

For Farmers Who Plant Crops

If contacting farmers who plant crops, it is best to contact them in November. Most farmers plan their taxes in November and December of each year. Setting up face-to-face appointments with them in November will help them think through how their land and crop could be used for your ministry, while also helping them to plan out tax deductions for the next year. You can plan to follow up with these farmers in December, before Christmas.

Use this calendar to keep track of general timelines for each crop. This calendar can also enhance communication with your farmers and ranchers. For example, when planting season is about to start, you might send a text to them saying, “I know planting season is about to begin. Praying God’s blessing on your fields”. You can also add notes about your farmer’s specific crops in the lines below. Keep track of storms or other phenomena that affect your farmer’s area, and then check in with them to let them know you’re praying for them and to see how the crop fared.

	Planting Season	Harvesting Season	Notes
Corn	April-May	September-October	
Soybeans	April-May	September-October	
Wheat	March-April	June-August	
Winter Wheat	September-October	June-July	
Alfalfa	April-May	Late May-September	
Spring Barley	March-April	July-August	
Winter Barley	September-October	April-May	
Potato	March-April	August-September	
Almonds	--	August-October	
Sugar Beets	March-May	September-October	
Oranges	--	December-March	

For Ranchers of Livestock

The following calendar can be used to determine the best times to call ranchers to set up face-to-face (F2F) appointments and best times to follow up with them based on their calendars.

	Best time to contact to set up F2F	Notes	Best time to contact for follow up	Notes
Beef	May	Calving season ends in May, and ranchers will have an idea of their herd for the year then.	July or August	Beef ranchers will finish shipping by August. Follow up before they ship too much of their herd, so they can keep an animal or two for you. In September they will buy new animals for their herd. You want them to know what they are giving to you before then.
Goats/Sheep	July	Kidding/Lambing ends in July when winter is past, and babies are big enough to fend off predators (coyotes). This is when ranchers have the best idea of their herd for the next year.	August	Ranchers will ship by September 1. You want them to have an idea of what they will give to you before that, so they don't ship too many animals to sale.
Pigs (large productions/ two litters per year)	May or September	If pig farmers are on a January 1 breeding schedule, they will have an idea of their numbers in both May and September.	July or November	Depending on when you first contacted the rancher (May or September) you'll want to follow up two months later. This is when large-production farms sell.
Pigs (small production/ one litters per year)	May	If pig farmers are on a January 1 breeding schedule, they will have an idea of their numbers in May.	July	Follow up for a decision from the farms in July before animals ship out in August.
Chickens/ Rabbits	Flexible	Production for chickens and rabbits is continual. Call when it best fits into your MPD schedule.	Flexible	During your F2F with the farmer, ask when would be best to follow up with them.

Use the following calendar to keep track of general timelines for each species. Please note, this will vary depending on the region of the country you are in. This is a general calendar for midwestern areas.

Use this calendar to deepen your communication with your farmers and ranchers. For example, when breeding season is about to start, text them saying, “I know breeding season is about to start. Praying God’s blessing on your upcoming herd.”

Keep track of storms or other phenomena that affect your rancher’s area, and then check in with them and let them know you’re praying for them and too see how their herds are doing. Storms during calving and lambing season can be especially catastrophic. Pray for your rancher during birthing season, as they can have many sleepless nights. 😊

	Breeding Season	Pregnancy Checking	Birthing Season	Branding/ Cutting Season	Sale and Shipping Season	Herd Evaluation	Weaning
Beef (spring calving)	April-May	September-November	January-February	May	September-November	September-November	Six-seven months after birth
Beef (summer calving)	August-September	September-November	May-June	October	September-November	September-November	Six-seven months after birth
Sheep (pasture lambing)	December-January	N/A	May-June	June- July	August-September	July-August	Two-three months after birth
Sheep (shed lambing)	September-October	N/A	January-February	March-April	August-September	July-August	Two-three months after birth

Goats	April-May	N/A	January-February	Late May- Early July	August- September	August	Two-three months after birth
Pigs (multiple litters per year)	Year-round and variable production. Ask your ranchers when their seasons are and make notes. Ranchers love informing people about their industry.						
Pigs (One litter per year, market hogs)	December-January or March-April	N/A	March-April or July-September	Cutting occurs at birth		August-October or December-February	Three to four weeks after birth
Horses	August-September	16 days after breeding	May-August	One year of age			Eight to nine months after birth
Chickens/ Rabbits	Year-round and variable production. Ask your ranchers when their seasons are and make notes. Ranchers love informing people about their industry.						