecting or incorporating manure and winter may cause you to surface apply manure.



Common Sense

Whether you are regulated or not, application of manure on frozen or snow covered ground is not recommended. The potential loss of nutrients to surface water can be significant based on snow depth, snow melt, and rapid runoff. Proper storage or stockpiling of manure for spring application protects water quality and the dollar value of the nutrients in the manure. The DNR, the Legislature, the EPA and your neighbors are closely scrutinizing winter manure application and if the new regulations and related penalties are not sufficient to protect water quality there may be additional restrictions. At what point will this winter application law apply to all animal feeding operations in Iowa? **DNR Field Offices**

Field Office 1 Manchester 563-927-2640

Field Office 2 Mason City 641-424-4073

Field Office 3 Spencer 712-262-4177

Field Office 4 Atlantic 712-243-1934

Field Office 5 Des Moines 515-725-0268

Field Office 6 Washington 319-653-2165

You can read more about manure management issues by visiting the IMMAG Web Page

at: <http://www.agronext.iastate.edu/immag/>

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PRIVATE PESTICIDE APPLICATOR DATES SET

The 2010-2011 private pesticide applicator continuing instructional courses have been scheduled for Iowa, Johnson, Keokuk and Washington County. If you wish to recertify by training and not by exam, you must attend a CIC session each year. Remember, you always have the option of taking the exam. There is a \$20 fee per person. A private pesticide applicator may attend a class offered in any county. Pre-registration is not required.

January 3	1:30 p.m.	Iowa	Marengo	American Legion, 1240 Lafayette Ave.
January 3	7:00 p.m.	Iowa	Marengo	American Legion, 1240 Lafayette Ave.
February 9	1:30 p.m.	Iowa	I-80, Exit 216	Kinze Mfg. Conference room
February 9	4:15 p.m.	Iowa	I-80, Exit 216	Kinze Mfg. Conference room
February 15	1:30 p.m.	Keokuk	Sigourney	Fairgrounds, Exhibition Hall
February 15	7:00 p.m.	Keokuk	Sigourney	Fairgrounds, Exhibition Hall
February 21	1:30 p.m.	Johnson	Hills	Community Center
February 21	7:00 p.m.	Johnson	Hills	Community Center
March 29	1:30 p.m.	Washington	Washington	Washington County Extension
March 29	7:00 p.m.	Washington	Washington	Washington County Extension