

**Frank Farmer**  
100 Better Farmer Lane  
Centreville, Maryland 21617  
(410) 758-9999  
Fax: (410) 758-9988  
E-mail: [ffarmer@gmail.com](mailto:ffarmer@gmail.com)

**Education:**

B.S., Agriculture Studies, University of Maryland, 1983  
Queen Anne's County High School, 1979.

**Occupation:**

Farm owner and operator

**Communication:**

I publish a quarterly newsletter notifying those who I rent or crop share with of crop progress, market news, and new technologies I am incorporating into my operation.

**Management Objectives:**

My agriculture management objective is to achieve the highest level of revenue on a parcel of land while simultaneously minimizing soil erosion, chemical runoff, and loss of production. I am involved in continued education of developing new technologies, and I am actively involved in adopting those new technologies that improve the economic viability of agriculture production.

**Experience, Advanced Training, and Organizations**

*Farming Background*

Involved in farming 1,000 acres of crop land in QueenAnne's, Talbot and Kent counties.

- Own 400 acres
- Rent 600 acres

Typical yields:

- Corn: 135/bushel/acre (historical county yield - 100 bushel/acre)
- Soybean: 45/bushel/acre (historical county yield - 43 bushel/acre)

*Advanced Training and Licenses Held*

- Attend approximately five workshops annually sponsored by the University of Maryland Extension and farm organizations
- Private Pesticide Applicator License
- Nutrient Applicator Voucher

*Organizations*

- Queen Anne's County Extension Grain Marketing Club
- LEAD Maryland Foundation – Class IV
- Queen Anne's County Farm Bureau
- Delmarva Poultry Industry, Inc.

**Environmental Statement**

My management practices include no-till planting to reduce soil erosion and leaching. I believe in the adoption of new technologies that prove both economically and environmentally beneficial to agriculture production.

**Risk Management Strategies**

I actively participate in a University of Maryland extension grain marketing club which allows me to hone my marketing skills. I subscribe to DTN AgDayta which allows for up-to-date price quotes and marketing recommendations.

**Insurance Coverage**

Nationwide Insurance. Contact Irene Insurer at 220 W. Water Street, Centreville, MD 21617, (Phone Number) for further information.

**References**

Available Upon Request (see below)

(Have these with you in case the landowner requests these while talking to him/her)

- Separate Page-

**References**

Larry Landowner  
1111 My Farm Lane  
Easton, MD 21601  
Phone Number 410-822-0000

Albert Ag Lender  
MidAtlantic Farm Credit  
Main Street  
Chestertown, MD 21610  
Phone Number 410778-9999