

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.

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## January, 2016 Newsletter

We are ending 2015 in a warm, wet cycle. Not great animal management weather, nor is it exactly stellar soil health weather. However, we have hopefully all accepted that we can't manage weather. So, we have to focus on what we can manage. In 2016, no matter what you're producing, the focus will likely be on cost containment, as all our major commodities face very tight (if not negative) margins.

The workshops listed in this newsletter are intended to help you with those processes. Hopefully one or more of them will fit into your schedules and we'll all get your ideas on these topics, as well.

Scott Reuss

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

|                |        |           |                                     |
|----------------|--------|-----------|-------------------------------------|
| Wed., Jan. 6   | 8 am   | Kimberly  | Agronomy Update (pg. 7)             |
| Jan. 8-10      | days   | Madison   | School for Beg. Market Growers      |
| Sat., Jan. 9   | 8 am   | Oc. Falls | MAQA Training                       |
| Jan 12-14      | days   | Madison   | WI Crop Management Conference       |
| Fri., Jan. 15  | 10 am  | Coleman   | Pesticide Applicator Training       |
| Thur., Jan. 21 | 9:30am | Lena      | Crop Cost of Prod. Workshop (pg. 8) |
| Jan. 24-26     | days   | WI Dells  | WI Fruit & Veg. Growers Meetings    |
| Jan. 25-27     | days   | WI Dells  | Forage Assoc. Symposium             |
| Tues., Jan. 26 | 1 pm   | Gillett   | Dairy Producer Group (pg. 2)        |

Monday evenings in February, there will be a poultry production series held - watch for details or contact Scott for information.

|                |         |           |                                     |
|----------------|---------|-----------|-------------------------------------|
| Feb 4/5        | days    | Madison   | Dairyland Initiative Workshops      |
| Fri., Feb. 5   | 10 am   | Oc. Falls | Pesticide Applicator Training       |
| Thur., Feb. 11 | 10 am   | Lena      | Dairy Price Risk Management (pg. 6) |
| Fri., Feb. 12  | day     | Green Bay | Annual CAFO Update meeting          |
| Tues., Feb. 16 | 9:30 am | Kimberly  | Dairy Heifer Workshop (pg. 3)       |
| Wed., Feb. 17  | 10 am   | Seymour   | Grain Crops Prod. Clinic (pg. 5)    |
| Thur., Feb. 18 | 1:30 pm | Oc. Falls | Crop Insurance seminar (pg. 6)      |
| Wed., Feb. 24  | 10 am   | Oc. Falls | Pesticide Applicator Training       |
|                | day     | Madison   | Cover Crops Symposium               |
| Wed., March 2  | 10 am   | Lena      | Grain Marketing Workshop (pg. 6)    |

## **UW-Extension Mid and Early-Career Dairy Producer and Agribusiness Professionals Group Informational Meeting**

Mid and early-career dairy producers and agribusiness professionals in Shawano, Oconto and Marinette counties are invited to attend an informational meeting on **Tuesday, January 26<sup>th</sup>** at the Gillett Library Community Center (former Wells Fargo Bank, 200 East Main Street, Gillett, WI). The meeting will begin at 1:00 pm. Attendees will discuss the revival of the former “Young Dairy Producer” group.

The benefits of participating in a mid and early-career dairy producer group are:

- *Deal with complex issues* –face-to-face groups enable farmers and professionals to discuss complex issues and gain a collective understanding of challenges and potential solutions
- *Capacity building of individuals, groups and communities* – face-to-face groups are an effective means for developing skills and knowledge in an environment where individual participation is encouraged
- *Enabling innovation* – face-to-face groups encourage innovation and new ideas to common and complex problems
- *Networking* – face-to-face groups can enhance networking and enable a pooling of skills and knowledge from individuals

In short, the purpose of this group is to provide an environment for collective learning, sharing, networking, and problem-solving...and have fun while doing it!

There is no cost to attend the program and light refreshments will be provided.

If you have more questions about this event, please contact Sarah Mills-Lloyd at 920-834-6845 or [sarah.millsllloyd@uwex.edu](mailto:sarah.millsllloyd@uwex.edu) or Jamie Patton at 715-526-6136 or [jamie.patton@uwex.edu](mailto:jamie.patton@uwex.edu).

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## **NE WI Woodland Owners' Conference**

The annual NE WI Woodland Owners' Conference will be held on Saturday, January 30, 2016 at the Green Bay NWTC campus. This year's event is sponsored and organized by Glacierland RC & D and features a combination of topics from mammal management to Forestry Management, Forest Health, and Timber Sale Expectations. Speakers include DNR personnel, industry personnel, and woodland owners. Registration is \$15, pre-registration required. Contact Kari at Glacierland, 920-465-3006 for more information or to register.



# University of Wisconsin-Extension Dairy Team

## Raising Quality Heifers

### Tuesday, February 16, 2016

Liberty Hall Conference Center, 800 Eisenhower Drive, Kimberly, WI

**Registration:** 9:30 am  
**Meeting:** 10 am-3 pm

**Registration Fee:**  
\$35 per person in advance  
(includes lunch & materials)

\$10 *additional* "Walk-in"  
Fee will be charged after  
February 10<sup>th</sup>

**For more information:**

**Tina Kohlman**

Dairy & Livestock Agent  
UW-Extension Fond du Lac Co  
[tina.kohlman@uwex.edu](mailto:tina.kohlman@uwex.edu)  
920.929.3171

**Sarah Mills-Lloyd**

Agriculture Agent  
UW-Extension Oconto Co  
[sarah.millsloyd@uwex.edu](mailto:sarah.millsloyd@uwex.edu)  
920.834.6845

A program geared toward dairy heifer management, producers and heifer growers will learn about the latest on heifer genomics and the veterinary feed directive (VFD). With fluctuating feed costs, producers and growers will hear about how to manage feed inputs to remain profitable. Topics of discussion will include:

- Current Views of Heifer Genomics • Update on Heifer Feed Costs
- What's Driving the VFD & How We Got Here •
- Juggling VFD with Existing Management •



#### Presenters:

**Pat Hoffman**  
Dairy Technical Specialist  
Vita Plus

**Matt Akins**  
Dairy Replacement Specialist  
UW-Madison/UW-Extension

**Dick Wallace**  
Senior Dairy Veterinarian  
Zoetis

**Panel Discussion on implementing the VFD within your management practices**

*Veterinarian CEU Credits have been applied for. Please contact for more information.*

#### 2016 Raising Quality Dairy Heifers Meeting Registration

Name(s): \_\_\_\_\_

Company: \_\_\_\_\_ Telephone: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Email address (for a direct mailing in future years): \_\_\_\_\_

Registration: \_\_\_\_\_ People x \$35 per person (includes meals & materials) = \$ \_\_\_\_\_  
\_\_\_\_\_ **Additional Walk-in/Late Fee after February 10<sup>th</sup> x \$10 per person** + \$ \_\_\_\_\_  
**Total Enclosed:** = \$ \_\_\_\_\_

Make Check Payable to:

**UW Extension**

UW-Extension Fond du Lac County  
400 University Drive, Room AE-227  
Fond du Lac, WI 54935

**Or to use a credit card (\$1.50 convenience fee),**  
please contact program assistant  
Tina Engelhardt at 920.929.3171.

**Registration due Wednesday, February 10<sup>th</sup> or a \$10 per person Walk-in/Late fee will be added**

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

## College of Agricultural and Life Sciences - University of Wisconsin-Madison

**Department of Animal Sciences-Extension**

286 Animal Sciences Building  
1675 Observatory Drive  
Madison, WI 53706-1284  
USA

Phone: 608-263-4304

Fax: 608-262-5157

Email: [borourke2@ansci.wisc.edu](mailto:borourke2@ansci.wisc.edu)

### Livestock Learning Webinar Series Returns in 2016

Contact: Bernadette O'Rourke, 608-263-4304

Email: [borourke2@ansci.wisc.edu](mailto:borourke2@ansci.wisc.edu)

Phone: 608-263-4304

**(Madison:)** UW Extension and the UW Madison Animal Sciences Department will again be hosting a "Livestock Learning Webinar Series" starting in January 2016. This series is best suited for older youth to gain animal project & issue based information. Attendees will gain ideas about project based leadership and career goals with the species of Beef, Sheep, Swine and Meat Goats in mind. All families are encouraged and invited to attend. You can participate in these webinars from your home using a computer and your phone or at your local extension office, if your local Extension office plans to host. Sessions are scheduled to run from 6:00 PM to 7:30 PM, and the following dates and topics planned are as follows:

- **Jan. 28 (register by Jan. 26) – Beef**
- **Feb. 25 (register by Feb. 23) – Sheep**
- **March 31 (register by March 29) – Swine**
- **April 28 (register by April 26) – Meat Goats**

**To participate, please register at this website no later than 2 days prior to each session:**

[https://docs.google.com/forms/d/1rL09G1prTnUQ9pGiG9Ghv5\\_5U3Mdoc2wwd9Yfhmsns4/viewform?usp=send\\_form](https://docs.google.com/forms/d/1rL09G1prTnUQ9pGiG9Ghv5_5U3Mdoc2wwd9Yfhmsns4/viewform?usp=send_form)

We ask that participants register no later than 2 days prior to each session, so there is time for connecting information to be sent. An email address is also required to receive materials and connecting information. There are a limited number of lines available so please register early.

Continue to visit the site as we confirm speakers. If you have any questions about this series please contact Bernie O'Rourke, Extension Youth Livestock Specialist at [borourke2@ansci.wisc.edu](mailto:borourke2@ansci.wisc.edu).

Webinar programs are provided as a service of the UW Cooperative Extension and the UW-Madison Department of Animal Sciences, and are hosted by Bernie O'Rourke, Extension Youth Livestock Specialist. The webinar system provides a two-way voice & visual communication between speakers and listeners and are free to the public.

More information for this program can be found at:

<http://fyi.uwex.edu/youthlivestock/programs/livestock-learning-webinar-series/>



# Grain Crops Production Clinic

**February 17, 2016**

**10:00 am to 3:00 pm**

Registration begins at 9:30 am

CCA credits available

## Two Locations:

**Cobblestone Creek Dining and Banquet**

740 West Ryan Street, Brillion, WI

**Doxbee's Banquet and Buffet**

N6744 County Highway C, Seymour, WI

## ***Presentations\****

### **2016 Commodity Price Outlook and Strategies for Managing Risk**

- Robin Schmahl, Commodity Broker and Owner - AgDairy, LLC

### **Maximizing Returns on Soybean Acres**

- Shawn Conley, UW-Extension Soybean and Wheat Specialist

### **Managing Soil Fertility on Low, Medium and High Producing Fields**

- Carrie Laboski, UW-Extension Soil Fertility Specialist

### **Soil Health and Cover Crops in Northeast Wisconsin—What do we know?**

- Jamie Patton and Darrell McCauley, UW-Extension Agriculture Agents

### **Selecting Corn Hybrids & Engaging Farmers in Crop Research and Outreach**

- Kevin Jarek and Annie Deutsch, UW-Extension Agriculture Agents

- Scott Reuss and Eric Ronk, UW-Extension Agriculture Agents

\*Presentation times will vary by location

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## **Grain Crops Production Clinic Registration Form - Please register by Wednesday, February 10, 2016**

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

### **Where do you plan to attend?**

\_\_\_\_\_ Cobblestone Creek, Brillion

\_\_\_\_\_ Doxbee's Banquet & Buffet, Seymour

\_\_\_\_\_ person(s) x \$25/person = \$ \_\_\_\_\_

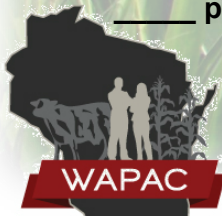
### *Return registration to:*

#### **For Brillion:**

Grain Crops Clinic  
Calumet Co. UWEX  
206 Court Street  
Chilton, WI 53014  
920-849-1450 x5

#### **For Seymour:**

Grain Crops Clinic  
Outagamie Co. UWEX  
3365 W. Brewster Street  
Appleton, WI 54914  
920-832-5121



**Make check payable to:**  
UW-Extension

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**Extension**  
University of Wisconsin-Extension

# **Risk Management Programs**

**There will be more details on these programs in the Feb. newsletter, but the dates and topics are set, I just haven't finalized commitments from the guest speakers that will be assisting with them.**

## **Dairy Price Risk Management**

**Thursday, February 11 @ the Lena Town Hall, starting at 10:00 a.m.**

**\$15 registration fee – includes lunch**

We will be focusing on the tools you have available as dairy producers to conduct milk price risk management. Details of how to use those tools correctly, their true costs, and what you are actually going to accomplish with them. Discussion will include all the available possibilities from simple forward contracting to the futures market, and how the MPP-Dairy or LGM-Dairy programs interact with your risk management.

## **Crop Insurance for 2016**

**Thursday, February 18 @ the Oconto Falls Community Library, starting at 1:30 p.m. Free – coffee and snacks provided**

Join Scott for a discussion of the crop insurance programs for 2016 crop production. Although there aren't lots of new things, there are always tweaks to the system and considerations for your decision-making as we approach the March 15 deadline. In particular, we'll be looking at ways to have sufficient coverage, but without having excess premium costs.

## **Grain Marketing**

**Wednesday, March 2 @ the Lena Town Hall, starting at 10 a.m.**

**\$15 registration fee – includes lunch**

Unfortunately, the blunt approach to marketing grain from 2015 and 2016 production is that we need to minimize losses, unless we see a significant, long-term weather event. 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.

# 2016 Agronomy Update Meeting

Tuesday, January 5th

UW-Fond du Lac

400 University Dr, Room UC-113/114, Fond du Lac

11:30 am Registration

12:00 pm Lunch/12:30 pm Meeting

Wednesday, January 6th

Liberty Hall

800 Eisenhower Dr, Kimberly

7:00 am Registration

7:30 am Breakfast/8:00 am Meeting

## Discussion Topics

### Forages

- Reduced lignin alfalfa management
- New race of anthracnose
- Coated grass seed

### Corn

- A retrospective of WI corn production decisions
- RIB hybrid performance
- Do we need to do tillage for corn production in WI?

### Soybeans and Small Grains

- Prioritizing Soybean Inputs to Maximize Grower Profitability in 2016
- Cover Crop or Fall Forage...Spring Grains Options Planted After Winter Wheat



## Speakers:

Extension Agronomists—University of Wisconsin

Jon Lauer

Shawn Conley

Dan Undersander

3.0 CCA Crop management Credits will be offered for this program

2016 Agronomy Update Meeting Registration Form  
Registration Deadline : Thursday December 29, 2015

Name(s): \_\_\_\_\_

Business: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

Email: \_\_\_\_\_

Materials + Lunch: \_\_\_\_\_ People X \$33.00/Person = \$ \_\_\_\_\_

Additional Packets: \_\_\_\_\_ Number X \$18.00/Packet = \$ \_\_\_\_\_

Total Enclosed = \$ \_\_\_\_\_

There is no "meeting only" option. A \$5.00 "walk-in" fee will be charged to those who have not preregistered.

### January 5th meeting:

Make check payable to: Fond du Lac County UW-Extension

Attn: Agronomy Update

400 University Drive, Room AE-227

Fond du Lac, WI 54935

### January 6th meeting:

Make check payable to: UW-Extension

Attn: Agronomy Update

3365 W Brewster St

Appleton, WI 54914

# **2016 Crop Cost of Production Analysis and Decision-making: Making good decisions in a tough year**

Thursday, January 21st

9:30 a.m. to 3 p.m.

Lena Town Hall



**\$10 Registration Fee (collected at the door)**

The intent of this day is to help everyone think through how we can manage cost inputs in a way that does not negatively impact yield potential if we do get good growing conditions. We will take the same basic approach to all crops, leading to an end product of expected costs of production for each crop and what type of yield you will need to break even. Follow-up individual analysis work will also be available.

## **Expected Schedule:**

- 9:30 am Registration
- 9:45 am Corn - Expected costs of production for 2016 - group analysis
- 10:30 am Corn - What areas can we manage costs without losing yield potential?
- 11:15 am Nutrient management decision-making. Getting the most back from your fertilizer input dollars.
- 12:15 pm Lunch and discussion
- 1 pm Forage Crops - Costs & cost management decision-making
- 2 pm Soybean and Small Grains - Costs & decision-making

Pre-register by calling the Marinette County UW-Extension office at 715-732-7510, or by e-mailing to [scott.reuss@ces.uwex.edu](mailto:scott.reuss@ces.uwex.edu) Walk-ins welcome, but please try to call the office or Scott's cell phone (715-923-0807), if possible.

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