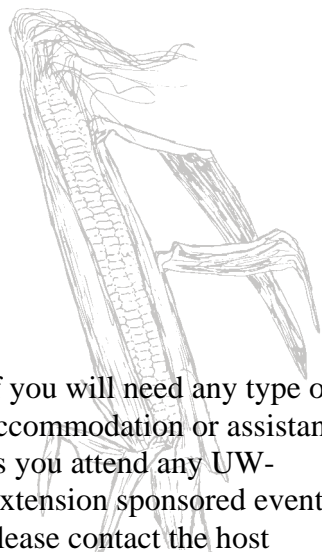


Courthouse
1926 Hall Avenue
Marinette, WI 54143
Phone: 715-732-7510



If you will need any type of accommodation or assistance as you attend any UW-Extension sponsored event, please contact the host county or Scott at the Marinette County office at least two days prior to the event. All requests will be confidential.

Scott Reuss
715-732-7510
1-877-884-4408
cell 715-923-0807
scott.reuss@ces.uwex.edu

Sarah Mills-Lloyd
920-834-6845
sarah.mills-lloyd@co.oconto.wi.us

An EEO/Affirmative Action Employer, University of Wisconsin-Extension provides equal opportunities in employment and programming, including Title IX and ADA requirements.

January, 2017 Newsletter

A new year, but many of the same challenges await us as we manage through tight economic situations in nearly all production sectors for our region's farms. 'Tis the season of learning & planning, along with the constant doing of being on the farm. Hope to see you at an event or two this winter.

Scott Reuss

Newsletter Table of Contents

| | |
|-----------|--|
| Page 2 | Agronomy Update brochure |
| Pages 3/4 | Midwest Manure Summit brochure |
| Page 5 | Pesticide Applicator Training - local options |
| Page 6 | Agriculture for Tomorrow brochure - 1 page only |
| Page 7 | Cow College Brochure |
| Page 8 | Grain Crops Production Clinic brochure |
| Page 9 | WI Soybean Conference brochure |
| Page 10 | Grain Crops Marketing and Production Costs Clinics |
| Page 11 | Other events - Local & state-wide |
| Page 12 | Soil Health & Cover Crops Workshop |

Calendar of Events (contact us if you want info on an event)

| | | |
|--|--------------|---|
| Jan. 5 | Kimberly | Agronomy Update @ 7:30 a.m. (Pg. 2) |
| Sat., Jan. 7 | Oc. Falls | MAQA Training 8 -9:30 a.m. (Pg. 11) |
| Tues., Jan. 10 | Oc. Falls | Pesticide Applicator Training (Pg. 5) |
| Jan. 10, 17, 24 | Clintonville | Cow College events (pg. 7) |
| Jan. 10/11 | Oshkosh | Tile Drainage Contractor Training |
| Jan. 12 | Gillett | Vet. Feed Directive workshop @ 10:30 a.m. |
| Wed., Jan. 18 | Fond du Lac | Area Soybean Conf. (Pg. 9) |
| Thur., Jan 19 | Lena TH | Crop Cost of Production workshop (pg. 10) |
| Jan. 22-24 | WI Dells | WI Fresh Fruit/Veg Growers Conf. |
| Jan. 23-25 | WI Dells | Forage Association Annual Symposium |
| Jan. 26 | Shawano | Estate Planning webinar @ 1 p.m. (Pg. 11) |
| Fri., Jan. 27 | Lena TH | Grain Marketing Workshop (pg. 10) |
| Jan. 28 | Green Bay | WI Woodland Owner's Workshop |
| Tues., Jan. 31 | Green Bay | CAFO Annual Update 8 am - noon (pg. 11) |
| Jan. 31 | Kelly Lake | silage inoculant/management event |
| (Contact Kris Charapata, Charapata Seed Sales) | | |
| Wed., Feb. 1 | Coleman | Pesticide Applicator Training (pg. 5) |
| Feb. 7-9 | St. Point | Potato/Veg Growers' Conference |
| Thurs., Feb. 9 | Pulaski | Grain Crops Production Clinic (pg. 8) |
| Wed., Feb. 16 | Kelly Lake | Cover Crops & Soil Health Wkshp (pg. 12) |
| Th., Feb. 16 | Cecil | Shawano Forage Association meeting |
| Fri., Feb. 17 | Oc. Falls | Pesticide Applicator Training (pg. 5) |
| Feb. 21-23 | Green Bay | Midwest Manure Summit (pgs 3/4) |
| March 7 | Escanaba | Agriculture for Tomorrow Conf. (Pg. 6) |

2017 Wisconsin Agronomy Update Meetings

Thursday, January 5, 2017

7:30 a.m. Breakfast – 8 a.m. Mtg.

Liberty Hall Banquet and

Conference Center

800 Eisenhower Drive, Kimberly

PROGRAM

Forages

- Forage Quality in 2016
- Flood Damage to Fields
- Quality Losses During Harvesting

Corn

- Why was 2016 so Productive for Corn?
- Corn Seed Treatment Performance
- What is the Best Maturity to Grow on Your Farm?

Soybeans and

- Characterizing the Soybean Yield Gap in WI and Across the US Soybean Belt

Small Grains

- Soybean Response to ILeVO and Reduced Seeding Rates

Registration Fees

\$35 per person will include meal and one info packet

*All participants will be charged the same amount if you participate in the meal or not

Additional packets will be available for **\$18.00** each

Packet Materials

2016 WI Hybrid Corn Performance Trials – Grain and Silage (A3653)

2016 WI Soybean Variety Test Results (A3654)

2016 Perennial Forage Variety Update for WI (A1525)

Winter Wheat Varieties for Grain in WI – 2016 (A3868)

NCSRP SCN Sampling Publication

Extension publications

Agronomy Advice articles

WI Crop Improvement Association updates

AGRONOMY UPDATE

Thursday, January 5, 2017 7:30 a.m.

NAME: _____

COMPANY: _____

ADDRESS: _____

CITY: _____

ZIP CODE: _____

PHONE: _____

EMAIL: _____

Registration Fee

There is no “Meeting Only” Option

___ Individuals at \$35 per person = \$ _____

___ Extra packets at \$18 each = \$ _____

___ Late/Walk-in Fee \$8 per person = \$ _____

TOTAL DUE = \$ _____

Please make check payable to:

UW-Extension

In order to avoid the late fee, return this form & fee no later than Thursday,

December 29 to:

UW-Extension Outagamie County

Attn: Agronomy Update-Kimberly

3365 W Brewster Street

Appleton, WI 54914

THE UNIVERSITY OF WISCONSIN – UNITED STATES DEPARTMENT OF AGRICULTURE

UW-Extension provides equal opportunities in employment and programming, including Title IX requirements. UW-Extension programs are open to all persons without regard to race, color, ethnic background, or economic circumstances. Please make requests for reasonable accommodations to ensure access to educational programs as early as possible preceding the event. Requests will be kept confidential.

LOCATION

Radisson Hotel & Conference Center
2040 Airport Drive
Green Bay, WI 54313

A block of room has been reserved. Single rate is \$82. Double rate is \$92. Reserve by January 30, 2017 and mention the Midwest Manure Summit to get these rates. Call 1-800-333-3333 to book your room.

REGISTRATION

Conference early-bird registration is \$225. Registration fees increase to \$300 after February 6th and to \$350 on the day of the event. Registration includes Wednesday lunch, Thursday breakfast and lunch, daily refreshments, and conference proceedings. CEUs have been applied for.

Please register online at www.midwestmanure.org or by mailing/faxing the enclosed registration form and payment.

For more information...

www.midwestmanure.org

- OR -

Liz Binversie

Brown County Agriculture Educator
(920) 391-4612
elizabeth.binversie@uwex.edu

Stephanie Plaster

Ozaukee & Washington Agriculture Educator
(262) 335-4477
stephanie.plaster@uwex.edu

Pre-Conference Trainings Tuesday, February 21

For complete agendas, visit www.midwestmanure.org

CHOOSE 1: TRACK A (Digesters) or TRACK B (Safety)

A. WI Anaerobic Digester Program (9:00 am—5:00 pm)

- Updates on National & WI Agricultural Biogas Outlook
- UW-Oshkosh Perspective (operating 3 digesters)
- Innovative solutions and current issues
- CHP Maintenance
- Upgrading to CNG
- Limiting H₂S production & post-production removal
- Digestate Standard
- Safety Equipment Showcase

B. Developing Safety Plans for Manure Storage and Handling (MSH) Systems (10:00 am—3:30 pm)

- From barn to transport engineering designs and safety controls
- Identifying confined spaces and written plan requirements
- Assessing hazards in a MSH system
- Basics of manure gases and gas monitors
- Safety plans for respiratory, fall protection, chemical safety, and rescue including training requirements

5:30 pm Dinner & Social (Optional)

2017 Midwest Manure Summit

February 22 – 23, 2017



Radisson Hotel &
Conference Center
Green Bay, Wisconsin

www.midwestmanure.org



2017 Midwest Manure Summit— Registration

Business / Farm Name _____
 Name _____
 Address _____
 City _____ State _____
 Zip _____ Phone _____
 Email _____

Payment Options

Check—Payable to UW-Madison

Credit Card—circle one: Visa Mastercard AMEX Discover

Card # _____

Expiration Date _____

Name on Card _____

Signature _____

| | Cost per Person | # | Total |
|--|------------------------------|---|-------|
| Pre-Summit February 21 | \$150 (\$200 after 2/6) | X | = |
| Circle 1: Track A (Anaerobic Digesters) | | | |
| Optional Dinner February 21 | \$30* | x | = |
| Summit February 22 & 23 | \$225** (\$300 after 2/6) | x | = |

TOTAL ENCLOSED _____

Early registration ends February 6th!

* Summit attendees are welcome to the February 21 dinner.

**Walk-in registration is \$350.

Mail or Fax Registration Form and Payment to:

UW-Madison CALS Conference Services
 640 Babcock Drive
 Madison, WI 53706
 Fax Number: (608) 262-5088

Questions?? Call CALS at (608) 263-1672

You can also REGISTER ONLINE at:
www.midwestmanure.org

Summit Agenda

WEDNESDAY, FEBRUARY 22

- 9:00 am Registration and Refreshments
- 10:00 am Welcome and Introductions
- 10:15 am Manure Processing Technologies
- Dr. Troy Runge, UW-Madison
- 11:00 am UW-Oshkosh Digesters - Keys to Success
- Brian Langolf, UW-Oshkosh
- 11:45 am How Dairy Cattle Feed Efficiency Impacts Manure Nutrients
- Dr. Randy Shaver, UW-Madison
- 12:15 pm Lunch
- 1:15 pm Considerations for the Use of Manure Irrigation Practices
- Dr. Becky Larson, UW-Madison
- 2:00 pm Assessment of Human Health Risk Due to Airborne Pathogens During Spray Irrigation of Dairy Manure
- Dr. Tucker Burch, USDA-ARS
- 2:45 pm Break
- 3:15 pm Dairy Manure and Human Wastewater Contamination in the Dolomite Aquifer in Northeast Wisconsin
- Dr. Mark Borchardt, USDA-ARS
- 4:00 pm Competing Priorities. Antibiotic Use in Animal Agriculture in a Time of Increasing Antibiotic Resistance
- Dr. Katharine Knowlton, Virginia Tech
- 5:00-7:00 pm Social hour & Cash bar

THURSDAY, FEBRUARY 23

- 8:00 am Breakfast and Networking
- 9:00 am Manure Economics and Application Decisions - Where are We Headed?
- Dr. Daniel Anderson, Iowa State
- 9:45 am Hydrogen Sulfide: Connecting the Dots From Cattle to Manure to People
- Liz Binversie, UW-Extension
- 10:15 am Break
- 10:45 am Knock Me Over! Manure Gas and Safe Practices with Gypsum Bedded Dairies
- Dr. Eileen Fabian, Penn State
- 11:30 am Proactively Preventing Manure Spills: Common Causes and Recent Trends
- Kevin Erb, UW-Extension
- 12:15 pm Lunch
- 1:15 pm Manure Safety - 2016 Learning Lessons
- Cheryl Skjolaas, UW-Madison
- 2:00 pm Manure Safety Panel Discussion
- Mary Bauer, OSHA
- Matt Komro, Komro Sales & Services Inc.
- Cheryl Skjolaas, UW-Madison
- 3:00 pm Adjourn



PRIVATE PESTICIDE APPLICATOR TRAINING

Florence, Marinette and Oconto Counties

You have two options to become certified or recertified as a private pesticide applicator. The first is to attend one of the private pesticide applicator training programs conducted by UW-Extension and then satisfactorily complete the evaluation at the end of that session. The second is to study the materials on your own and arrange to take the test in either Marinette or Florence. Either method has a \$40 fee which covers the five years of the license period.

A minimum score of 50 percent must be achieved on the evaluation administered at the end of the training. **Those choosing the test only option must score 70 percent.** The test is open book and you are allowed 2 hours, with retakes (if necessary) at no extra cost.

There are three training & test sessions which will be held in our immediate area in 2017:

| | |
|-----------------------|-----------------------------|
| Tuesday, January 10 | Oconto Falls Public Library |
| Wednesday, February 1 | Pound Town Hall |
| Friday, February 17 | Oc. Falls Public Library |

Training sessions will begin at 10 a.m., with an optional half-hour discussion of Crop Insurance Programs starting at 9:30 a.m. Most participants are done around 2:30 to 3p.m.

–Is the Private Applicator Training the right category for me??

If you answer **yes** to any of the questions below, you should become certified in the correct Commercial Pesticide Applicator category call Scott Reuss at the Marinette office, 715-732-7510 to find out the logistics of that process;

- Do you custom spray on more than 500 acres OR for more than 3 other producers?
- Do you custom bale and apply propionic acid on more than 500 baled acres?
- Do you apply restricted-use pesticides to ANY of your own non cropland acreage?

To sign up for one of the sessions or to have the materials sent to you for self-study (Write in self-study somewhere below.) purposes, return the form below with your check for \$40. If you have questions not answered here regarding the training or the difference between private and commercial applicator certification, contact Scott Reuss, Marinette County Agricultural Agent, 715-732-7510 or toll-free at 1-877-884-4480.

Name _____
Mailing Address _____
City _____ Zip _____
Telephone _____

Please circle the date of the program you are planning on attending and then send your registration and check, or stop by an UW-Extension office and pick up your materials in person. Make checks payable to UW-Extension (\$40 per person).

Oconto Falls Public Library
Tuesday, January 10
Friday, February 17

Pound Town Hall
Wednesday, February 1

Send check & registration to:
Marinette County UW-Extension
1926 Hall Avenue
Marinette, WI 54143

Agriculture for Tomorrow Conference

Tuesday March 7th, 2017 - Bay College, Escanaba, MI

| | | | |
|-----------------|---|--|--|
| 9:15-9:45 (EST) | Registration & Educational Exhibits | | |
| 9:45-10:00 | Opening Comments & Introductions: Warren Schauer, Retired Extension Educator MSUE | | |
| 10:10-11:05 | A1 What's new in crop protection | A2 Dairy Calf Handling | A3 Veterans in Agriculture Network |
| 11:15-12:10 | B4 What's new in low-lignin alfalfa and other legume/grass forages | B5 On-farm evaluation passive immunity transfer in young calves | B6 Local Farmers: Branding and Direct Marketing |
| 12:10-1:00 | Lunch | | |
| 1:00-1:30 | Visit Exhibits | | |
| 1:30-2:25 | C7 Paper mill residuals on your farm?...things to consider | C8 Beef cattle handling equipment to make life easier | C9 Michigan Department of Agriculture and Rural Development |
| 2:35-3:30 | D-10 Managing crop nutrients with money in mind | D-11 Veterinarian Feed Directive | D-12 Getting to know local resources |

Registration Form

Name(s): _____

Address: _____

City, State, Zip: _____

County: _____

Phone: _____

Email: _____

Cost of attendance is \$25 pre-registration

(due by Feb. 24th - no phone registrations accepted)

After Feb. 24 the registration fee will be \$35 per person at the door

Fee includes lunch and Materials

Number of attendees _____ x \$25 = _____

For more information contact: Nikki (906) 387-2530, msue.alger@county.msu.edu

Please indicate by session number which four sessions you plan to attend:

A _____ B _____

C _____ D _____

Make checks payable to:
MSU Extension

Send check and form to :
MSUE Alger County
E9526 Prospect St., Suite 1
Munising, MI 49862

Receipts will be available at the door

To register on-line go to: <https://events.anr.msu.edu/2017AgforTomorrow/>

MSU is an affirmative-action, equal-opportunity employer. Michigan State University Extension programs and materials are open to all without regard to race, color, national origin, gender, gender identity, religion, age, height, weight, disability, political beliefs, sexual orientations, marital status, family status or veteran status. Accommodations for persons with disabilities may be requested by calling 906-387-2530 at least one week prior to the scheduled event to ensure sufficient time to make arrangements. Requests received after this date will be met when possible.

Tuesday, January 10, 2017 | 1:00-3:00 pm
Economics of Dry Cow Therapy & Achieving High Pregnancy Rates in High Producing Cows

Fox Valley Technical College Regional Center, Clintonville

Dr. Pam Ruegg DVM

Extension Udder Health & Milk Quality Specialist, UW-Madison

Dr. Paul Fricke

Extension Dairy Reproduction Specialist, UW-Madison

Find out if your dry cow treatment program is saving or costing you money, then learn the latest ideas for increasing your dairy farm profitability by increasing pregnancy rates in high producing cows.

Tuesday, January 17, 2017 | 1:00-3:00 pm
Effectively Managing Digital Dermatitis & Other Hoof Health Issues in the Dairy Herd

Fox Valley Technical College Regional Center, Clintonville

Dr. Dorte Dopfer DVM / PhD

UW-Madison School of Veterinary Medicine

Dr. Dopfer is a leading authority on dairy cattle hoof health, especially the diagnosis and treatment of "hairy heel warts" (digital dermatitis). Learn how your herd can be more profitable through better hoof health. On-farm survey results from local farms will also be shared, as well as a new Extension fact sheets with footbath, housing design and management considerations.

Tuesday, January 24, 2017 Farm Tour Robotic Milking Systems

- 10:00 am** **Wichman Farms LLC | N4735 Cty EE, Appleton** *(participants will meet at first farm)*
4 Lely robots, 240 cow sand freestall
- 11:00 am** **Steffens Farm LLC | N5220 Mullen Rd, Seymour**
2 Lely robots, 100 cow expandable sand freestall
- 12:15 pm** **Lunch at Center Town Hall | N3990 HWY 47, six miles north of Appleton**
Larry Tranel, Iowa State Extension Dairy Specialist, will discuss use of robotic milking systems in northeast Iowa, including financial challenges and opportunities.
- 2:00 PM** **Stoney Springs Farm LLC | W5678 Cty JJ, Appleton**
2 Boumatic double-arm robots, 220 cow mattress freestall



Thank You Program Sponsors

Abts Lely Center, Clintonville Regional Center, Fox Valley Technical College, Greenstone FCS, LDS Dairy Equipment, Premier Community Bank, UW-Extension

Register for the sessions you plan to attend

Cost is \$5.00 per session/per person or \$10.00 total for all three sessions per person.

☐ January 10 ☐ January 17 ☐ January 24

| | | |
|---------|--------------------|-----|
| Name(s) | | |
| Email | | |
| Address | | |
| City | State | Zip |
| Phone | Amount Enclosed \$ | |

Deadline to Register: Friday, January 6, 2017

To register call or return this form with check payable to UW-Extension to any office.

Waupaca County UWEX
Greg Blonde
Courthouse 811 Harding St
Waupaca, WI 54981
715-258-6230

Shawano County UWEX
Jamie Patton
Courthouse, Rm 101
Shawano, WI 54166
715-526-6136

Outagamie County UWEX
Zen Miller
3365 W Brewster St
Appleton, WI 54914
920-832-5119

Register Online!

<https://goo.gl/bhwWrT>

Online processing fee applies.

Grain Crops Production Clinic

February 9, 2017 ~ 9:30 am to 3 pm
Pulaski and Neenah

Soybean inputs that deliver the highest ROI in a low margin year

~ Dr. Shawn Conley, UW-Extension Soybean Specialist

How to survive and thrive on current corn price projections

~ Dr. Joe Lauer, UW-Extension Corn Specialist

Fundamental soil fertility strategies for success

~ Dr. Carrie Laboski, UW-Extension Soil Fertility Specialist

Update of herbicide-resistant weeds in Wisconsin

~ Nathan Drewitz, UW Agronomy Graduate Student

Crop budgets for 2017

~ Kevin Jarek / Scott Reuss, UW-Extension Crop and Soil Agents

Scouting cover crops – What to look for (webinar)

~ Dr. Anne Verhallen, University of Guelf Soil Mgmt Specialist

~ Dave Brandt, Farmer

CLINIC OFFERED IN TWO LOCATIONS

Premier Community Bank ~ 745 US Hwy 32, Pulaski
Miron Construction ~ 1471 McMahon Drive, Neenah



**\$25 per person registration fee
(includes lunch and materials)**

CCA Credits Applied For

UW-Extension provides equal opportunities in employment & programming, including Title IX requirements.

Registration requested with the Shawano or Winnebago County UWEX Office by February 3rd

Shawano UWEX ~ 311 North Main Street, Room 101 ~ Shawano, WI 54929 (715)-526-6136

Winnebago UWEX ~ 625 E. County Road Y, Suite 600 ~ Oshkosh, WI 54901 (920) 232- 1970

Name(s) _____ Email _____

Address _____ Phone _____

_____ # Attendees x \$25 per person (check payable to UWEX) = _____

Clinic Location (check one): _____ Pulaski _____ Neenah

REGISTRATION FORM

Conference fee is **\$20.00** for Wisconsin Soybean Association Members and **\$40.00** for non members. This includes coffee and rolls, lunch and a copy of all information.

A 3 year membership is **\$150** and includes 5 bags of soybean seed from one of many companies.

Pre-registration is advised to assure seating at the noon luncheon. Attendance is limited to the first 100 registrants at each location.

Name(s) _____

Address _____

City, State, Zip _____

Phone _____

Member of Wisconsin Soybean Association

☐ YES ☐ NO

Amount enclosed

_____ number of WSA members x \$20.00 = _____

_____ number of non-members x \$40.00 = _____

_____ number of WSA memberships

_____ 1-year membership x \$100.00 = _____

_____ 3-year membership x \$150.00 = _____

Total enclosed = \$ _____

Make check payable to: Wisconsin Soybean Association. Indicate the conference location you will attend and return the form by January 9 to **4414 Regent Street, Madison WI 53705**.

Contact Lisa at lisa@wisoybean.org or **608-274-7522** with any questions.

Event Dates and Locations

(Check box to indicate the conference you will attend.)

☐ **Wednesday, January 18**

Fond Du Lac Holiday Inn
625 W. Rolling Meadows Dr.
Fond du Lac, WI 54937

☐ **Friday, January 20**

Eau Claire Holiday
Inn South
4751 Owen Ayers Court
Eau Claire, WI 54701

☐ **Thursday, January 19**

Janesville Holiday Inn
and Conference Center
3100 Wellington Place
Janesville, WI 53546

2017 Wisconsin Area Soybean Conferences Program



| | |
|--|-----------------|
| Registration – Visit with Exhibitors – Coffee, milk, rolls in Exhibit area | 9:00 AM |
| Welcome – Opening remarks by host Agent | 9:25 AM |
| What you need to know about new soybean herbicide traits in 30 minutes or less Dan Heider IPM Program | 9:30 AM |
| Managing white mold using weather information and fungicides. Dr. Damon Smith, UWEX Plant Pathologist | 10:00 AM |
| The Power of Shared Grower Data: Yield Gap Report back! Dr. Shawn Conley, UWEX Soybean Specialist | 10:30 AM |
| Grower Data Drive from 2016 Growing Season: Bring Field Records and fill out survey to receive a \$10 Culvers Card Dr. Shawn Conley, UWEX Soybean Specialist | 11:00 AM |
| What's New in Seed, Crop Protection, and Inoculants – various industry reps | 11:40 AM |
| Lunch – Exhibits open and speakers available for questions | 12:00 PM |
| Wisconsin Soybean Association News Bob Karls, WSA/WSMB Executive Director | 12:50 PM |
| Plant Disease Potpourri: SDS, BSR, and Stem Canker, oh my! | 1:00 PM |
| Marketing Hints for 2017 – Stewart Peterson Group, Inc. | 1:30 PM |
| Conference Adjourns | 2:15 PM |

CCA credits in crop management (0.5 hour) and pest management (1.5 hr) have been requested.

Event Dates and Locations

Wednesday, January 18

Fond Du Lac Holiday Inn
625 W. Rolling Meadows Dr.
Fond du Lac, WI 54937

Thursday, January 19

Janesville Holiday Inn
and Conference Center
3100 Wellington Place
Janesville, WI 53546

Friday, January 20

Eau Claire Holiday
Inn South
4751 Owen Ayers Court
Eau Claire, WI 54701

Calculating and Containing Crop Production Costs

Thursday, January 19 @ the Lena Town Hall (6087 Goatsville Road at the intersection of Goatsville & Jagiello Roads NW of Village of Lena)

\$10 registration fee – includes lunch

Pre-registration appreciated, call 715-732-7510 or e-mail Scott (see below)

Bring along a laptop if you have one, to be able to punch your own no.'s

Planned Schedule: 9:45 a.m. Registration and refreshments

10:15 a.m. to Noon Putting sound numbers to 2017 production costs

We will analyze all the different inputs and calculate our area's average cost of production for our primary crops, and you will be able to plug your own numbers in to be able to compare.

12:30 to 2:30 p.m. Containing Production Costs in 2017

Calculating costs of production helps us plan our planting and other management decisions, but what can we actually do to contain those costs? What are the ways we can shave pennies off our per bushel cost of production, so that we have the opportunity to make more dollars per acre. We will look at all the different inputs, what we can expect to receive in the realm of return on investment of those inputs, and examine the implications of cutting costs in a tight budgeting year such as 2017 is currently projected.

Grain Marketing – turning pennies into dollars

Friday, January 27 @ the Lena Town Hall, 10 a.m. to 3 p.m.

\$10 registration fee – includes lunch

Pre-register by calling 715-732-7510 or e-mailing to scott.reuss@ces.uwex.edu

Did you make money on your grain acres in 2016? Do you still have grain in storage that is not priced? What about 2017 production – what is the pricing outlook and what can we do to be proactive about grain marketing, while not placing our farm at any extra risk?

There are many uncertainties when we start marketing our crops. However, there are certain cycles to the grain marketing year that any crop producer can take into account to help them plan out their grain marketing strategies. This can be especially true in a lower grain price climate. We will be concentrating on the grain price annual cycle and how to put a plan into place through which you make sound decisions that take emotion out of your pricing decisions. In the process, we will analyze the different pricing or protection tools that you can use in your marketing plan.

Proper marketing does not mean getting the best price per bushel. However, a good marketing plan will usually net extra pennies/nickels/dimes per bushel, which all add up and can help you increase your bottom line.

One step of proper marketing is knowing your cost of production, so we will start the day with a review of the calculated costs of production put together at the Jan. 19 meeting, and how you can go about modifying those costs to get an accurate estimate for your operation. Having an understanding of your costs will allow you to make better, more confident decisions regarding pre-harvest pricing opportunities.

Other Events to Consider

Meat Animal Quality Assurance Training - youth exhibitors

Saturday, January 7 – Washington Middle School, Oconto Falls, 8:00-9:20 am. Additional trainings will be offered throughout spring 2017, and details will be available early 2017. Space for this training is limited to 30 youth. Pre-registration is required. You can register by calling the Oconto County UW-Extension Office (920) 834-6845. Exhibitors must attend the entire training to be certified.

Veterinary Feed Directive Meeting

Are you unfamiliar with your role regarding the Veterinary Feed Directive (VFD)? Starting January 1, 2017 how you use and access certain feed based antibiotics will change. Come and learn about implementation of the Veterinary Feed Directive (VFD). A meeting will be hosted Thursday, January 12, 10:30am to Noon Gillett Community Center (200 E Main St, Gillett). There is no fee for attending this program, nor is pre-registration required. If you have questions about this topic, contact Sarah Mills-Lloyd in the Oconto County office at 920- 834-6845 or via e-mail at sarah.millsllloyd@ces.uwex.edu.

Estate Planning for Your Family and Farm – Thurs., January 26, 2017

A webinar entitled “Estate Planning for Your Family and Farm” will be held Thursday, January 26, 2017, at the Shawano County UW-Extension office, 1 to 3 p.m.

Farm business owners looking to the future of their farming operations have many issues to consider. Succession planning includes planning for the owner generation’s later years; business planning to ensure the operation has financial capacity; developing the successor’s management skills; and estate and tax planning.

Estate planning needs to happen whether or not there will be a business succession. Careful consideration of the owners’ goals and the tools available is important to develop the right plan.

This webinar is for both the owner and successor generations to learn about estate planning tools and how to develop a plan with the help of estate planning professionals. If a business succession is involved, it is important to ensure the business assets are available in

some way for the incoming business successor. Bridget Finke, an attorney with Valley Crossing Law in Baldwin, WI, will lead the webinar and topics include:

- Lifetime planning: POA for health care and finances, living wills and advanced directives;
- Choosing the estate planning vehicle that is right for your family: wills, trusts, transfer on death designations and other tools to consider;
- Tax consequences of death: estate taxes and stepped-up basis; and
- How to get started with estate planning.

Next in the series: Feb. 23, 2017 – **Long Term Care: Planning for My Future Needs** – Steve Shapiro, Medigap Insurance Specialist, WI Board on Aging and Long Term Care and WI Office of the Commissioner of Insurance (1:00 – 3:00 pm - in Marinette)

Annual CAFO Update - January 31, 2017

The annual, multi-agency sponsored CAFO Update will be held in Green Bay the morning of Jan. 31st, at the Tundra Lodge. \$35 registration by Jan. 23rd, \$45 for late or walk-in registration, does include a meal. Contact any UWEX office or go on-line to get brochure.

AGENDA

- Welcome & Introductions
Kevin Erb, UW-Extension
- Building a Positive Work Culture
Liz Binversie/Darrell McCauley/UW-Extension staff
- Production Site: How to stay in compliance with your permit
DNR Regional Specialist
- Runoff control/collection from feed storage areas and animal lots
DNR Engineer
- Monitoring, Reporting & Compliance:
DNR Regional Specialist
- Nutrient Management: Issues Observed
Joe Baeten, DNR
- Nutrient Management: Surface applications, CAFOs, and cover crops
Joe Baeten, DNR
- DNR Panel Q&A
DNR staff

Pesticide Applicator Training - in Spanish

January 31st, UW Fond du Lac, 9 am to 5 pm
Cost \$30. Registration is required. To register please go to the University of Wisconsin PAT Program Store and select General Farming 100/101 under Private Applicator Training.

The training will be presented in English and simultaneously interpreted into Spanish. Will also include Worker Protection Standard training for workers and show the EPA approved training video in Spanish. Participants will have the option of taking the certification test. The training is offered in both English and Spanish, but the test is in English. Employers, foremen and managers are welcome to accompany their employees.

***FEATURED AGENDA ITEM* - FARMER AND AGRONOMIST ROUNDTABLE
DISCUSSION TO LEARN WHAT OTHER FARMERS ARE DOING AND WHY**

Oconto-Marinette County Soil Health Series

Wednesday, February 15, 2017 at 10:30am-2pm

Romy's Holiday Inn - 9600 County Rd G, Suring, WI 54174



Tentative Agenda:

1. **Welcome/Soil Health Principles:** Jeff Maroszek - NRCS District Conservationist
2. **Cover Crop Strategies (The "When" and "How" to Plant):** Dave Robison - Legacy Seeds
3. **Soil Health Demonstrations:** Jamie Patton - UW Extension and Aaron Konitzer - Direct Ag
4. **Lunch:** Included with registration - Sponsored in-part by Legacy Seeds
5. **Cover Crop Species Mixtures and Benefits:** Kelly Buhrandt - Legacy Seeds
6. ***FEATURE* Farmer/Agronomist Soil Health Roundtable to Discuss Real-Life Scenarios:**
 - **Farmers:** Tim O'Harrow (Oconto Falls), Mike Sievert (Sobieski), Joe Dudkiewicz (Crivitz), and more to be announced!
 - **Agronomists:** Don Schmidt - UC, Bobbi Holl - Seed Concepts, t.b.a - Tilth Agronomy
7. **Cost Share Prog.:** Jeff Maroszek - NRCS, Ken Dolata - Oconto Co., and Greg Cleereman - Marinette Co.

Registration Information:

\$5/person (payable the day of event)

Please register by February 10th to get head count for lunch (Walk-ins still welcome)

Oconto County Landowner Registration: Contact Oconto Co. LCD at 920-834-7155

Marinette County Landowner Registration: Contact Marinette Co. LID at 715-732-7780

Other Counties: Contact either number above.

Cooperatively Sponsored by:

