

### BQA Certification

This is Ag Outlook, I'm Chuck Otte, Geary County Extension Agent. Beef Quality Assurance is a program that's been around for a while but is getting more invigoration due to the move by many larger packing plants to require the cattle producers they buy from to be BQA certified. It is aimed at cattle producers of all sizes and types. There's also a youth version of it that we have to teach to 4-H Livestock members especially if they want to show in any of the larger livestock shows. Anyway, certification can be done on line or by attending a class. For those who want to attend a class to get certified there will be one at the Farmers and Ranchers Livestock Commission Company in Salina on Wednesday February 27<sup>th</sup> from 6 to 9. There's no charge for it, it includes a meal but you do have to be registered to attend. You can register online at [kansasbeef.org/BQA](http://kansasbeef.org/BQA) or call me for more info. I'm Chuck Otte and this has been Ag Outlook.

## Declining Land Values

This is Ag Outlook, I'm Chuck Otte, Geary County Extension Agent. Back when commodity prices started falling we knew that land prices were going to be right behind them. How much they were going to decline was the big question as land prices had moved well beyond the long term trendline. From 2015 thru 2017 Kansas non-irrigated cropland dropped 19% in value. Pasture dropped 21.4%. From 2014 to 2017 overall land values in the state dropped 31%. The good news is that things have stabilized. In fact in 2018 land values went up 2%. Of course, number of land sales has been off so that may impact what happens. But for right now, many land economists feel that we've dropped back into the range where we probably should be, but that range could still allow for more drop. Whether it does or doesn't drop much more depends on many factors that are out of our hands! I'm Chuck Otte and this has been Ag Outlook.

## Tight Soybean Seed Supplies

This is Ag Outlook, I'm Chuck Otte, Geary County Extension Agent. Remember soybean harvest last fall? Of course you did. It was ugly. It was ugly harvest conditions that honestly went well into December for many people. Remember how rough some of those seeds, okay in some cases a lot of those seeds looked? Well, those seed quality issues went right on over to seed producers as well. Which is to say that seed supply is tight this year and if you haven't already locked in, and I suspect most of you have, I wouldn't wait much longer. A few other things to consider - check germination rates. If they are down from normal, as they could be, you may want to up your seeding rates an appropriate amount. This is also a year when seed treatments may be extremely important. Lower quality seed often has lower viability meaning that seedlings are weaker and more subject to seedling diseases. I'm Chuck Otte and this has been Ag Outlook.

## Updated Cash Rental Rates

This is Ag Outlook, I'm Chuck Otte, Geary County Extension Agent. Once a year the K-State Ag Economists take the Farm Management Association farm data and proceeds to plug the numbers into their spreadsheets full of magic formulas to see what average cash rent a typical producer could afford to pay county by county across the state taking into account costs of production, common crop shares agreements, you get the picture. Is it perfect? No, of course it isn't. Is it a pretty good starting point? Yes, I think it is. Now remember that these are averages for dryland crops. It doesn't give us separate figures for upland, river bottom, creek bottom, second bottom - it's just one number per county. The Geary County figure for 2019 is \$56.70 an acre, down about \$10 per acre from last year. For Dickinson County it is \$54.60 and for Morris County \$48. If you want a copy of this report, call me or go online! I'm Chuck Otte and this has been Ag Outlook.

## Cattleman's Day 2019

This is Ag Outlook, I'm Chuck Otte, Geary County Extension Agent. For 106 years, on the first Friday of March, Cattleman from all across the state gather at K-State to attend the annual Cattlemen's Day. This year it falls on March 1<sup>st</sup>. The format is just as in past years with registration, refreshments and the trade show starting at 8 a.m. and the main program starting at 10 a.m. The keynote speaker is Brad Morgan, senior director of the Performance Food Group talking about the potential for plant-sourced and laboratory-sourced meat to take market share away from the meat industry. Early bird registration gets you in for \$20 but you need to be registered by Feb 25<sup>th</sup> - \$30 at the door. This includes a lunch featuring smoked brisket. The afternoon is full of all sorts of educational presentations. You can register at [ksbeef.org](http://ksbeef.org) or over the phone - call me for the phone number. I'm Chuck Otte and this has been Ag Outlook.