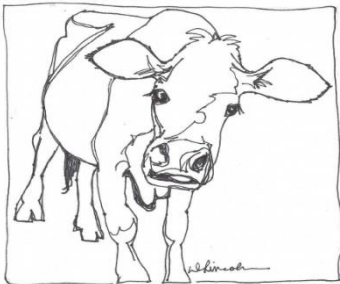


Agriculture Newsletter

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From the Desk of Oconto County Agriculture Agent Sarah Mills-Lloyd

Despite the lack of snow on the ground, we are experiencing temperatures of winter. This is also a signal we are entering UW-Extension meeting season. As you look at the calendar of events, you will note many local and regional programs. These meetings have been designed with you in mind. Many of the meetings are free and some have a nominal associated registration fee. Agriculture agents of University of Wisconsin-Extension Oconto and Marinette Counties strive to address the needs of our counties agriculture community by providing education on pertinent topics, and connecting you with unbiased university research and agricultural resources.

A regional meeting about raising quality calves will take place on December 6th in Kimberly at Liberty Hall. This meeting would be a great compliment to those who are contemplating automated calf feeders. University Extension specialists from Minnesota and Wisconsin will share how to design automated calf feeders to meet the management needs to raise healthy calves.

Starting January 1, 2017, if you use feed-grade antibiotics, you will be required by law to have a veterinary feed directive from a licensed veterinarian. What does this mean for you? Attend a local meeting on December 7th or 8th to understand the veterinary feed directive and learn about your role. This meeting is for everyone who this ruling affects—farmers, feed mills and veterinarians.

If you are a private pesticide applicator looking to recertify or you need a commercial pesticide applicator certification, three in-person trainings will be occurring this winter starting in January. To sign-up for these trainings look for the registration which appears in this newsletter issue. If you have more questions about these training, please call Scott Reuss, Marinette County Agriculture Agent, at 715-732-7510.

As we approach the beginning of a new year, you may be re-evaluating your current bookkeeping system for your operation. Oconto County UW-Extension has the Wisconsin Farm Account and Record Book for sale. The cost of each book is \$8.00 and can either be picked-up from the UW-Extension office or mailed to you. Please call the Oconto County UW-Extension office for your copy of the Wisconsin Farm Account and Record.

As always, if you have questions about how we may be able to assist you and your farm, please do not hesitate to call my office (920) 834-6845.

Season Greetings!

Sarah Mills-Lloyd
Agriculture Agent—Specializing in Dairy and Livestock
Oconto County UW-Extension Office

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CALENDAR OF LOCAL & REGIONAL EVENTS

December 6	Kimberly	UW-Extension Raising Quality Calves Seminar
December 7	Cecil	Soil, Water & Nutrient Meetings
	Coleman	Veterinary Feed Directive Seminar
	Coleman	Farmland Rental Workshop
December 8	Gillett	Veterinary Feed Directive Seminar
	Gillett	Farmland Rental Workshop
December 13	Marinette	Dairy MPP Logistics Workshop
December 16	USDA/FSA	Dairy MPP Sign-Up Deadline
December 16	Florence	Nutrient Management Workshop
January 5	Kimberly	Agronomy Update
January 7	Oconto Falls	Meat Animal Quality Assurance Training
January 10	Oconto Falls	Private Pesticide Applicator Training
January 26	Shawano	Webinar—Estate Planning
January 31	Green Bay/ New London	Annual CAFO Meetings
February 1	Coleman	Private Pesticide Applicator Training
February 17	Oconto Falls	Private Pesticide Applicator Training
March 10-11	Madison	Wisconsin Ag Women's Summit

WEEKLY HAY PRICE REPORT AS OF NOVEMBER 14, 2016

Current hay demand and price reports can be found at: <http://fyi.uwex.edu/forage/h-m-r/>

<i>Hay Grade</i>	<i>Bale type</i>	<i>----- Price (\$/ton) -----</i>		
		Average	Minimum	Maximum
Prime (> 151 RFV/RFQ)	Small Square	\$228.00	\$160.00	\$320.00
	Large Square	\$170.00	\$95.00	\$240.00
	Large Round	\$98.00	\$80.00	\$113.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$133.00	\$70.00	\$220.00
	Large Square	\$145.00	\$98.00	\$180.00
	Large Round	\$88.00	\$63.00	\$145.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square	\$140.00	\$140.00	\$140.00
	Large Square	\$102.00	\$50.00	\$140.00
	Large Round	\$69.00	\$55.00	\$80.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$95.00	\$95.00	\$95.00
	Large Round	\$67.00	\$48.00	\$90.00

EVENTS, DEADLINES AND NOTES

Veterinary Feed Directive Seminar

Just as you prepare your animals for the changing seasons this year, you will need to plan with your veterinarians for how the Veterinary Feed Directive (VFD) will affect your future operations. Starting January 1, 2017 how you use and access certain feed based antibiotics will change. Come and learn about your role in the implementation of the Veterinary Feed Directive (VFD).

Two meetings will be hosted at the following locations:

Wednesday, December 7, 10:00 am to Noon Pound Town Hall (East of Coleman on Cty B)
Thursday, December 8, 6:30 to 8:30 pm 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.

Farmland Rental Options Workshop

This annual workshop is recommended for owners of rented land. The focus is on land rent realities and options that can make land rental situations better for all parties involved with the emphasis on crop production economics.

There are two workshops scheduled that will cover essentially the same information, but with specific discussion according to the interests of those attending.

Wednesday, December 7, 6:30 to 8:30 pm Pound Town Hall (East of Coleman on Cty B)
Thursday, December 8, 10:00 am to Noon Gillett Community Center (200 E Main St, Gillett)

Discussion will focus on the details that you should consider when negotiating a farm rental contract. Such details certainly include price, but other factors such as length of lease, any limitations you may place on the property, and many other aspects can all be negotiated into the contract. There are also many different leasing options available and Scott Reuss will detail some of the advantages and disadvantages of different types of annual or multi-year leasing contracts.

Contract templates of multiple types will be available as handouts, ranging from extremely simple to more complex arrangements. The discussion will focus on basic cropland rental situations, but can expand to building leases, grazing land, and other situations which attendees are interested in discussing.

There is no fee for attending this program, nor is pre-registration required. If you have questions about these topics, contact Scott Reuss in the Marinette County office at 715-732-7510 or via e-mail at scott.reuss@ces.uwex.edu or contact Sarah Mills-Lloyd in the Oconto office at 920-834-6845. Another good source of farmland leasing information is found at <http://www.aglease101.org/>.

Mid & Early Career Dairy Producer & Agribusiness Professionals

Mid & Early Career Dairy Producer & Agribusiness Professionals will not have a hosted event in December. An event is being scheduled for January, so please check the event calendar next month or call your local county agent.

Dairy Margin Protection Program**Making It Work for Your Farm in 2017**Tuesday, December 13th at 10:15 am

Marinette County UW-Extension Third Floor Conference Room

Program:

- Understanding the Dairy Margin Protection Program, Brief Overview
- MPP as one part of your risk management protocol
- 2017 economic projections and impacts on your farm's MPP decision

The MPP registration deadline for 2017 coverage is December 16. Whether you were enrolled in 2016 or are considering it first for 2017, this last chance workshop will give you the latest possible set of economic projection information you need to make an informed decision on your coverage levels for 2017.

Managing Soils and Nutrients in Northern Wisconsin

Friday, December 16

10 am - 2 pm

Florence Natural Resources Center

Soil is obviously the base of all we do in agriculture. Preventing soil erosion and maximizing soil health are critical to improving crop productivity and overall farm profitability. Join us for this informative event to detail what exactly nutrient management and soil health management can do for your farm, what is required, and how the various agencies can help you with either cost-share funding or other assistance. This is a joint effort of Florence County Land & Water Conservation, Florence/Marinette County UW-Extension, and Natural Resource Conservation Service.

Tentative Agenda:

10:00 am	Registration, Coffee, Snacks and Discussion
10:15 am	The Legal Status of Nutrient and Soil Management in Wisconsin, who/what/when/ etc....
10:45 am	Soil Health—Why Should We Care?
11:30 am	Managing Soil Erosion: Techniques and Incentives
12:00 pm	Lunch (Provided)
12:45 pm	What is Proper Nutrient Management for Crops & Soil in Our Area? How do we make it pay?
1:30 pm	Discussion: Where can you get help, assistance or professional services for these activities.

Free to attend, but pre-registration requested by contacting Kathy Bednarski at (715) 528-4480 or emailing to scott.reuss@ces.uwex.edu. This information will help determine accurate meal and material amounts.

Meat Animal Quality Assurance Training:

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 and registration is **required** at least two weeks prior to the event date. You can register by calling the Oconto County UW-Extension Office (920) 834-6845.*

Exhibitors must attend the entire training to be certified. Please call Sarah Mills-Lloyd with any questions, 920-834-6845.



UW
Extension
University of Wisconsin-Extension

Raising Quality Calves

Two dates, two locations to chose from:

Monday, December 5, 2016

UW-Extension Eau Claire County
227 1st Street W, Altoona, WI

Tuesday, December 6, 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)

For more information:

Tina Kohlman
Dairy & Livestock Agent
Fond du Lac County
tina.kohlman@uwex.edu
920.929.3171

Mark Hagedorn
Agriculture Agent
Eau Claire County
mark.hagedorn@uwex.edu
715.839.4712

Many farms are looking at group feeding calves with automated feeders to reduce the labor of feeding individual calves. University extension specialists will share how to design automated calf barns to meet the management needs to raise healthy calves and what are the key factors associated with the successful use of automated feeders.

Also, learn how nutrition plays an important role in the calf's ability to respond to everyday stressors and learn what your role is in the implementation of the Veterinary Feed Directive (VFD).

- ◆ **Key Factors Associated with Successful Use of Automated Calf Feeders**
Marcia Endres, PhD, Extension Specialist, University of Minnesota
- ◆ **Designing or Remodeling Group Feeding Barns for Excellent Calf Health**
David Kammel, PhD, Extension Dairy Engineer Specialist, UW-Madison
- ◆ **The Alphabet Soup of the Veterinary Feed Directive**
Sarah Mills-Lloyd, DVM, Agriculture Agent, UW-Extension Oconto Co
- ◆ **Nutritional Impacts on Calf Health: Myths & Truths**
Tom Earleywine, PhD, Director, Land O' Lakes Milk Products

Continuing education credits for veterinarians are approved for these meetings.

2016 Raising Quality Dairy Calves 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) = \$ _____

Registration due December 1st to location of choice:

**Make Check Payable
& mail to:**

____ **Eau Claire Location (Dec 5)**
UW-Extension Eau Claire County
227 1st Street W
Altoona, WI 54720

____ **Kimberly Location (Dec 6)**
UW-Extension Fond du Lac County
400 University Drive, Room AE-227
Fond du Lac, WI 54935

Registration is due December 1 to location of choice.

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

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 | Oconto Falls Public Library |

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

-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, return the form below with your check for \$40. (If you are choosing the self-study option, please write **self-study** somewhere on the form below.) If you have questions not answered here regarding the training or the difference between private and commercial applicator certification, contact Scott Reuss, Marinette County Agriculture 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

Pound Town Hall
Wednesday, February 1
Friday, February 17

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

Estate Planning – Live Webinar Thursday, January 26

A webinar to discuss estate planning will be held Thursday, January 26, 2017 at the University of Wisconsin-Extension Shawano County office. This webinar is the fourth in a series of webinars from UW-Extension. This two-hour webinar begins at 1:00 pm.

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. However, before these areas are addressed many conversations should take place around the values, vision and goals of the family members/farming partners and the goals of the business.

The farm succession webinar series continues through early spring of 2017. Future dates and topics are:

- January 26, 2017 - **Estate Planning** – Bridget Finke, Attorney, Valley Crossing Law (1:00 – 3:00 pm) held at UW-Extension Shawano County
- February 23, 2017 - **Long Term Care: Planning for My Future Needs** – Steve Shapiro, Medigap Insurance Specialist, State of Wisconsin Board on Aging and Long Term Care and the Wisconsin Office of the Commissioner of Insurance (1:00 – 3:00 pm) held at UW-Extension Marinette County
- March 23, 2017 - **Medicaid Eligibility and Recovery** – Anthony Schmoldt, Attorney, Schmoldt Law Office (1:00-3:00 pm) held at UW-Extension Oconto County

Annual CAFO Meetings

Green Bay—January 31, 2017 8:00 am

New London—January 31, 2017 12:00 pm

This is the annual update meeting for WPDES permitted farms and all the consultants that work with them. If your farm is on the verge of WPDES permit size or you are wondering about some of the logistics of post-permit management, you may want to consider attending.

Looking for a way to track your farm operating expenses?

The Oconto County UW-Extension office has copies of the Wisconsin Farm Account and Record Book for sale. This written record book is for those who prefer to keep hand-written records.

The Wisconsin Farm Account and Record Book was reproduced from suggestions of The University of Wisconsin College of Agriculture following years of extension study. It is a complete, adequate bookkeeping system. The record book is designed to provide, if properly kept, all of the figures you will need to prepare your state and federal tax returns, plus a Profit and Loss statement of your year's farm operation.

Please stop-in the Oconto County UW-Extension office located in room 3033 at the Oconto County Courthouse or remit payment of the cost of the book to Oconto County UW-Extension, 301 Washington Street, Oconto, WI 54153 to have your copy mailed to you. Cost of the each book is \$8.00.

Dairy Situation and Outlook November 18, 2016

By Bob Cropp, Professor Emeritus
University of Wisconsin Cooperative Extension
University of Wisconsin-Madison

Volatile cheese prices have meant volatile Class III milk prices this year. On the CME 40-pound cheddar blocks averaged a low of \$1.3174 per pound in May, rebounding to \$1.7826 in August only to fall back to \$1.6035 in October. The result was the May Class III was \$12.76, August \$16.91 and October \$14.82. The good news is that while November cheese prices have had some rather big price increases as well as decreases overall cheese prices have shown surprising strength in November to the point that the November Class III could be near \$16.75. During November 40-pound cheddar blocks started out at \$1.80 per pound, were as high as \$1.9425, and barrels started at \$1.73 per pound and were as high as \$1.86. As of November 18th prices were lower with 40-pound blocks at \$1.91 and barrels at \$1.75. After Christmas season cheese orders are filled cheese prices are likely to weaken resulting in a Class III in the low \$16's for December. The Class III price will average near \$14.75 for the year compared to \$15.80 last year and \$22.24 for 2014.

Despite adequate cheese stocks we have seen this price increase. September 30th American cheese stocks were 6.5% higher than a year ago. But, continued good cheese sales have tightened the availability of fresh 40-pound block cheddar cheese while stocks of more aged cheese are much more plentiful. Stocks of cheddar barrel cheese have not been as tight explaining the rather large existing price spread between blocks and barrels. Cheese prices were not helped by exports. September cheese exports were just 0.6% lower than a year ago, but 20.5% lower than strong exports in 2014. Higher cheddar cheese prices may be partially explained by cheese production. While the production of Italian types have been running more than 4% higher than a year ago cheddar cheese production was 0.5% lower in September and 0.8% lower year to date. Total cheese production was 1.6% higher in September and 1.9% higher year-to-date.

Class IV prices have not been as volatile. CME butter averaged over \$2 per pound January through September before dropping to an average of \$1.8239 for October. But, strong buying to build inventory for the peak holiday sales has pushed butter prices back up. At the start of November butter was \$1.86 per pound and now is \$2.03. Nonfat dry milk prices slowly strengthened reaching an average of \$0.916 per pound in September, but fell back some to \$0.8852 for October and has now increased to \$0.90. Class IV was a low of \$12.68 in April, a high of \$14.84 in July dropping to \$13.66 in October, and will be near \$13.80 for November. The interest in U.S. butter picked up in September with exports 137% higher than a year ago, but still 30% lower than September 2014 exports and 73.5% lower than 2014 exports year to date. Nonfat dry milk/skim milk powder exports have held up with September exports 10% higher than a year ago, and year to date exports 5% higher and even 3% higher compared to 2014.

Looking ahead into 2017 milk prices will depend a lot on the level of milk production. Milk production continues to run well above year ago levels with October production up 2.5%. Milk cow numbers have been declining falling by 6,000 head since peaking in August. Of the 23 reporting states 11 had fewer cows than a year ago. But, more milk per cow is driving the increase in milk production. Milk per cow was 2.3% higher than a year ago. Of the 23 reporting states just 3 had lower milk cow than a year ago.

After having lower milk production than a year ago for 23 consecutive months California had 1.8% more milk in October than a year ago from 2.5% higher production per cow more than offsetting 11,000 fewer cows. Other West/Southwest states experienced strong increases in milk production with Idaho up 4.1% and Texas up 8.2%. In the Northeast production was up 4.9% in Michigan, 4.7% in New York, and 2.2% in Pennsylvania. A similar story for the Upper Midwest with production up 4.3% in Iowa, 1.9% in Minnesota, 4.4% in South Dakota and 2.2% in Wisconsin. Of the 23 states just 3

experienced lower milk production –Florida 3.3%, Utah 5.5% and Virginia 2.1%. Milk production for the year will end up about 2% higher than 2015. While milk cows will average just 0.1% higher milk per cow will be about 1.7% higher.

USDA is forecasting 2017 milk production to increase another 2.1%. That is a lot of milk. But, we can expect high milk prices from continued good butter and cheese sales as well as improved exports as we move through next year. The growth in world milk production has slowed as major exporters—EU, New Zealand, Australia and Argentina—all are experiencing lower milk production with either a decline or relatively small increases for 2017. U.S. is the only major exporter experiencing higher milk production. World demand has picked up with China and other major importers being more active. This tightening of world supply and demand will reduce the buildup of world surplus increasing world dairy product prices making U.S. dairy products more competitive on the world market. World prices are already showing strength. Prices on the Global World Dairy Trade have strengthened for 7 of the last 8 trades.

As of now it looks like the Class III price maybe in the high \$15's at the start of 2017, in the low \$16's by the end of first quarter, in the mid-\$16's by second quarter, higher \$16's third quarter and with the \$17's as a possibility fourth quarter. The average for the year could be near \$16.50, a good improvement over the expected \$14.75 this year. This is more optimistic than USDA and some other forecasters are forecasting. USDA has the Class III averaging from \$15.30 to \$16.20. But, final milk prices will be subject to any rather small changes in milk production, sales, or exports.

Resources for Wisconsin Farmers

Wisconsin Farm Center

www.datcp.state.wi.us

Keyword search: Wisconsin Farmer Resource Guide or call (800) 942-2474 to visit with the knowledgeable staff who provide everything from financial consultation to animal health.

UW-Extension Agriculture & Natural Resources

<http://anre.uwex.edu>

Resources and links at your fingertips.

Farmer to Farmer

<http://farmertofarmer.uwex.edu>

Connects Wisconsin farmers with one another for the purpose of buying and/or selling corn and forage.

UW-Extension Dairy Resources

Dairy—<http://fyi.uwex.edu/dairy/>

Milk Quality—<http://milkquality.wisc.edu>

Dairy Calf & Heifer Management—<http://fyi.uwex.edu/heifermgmt/>

UW-Extension Livestock

Livestock— <http://anre.uwex.edu/teams/livestock/>

Beef—<http://fyi.uwex.edu/wbic/>

Horse—<http://fyi.uwex.edu/horse/>

Poultry—<http://fyi.uwex.edu/poultry/>

Sheep/Goats— <http://fyi.uwex.edu/wisheepandgoat/>

Swine— <http://fyi.uwex.edu/swineextension/>

Small Farm Resources— <http://fyi.uwex.edu/smallfarms/>

Grazing— <http://fyi.uwex.edu/grazres/>

Youth Livestock— <http://fyi.uwex.edu/youthlivestock/>