**Crop Insurance Deadline: March 15**

March 15 is this year’s deadline for the enrollment and/or policy change for the following crops:

- Corn (grain and silage)
- Soybeans
- Grain Sorghum
- Processing Beans
- Processing Tomatoes
- Fresh Market Sweet Corn
- Spring Forage Seeding
- Spring Oats

If you are planning on utilizing crop insurance with any of the crops listed above, contact your crop insurance agent as soon as possible. As we approach the March 15 deadline, crop insurance agents will become inundated with work. Don’t procrastinate and call now to assure you have ample time to discuss options and create the best possible policy for your operation with your agent. If you have any questions, please call the New Jersey Crop Insurance Education Team at 1(800) 308-2449.

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**LGM Sign Up: January 30**

Funding for the Dairy Livestock Gross Margin (LGM) Program is readily available for the January sign-up period. The program is authorized in the lower 48 states, and with this widespread availability, funding will likely be quickly utilized. Dairy producers should give the LGM for dairy program consideration based on the extreme volatility in feed pricing alone. A policy could help to set a guaranteed margin and provide relief in an unstable environment.

If you feel that dairy LGM may benefit you, contact your crop insurance agent as soon as possible to get details for your farm and to take care of pre-enrollment issues. Sign-ups will begin on Friday, January 30 and continue through January 31, if funds are not exhausted.

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**Visit us on the web:**
- Facebook
- Twitter
- WordPress Blog

If you have any questions, give us a call at: (856) 769-0090

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MPP Enrollment for 2015  Source:  USDA Press Release No. 0005.15

More than Half of Nation's Dairy Producers Enroll in New Margin Protection Program

WASHINGTON, Jan. 12, 2015 — U.S. Department of Agriculture (USDA) Secretary Tom Vilsack today announced that more than 23,000 of the nation's dairy operations – over half of all dairy farms in America – have enrolled in the new safety-net program created by the 2014 Farm Bill, known as the Margin Protection Program. The voluntary program provides financial assistance to participating farmers when the margin – the difference between the price of milk and feed costs – falls below the coverage level selected by the farmer.

"Enrollment far exceeded our expectations in the first year," said Vilsack. "We're pleased that so many dairy producers are taking advantage of the expanded protection. USDA conducted a lot of outreach to get the word out. When you compare the initial enrollment rate for the Margin Protection Program to the longstanding federal crop insurance program, where participation ranges from 30 percent to 80 percent depending on the crop, it's clear that these outreach efforts made a difference."

During the three months of the enrollment period, USDA conducted a robust education and outreach effort to the nation's dairy producers. The department held over 500 public meetings, sent out nearly 60,000 direct mailings, and conducted more than 400 demonstrations of the Web-based tool designed to help applicants to calculate their specific coverage needs.

Unlike earlier dairy programs, the Margin Protection Program offers dairy producers a range of choices of protection that are best suited for their operation. Starting with basic coverage for an administrative fee of $100, producers can select higher levels of coverage at affordable incremental premiums. More than half of applicants selected higher coverage beyond the basic level.

Dairy producers interested in enrolling in the Margin Protection Program for Fiscal Year 2016 can register between July 1, 2015 and Sept. 30, 2015.

To learn more about the Margin Protection Program, visit the Farm Service Agency (FSA) online at http://www.fsa.usda.gov/ or contact a local FSA office at offices.usda.gov.

NMC Cold Weather Guidelines:  Teat Dipping

Recent research indicates teat dipping should be continued during cold windy days. Pre- and post-milking teat dips should include skin conditioners like glycerin and lanolin.

Producers should dry teats and udders effectively. Cows should not be turned outside on cold and windy days until the teat dip has dried for 1 minute.

Cold weather guidelines from the National Mastitis Council

- In very cold weather it may be advisable to dip just the teat end.
- When teats are dipped, dip only the end and blot off any excess with a single-use paper towel.
- Teats should be dry before turning cows out of the barn.
- Warming the teat dip reduces drying time.
- Windbreaks in outside holding areas provide some protection.
- Fresh cows with swollen udders are more susceptible to chapping.

Source:  South Dakota State University
The Dairy Analyzer Program  
Source: Alan Zepp, Center for Dairy Excellence

The U.S. All Milk Price averaged a record $24.22 in 2014, compared to $20.03 in 2013 and 2012’s $18.53. How far will prices fall this year? The graph shows that the April 2015 Class III contract fell $4.00; from $18.50 at the end of June to $14.50 last month. Those who signed up for the Margin Protection Program, priced milk with their cooperative or broker last summer, or purchased an LGM Dairy policy last fall have some valuable price protection in place. What should Joe Dairyman be doing right now?

To stay competitive producers must constantly monitor their business, although this seems to become a higher priority in tougher times. The Dairy Analyzer Program (DAP) developed by the University of Pennsylvania New Bolton Center and accessible on the Center for Dairy Excellence website at http://centerfordairyexcellence.org/dairy-analyzer-program/ can evaluate your business strengths and weaknesses.

This interactive web based tool using DHI data compares your herd to a “peer group” identifying areas of economic opportunity for a dairy operation. The user can select from over 100 production parameters including various categories, comprised of general management, production, udder health, genetics, reproduction, and economics. It also has links to various other dashboards and web sites that are useful in investigating herd problems. Ask your veterinarian, nutritionist or other trusted advisor to help evaluate your dairy business with this helpful tool.

In 2015, Dairy Profit Teams will have the opportunity to pilot the Dairy Analyzer Program with the Ag Choice Dairy Success and Profitability Review integrated into the program.

In addition, you can have confidential information provided on your business financial performance and compare your herd to aggregated herds enrolled in the Dairy SPR program. Call the Center at 717-346-0849 for more information.

**FSA Programs: ARC & PLC**

Per the 2014 Farm Bill, producers who have established base acres of grain are eligible for participation in several programs. These programs are offered through the Farm Service Agency (FSA) and include Agricultural Risk Coverage (ARC) in the forms of ARC-IC (individual) and ARC-CO (county) as well as Price Loss Coverage (PLC) and PLC with added Supplemental Coverage (SCO). Although they are a type of insurance, these programs cover a minimal amount of overall yields and acreage and are not a replacement for crop insurance offered through the Risk Management Agency (RMA).

In order to participate in these programs, a producer must first establish yields and allocate base acres for each FSA farm. On rented farms, the landowner must be involved in making the decision on yield and base acre allocation. The deadline for this paperwork to be completed is February 27, 2015 and it must be done at the local FSA office.

Once these decisions are made, the producer who farms the land must choose the FSA programs that he or she would like to participate in (ARC-IC, ARC-CO, PLC, PLC + SCO). This decision is to be made on each individual FSA farm and depending on the chosen programs, may even be made by crop. This decision must be made by March 31, 2015. All programs besides PLC + SCO are free of charge.

Supplemental Coverage (SCO) is only available with the PLC program option and should be considered since it increases your crop insurance coverage to 86%. The type of coverage is the same as whatever crop insurance program that is utilized on that farm, only it uses county average yield numbers instead of actual yields. There is a premium cost to use SCO.

If you have additional questions about and/or would like to sign up for these programs, contact your local FSA office.
**Upcoming Event: 2015 NJ Ag Convention**

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<th>What:</th>
<th>2015 NJ State Ag Convention</th>
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<tr>
<td>When:</td>
<td>February 3 – 5, 2015</td>
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| Where: | Tropicana Casino and Resort  
2831 Boardwalk  
Atlantic City, New Jersey |

The convention and trade show is coordinated by the New Jersey Department of Agriculture, the Vegetable Growers Association of New Jersey (VGA), the New Jersey Blueberry Association, Garden State Wine Growers Association, and New Jersey Agriculture Experiment Station, and Rutgers University.

The VGA convention will begin on **Tuesday, February 3** with educational sessions and the trade show. On **Wednesday, February 4**, BOTH groups will be meeting. In the morning, the State Agricultural Convention will officially open and host listening sessions. During the afternoon, there will be voting on resolutions and presentation of awards. The VGA will have additional educational sessions. Dinner will be held on Wednesday night for all attendees.

On **Thursday, February 5**, the State Agricultural Convention will continue with its official business, resolutions, elections and listening sessions. The VGA trade show will remain open, and there will be several educational sessions as well.

To view the program with the schedule of the educational sessions, please visit the following website:

http://www.njveggies.org/2015%20ACTS%20programs%20Final%202.pdf

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**Questions about crop insurance?** Call a crop insurance agent or our toll free information line 800-308-2449  
Or visit us online at [http://salem.rutgers.edu/cropinsurance](http://salem.rutgers.edu/cropinsurance)

Dave Lee  
Jasen Berkowitz  
Kelly Steimle  
Bob Bruch

This newsletter is brought to you by the Garden State Crop Insurance Education Initiative, a partnership between the USDA Risk Management Agency, New Jersey Department of Agriculture and Rutgers Cooperative Extension of Salem County. For additional information about crop insurance, contact your crop insurance agent, locate a crop insurance agent at [www.rma.usda.gov/tools/agent.html](http://www.rma.usda.gov/tools/agent.html), visit our website [http://salem.rutgers.edu/cropinsurance](http://salem.rutgers.edu/cropinsurance) or call our toll free hotline 1-800-308-2449.

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