



Marinette County

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
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November 2017 Newsletter

A very important document will be getting mailed to all of you in December - The 2017 Census of Agriculture. It is due by Feb. 5, either in hard copy or electronic data submission.

Most of you hate seeing surveys, especially lengthy ones such as the Census of Ag. That fact understood, please take the time to accurately complete it, as the data really does matter. It affects grant applications, allocation of state and federal dollars for some programs, and provides invaluable data for many other positive reasons.

Hope to see many of you at one or more of these upcoming programs as you plan your 2018 cropping.

Scott Reuss

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

Nov. 18	Sinsinawa	Maple Syrup Conference
Thurs., Nov. 30	Seymour	Farming Forward: Planning Your Farm's Future
	Florence	3 pm Landscape/Garden Pest Management
Tues., Dec. 5	Shawano	a.m. Soil & Water Meeting (pg. 3)
Thurs., Dec. 7	Coleman	6:30 pm Land Rent Workshop (pg. 8)
Fri., Dec. 8	Lena	10 am 2018 Crop Cost of Production (pg.4)
Tues., Dec. 12	Oc. Falls	10 am Land Rent Workshop (pg. 8)
Wed., Dec. 13	Coleman	10 am Pesticide Applicator Training (pg. 7)
Wed., Dec. 20	Kimberly	10 am Better Heifers, Better Cows (pg. 2)
Thurs., Jan. 4	Kimberly	8 am Agronomy Update (pgs 5/6)
Feb. 5	Green Bay	Annual CAFO Update (next newsletter)

Upcoming State-wide Programs

Fruit /Veg Growers'	WI Dells	Jan. 21 - 23
Corn/Soy Expo	WI Dells	Feb. 1 & 2
Organic Veg Conf.	Madison	Feb. 2 & 3
Cover Crop Conf.	St. Point	Feb. 27

IF you are interested in a program that is not otherwise found in this edition, contact us for more information.

University of Wisconsin-Extension Dairy Team

Better Heifers, Better Cows

Making Wisconsin's calf & heifer industry strong & competitive through university-based research and education.

Wednesday, December 20

Liberty Hall Conference Center
800 Eisenhower Drive, Kimberly

Meeting Details

Registration: 9:30 am
Meeting: 10 am to 3 pm

Registration Fee:
\$40 per person early registration fee (includes lunch & materials)

\$10 additional fee will be charged after December 13th



- ◆ **Using PCR Tests to Diagnose Mastitis in First Calf Heifers**
Pamela Ruegg, Milk Quality Specialist, UW-Extension
- ◆ **Neonatal Calf Nutrition Implications for Long-Term Performance**
Sonia Gelsinger, Post-Doctoral Researcher, UW-Madison
- ◆ **Calving Healthy Heifers—How to Maximize Udder Health**
Pamela Ruegg, Milk Quality Specialist, UW-Extension
- ◆ **Nutrition and Management for Transitioning the First Calf Heifer**
Noah Litherland, Dairy Youngstock Technical Specialist, VitaPlus
- ◆ **Finding the Balance—Management of Calf Health Versus Cost of Production**
Tina Kohlman, Dairy & Livestock Agent, UW-Extension Fond du Lac County
Sarah Mills-Lloyd, Agriculture Agent, UW-Extension Oconto County

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2017 Better Heifers, Better Cows Meeting Registration

Name(s): _____

Company: _____ Telephone: _____

Address: _____ City/State/ZIP: _____

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

Registration:	_____ People x \$40 per person (includes meals & materials)	=	\$ _____
	_____ Additional Walk-in/Late Fee after December 13 x \$10 per person	+	\$ _____
	Total Enclosed:	=	\$ _____

Make Check Payable to: UW-Extension Fond du Lac County
Mail to: UW-Extension Fond du Lac County
 400 University Drive, Room AE-227
 Fond du Lac, WI 54935
Or call: 920.929.3171

Credit card payment for registration available, small surcharge applied. Please call for this option.

Registration due Wednesday, December 13th or a \$10 per person Late/Walk-in fee will be added.

2017 SOIL, WATER AND NUTRIENT MANAGEMENT MEETING

The Department of Soil Science, in conjunction with University of Wisconsin-Cooperative Extension, will conduct a Soil, Water, and Nutrient Management Meeting at The Main Event, 206 N Lemke St, Cecil, WI on December 5th, 2017. The meeting will begin at 8:30 am and end at 11:00 am. The \$35 registration fee includes breakfast at 8 am. A total of 3 CEUs will be provided (2 CEUs in Soil & Water Management and 1 CEUs in Nutrient Management). Payment must be received by November 27th, 2017 to Shawano County UW-Extension Office.

2017 Discussion Topics

- (1) Building soil organic matter (2) Principals of nitrogen use efficiency (3) Cover crop research update (Matt Ruark)
- (1) The value of crop residues (2) Cover crop survey results (Francisco Arriaga)
- Wisconsin nutrient management update (Sue Porter)
- Machinery movement for efficient forage harvest and maintaining soil health (Brian Luck)

This event will be held at The Main Event, 206 North Lemke Street, Cecil, WI. Please send in your meeting reservation (use clip sheet below) with payment of \$35 per person by November 27th to Shawano County University Extension, Room 101 Courthouse, 311 North Main Street. Please plan to arrive by 7:45 am for registration. The meeting will start promptly at 8:30 am with breakfast (scrambled eggs, bacon, cheesy hashbrowns, danishes, biscuits, and fruit tray) at 8:00 am. For more information contact Jamie Patton, Shawano County UW-Extension at 715-526-6136 or jamie.patton@ces.uwex.edu.

REGISTRATION FORM

2017 SOIL, WATER AND NUTRIENT MANAGEMENT UPDATE MEETING

The Main Event, 206 N Lemke Street, Cecil - December 5TH

PREPAYMENT IS REQUIRED BY November 27th, 2017

Name(s) _____

Business Address _____

Phone _____ Email _____

Number attending _____ @ \$35.00 each = \$ _____

Make checks payable to "Shawano County UW-Extension" and send to Shawano County UWEX, Room 101 Courthouse, 311 North Main Street, Shawano, WI 54166

Calculating 2018 Crop Production Costs – What is your best choice for swing acres?

Friday, December 8 @ the Lena Town Hall (6087 Goatsville Road at the intersection of Goatsville & Jagiello Roads NW of Village of Lena)

Free to all producers and consultants

Pre-registration appreciated, call 715-732-7510 or e-mail scott.reuss@ces.uwex.edu
Bring along a laptop if you have one, to be able to punch your own no.'s

9:45 a.m. Registration and refreshments

10 a.m. to Noon Putting sound numbers to 2018 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. After doing the base budgets, we can analyze different scenarios to see if different management practices may make sense in 2018.

How much is a ton of corn silage worth this year?

The above question is a fairly common one that we receive in UW-Extension offices in fall and winter. The following is my take on that value for our area.

First, what makes up the value of corn silage? There are many ways that can be looked at and then calculated. The upper end value is the value of milk it can produce, the lower end value is the value of the grain found therein. A relatively common approach is to consider the value of the grain and then add the fertilizer value of the stover that is also being removed. (NOTE: If selling standing corn for silage, this calculated number needs to then have harvest costs subtracted.)

Grain: As grain yield increases per acre, so do the number of bushels of grain equivalent per ton of silage. Growth conditions can also change the number up or down somewhat. For 2017 corn acres, I am using 8 bushels as the average, up from the 7.25 to 7.5 that I usually utilize. This is the number per ton of 65% moisture silage. The question then becomes how much is a bushel worth? Here is one place where you can easily come up with a range, which gives you some negotiation room when completing a sale.

8 bushels/ton X \$3/bushel (local cash price) = \$24.00
8 bushels/ton X \$3.50 (CBOT price for Dec. corn) = \$28.00

Fertilizer equivalents: Data from across the Midwest gives some ranges in the amount of phosphate(P), potash(K), and Sulfur(S) found in the stover portion of corn that is removed in this ton of fresh silage. The UW numbers are somewhere in the middle of the range, so I use those.

4.6 lbs P removed per ton X \$0.45/lb DAP = \$2.07
32 lbs K removed per ton X \$0.25/lb potash = \$8.00
1 lb S removed per ton X \$0.45 / lb elemental sulfur = \$0.45

**Total Fertilizer Value
= \$10.52**

Total Value = \$34.50 to \$38.50 per ton of 65% moisture silage



**Announcing the
2018 Wisconsin Agronomy Update Meetings
University of Wisconsin – Madison
Department of Agronomy**

The Department of Agronomy will offer Crop Production and Management Meetings at eight locations during 2018. Joe Lauer, Shawn Conley, and Rodrigo Werle will present the latest information on hybrid/variety performance, an analysis and discussion of last year's growing season, and updated recommendations for field crop production.

The registration fee includes a meal and materials. Please pre-register with the Host Agent. A “walk-in” (Late) fee will be charged to those who have not preregistered. Additional information packets will be available for \$21.00 each. Certified Crop Advisor CEU credits have been requested (3.0 hours in Crop Management). Below is a list of topics, meeting sites, dates and times. Please join us at meeting in your area.

Packet Materials

- 2017 Wisconsin Hybrid Corn Performance Trials - Grain and Silage (A3653)
- 2017 Wisconsin Soybean Variety Test Results (A3654)
- Winter wheat varieties for grain in Wisconsin - 2017 (A3868)
- Oat and Barley Variety Performance (A3874)
- 2017 Perennial Forage Variety Update for Wisconsin (A1525)
- Extension publications
- Agronomy Advice articles
- Wisconsin Crop Improvement Association updates

Discussion Topics

Corn

- How many hybrids should you grow on your farm? Managing hybrid selection risk – What are the odds?
- High input systems for corn: Maximum yield versus Economic optimum yield
- Corn response to Super U

Soybeans and Small Grains

- Revisiting soybean phenological development and the role in management!
- Is strip-tillage an effective soil management tool for soybean?

Corn and Soybean Weed Control

- There is a new Weed Scientist in Town
- New corn and soybean herbicides for 2018
- Cover crops as a weed management tool: lessons learned in Nebraska

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Location, date and time	Address	Host Agent
Janesville Tuesday, Jan. 2 at 12:00	Holiday Inn Express 3100 Wellington Dr.	Nick Baker Rock Co. Extension Office 51 S. Main St. Janesville, WI 53545-3978 (608) 757-5696 nick.baker@ces.uwex.edu
Madison Wednesday, Jan. 3 at 7:30 am	Comfort Inn 5025 County Hwy. V, De Forest, WI (Hwy V exit off of 90/94)	Heidi Johnson Dane Co. Extension Office 5201 Fen Oak Drive, Rm. 138 Madison, WI 53718 http://fyi.uwex.edu/danecountyag (608) 224-3716 Heidi.johnson@ces.uwex.edu
Fond du Lac Wednesday, Jan. 3 at 12:00	UW Fond du Lac Rm. 114 University Center 400 University Drive	Loretta Ortiz-Ribbing Fond du Lac/Dodge Co. Extension Office 400 University Drive Fond du Lac, WI 54935-2998 (920) 929-3171 loretta.ortizribbing@ces.uwex.edu
Kimberly Thursday, Jan. 4 at 7:30 am	Liberty Hall 800 Eisenhower Drive (Hwy. 441, College Avenue Exit, East 1 block)	Kevin Jarek Outagamie County 3365 W Brewster St. Appleton, WI 54914 (920) 832-5121 kevin.jarek@ces.uwex.edu
Wausau Thursday, Jan. 4 at 12:00	Marathon County UWEX Office, Room 5 212 River Drive	Heather Schlessler Marathon County UW-Extension Office 212 River Drive Wausau, WI 54403 (715) 261-1230 heather.schlessler@ces.uwex.edu
Eau Claire Friday, Jan. 5 at 7:30 am	Clarion Hotel Campus Area/Green Mill Restaurant and Bar (Campus area) 2703 Craig Road	Mark Hagedorn Eau Claire Co. Extension Office 227 1 st Street West Altoona, WI 54720-1601 (715) 839-4712 mark.hagedorn@ces.uwex.edu
Sparta Friday, Jan. 5 at 12:00	Jakes Northwoods Hwy 21 (NE side of town) 1132 Angelo Rd.	Bill Halfman Monroe County - UW Extension 14345 County Highway B, Room 1 Sparta, WI 54656-0309 (608) 269-8722 bill.halfman@ces.uwex.edu
Belmont Monday, Jan. 8 at 12:00	Belmont Inn & Suites Convention Center 103 W Mound View Ave. (North of Hwy 151 at Belmont)	Gene Schriefer Grant Co. Extension Office 916 E Elm St. Lancaster, WI 53813-0031 (608) 723-2125 gene.schriefer@ces.uwex.edu

**Wisconsin Agribusiness
Classic**
January 9-11, 2018
Alliant Energy Center, Madison

**Midwest Forage Association
Forage Production and
Use Symposium**
February 19-21, 2018
Chula Vista, Wisconsin Dells

**Wisconsin Corn Growers Association
Wisconsin Soybean Association
CORN / SOY EXPO**
February 1-2, 2018
Kalahari Resort, Wisconsin Dells

PRIVATE PESTICIDE APPLICATOR TRAINING

**First Opportunity this season, Last Opportunity with this manual and test
Wednesday, December 13 – Pound Town Hall (Coleman – east Cty. Hwy. B)**

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 the Marinette office or at some other arranged site. Either method has a \$40 fee which covers the five years of the license.

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 will be one or two additional training dates in early 2018, but I scheduled this one to take advantage of finishing off the old manuals and test sheets. It appears that the registration process will be changing January 1, 2018.

The training begins at 10 a.m., with an optional half-hour synopsis of the crop cost of production workshop results starting at 9:30 a.m. Most participants are done around 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 the December session 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 send your registration and check, or stop by the Marinette County UW-Extension office and pick up your materials in person. Make checks payable to UW-Extension (\$40 per person).

Pound Town Hall

Wednesday, December 13

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

Farmland Rental Workshops: Options & Realities

This annual workshop is designed for both renters and landowners of agricultural land. It is a workshop that I recommend that you try to get owners of rented land to attend. The focus is on land rent realities and options that can make land rental situations better for both parties, and one of the things I emphasize is realities of crop & livestock production economics (I.e. we're not in Iowa, Dorothy).

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

Thursday, December 7, 6:30 to 8:15 p.m.

Pound Town Hall (East edge of Coleman on Cty. Hwy. B)

Tuesday, December 12, 10 a.m. to Noon

Oc. Falls Comm. Library (251 N. Main St., Oc. Falls)

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 on the property, and many other aspects can all be negotiated into the contract. Many different leasing options are available and Reuss will detail some of the advantages and disadvantages of different 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.

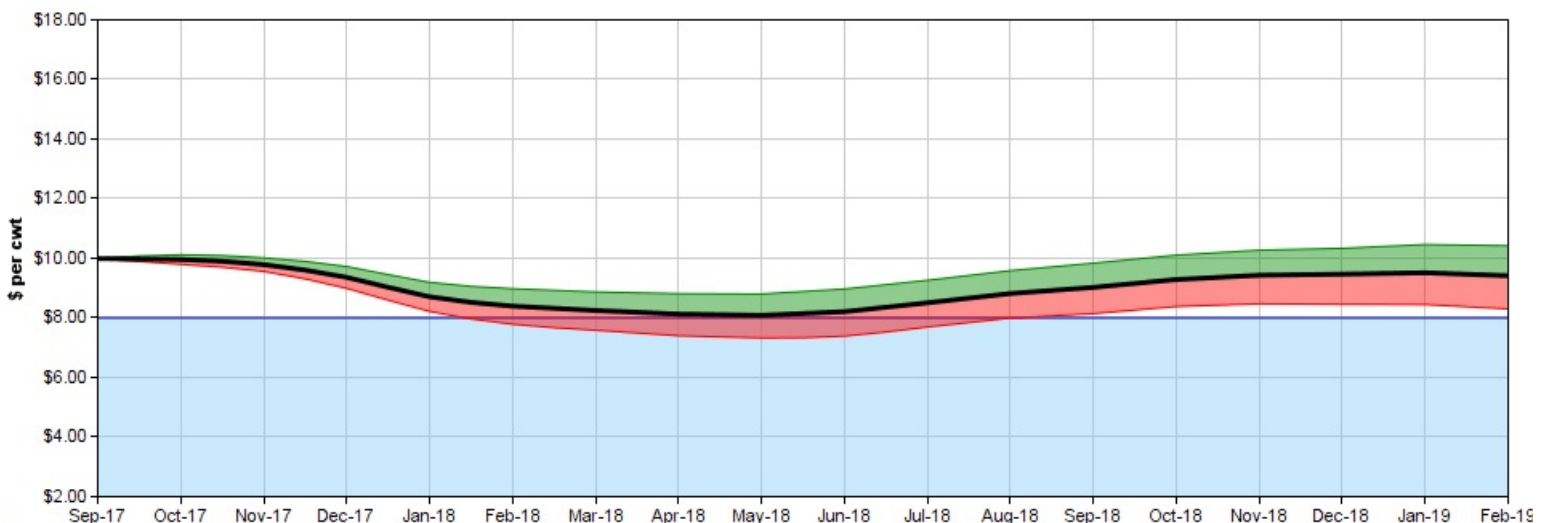
There is no fee for attending this program, nor is pre-registration required. If you have questions about these topics, contact Scott Reuss in the Marinette County office at 715-732-7510 or via e-mail at scott.reuss@ces.uwex.edu or contact Sarah Mills-Lloyd in the Oconto office at 920-834-6845. Another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

- Also, if you want to sit down with me and discuss planning for 2018 cash rent bids, just let me know and we'll figure out a time to get together. It does not appear to be the right year to let emotions get the best of you and overbid for a parcel. Yes, there are sometimes non-economic reasons to rent land, but do those reasons outweigh essentially guaranteeing a loss because you are paying too much??

Dairy Margin Protection Program

The MPP registration deadline for 2018 coverage is Dec. 15. Refer to the full article in the previous newsletter for complete discussion, but the 5-line synopsis is as such:

- Can opt out of MPP if you want. Simply do not go to the FSA office to sign up. This gives you the opportunity to utilize LGM-Dairy to personalize your farm's dairy margin protection.
- If stay in MPP, must pay the \$100 administrative fee by Dec. 15, and this would be the entire fee if you only want the \$4 basic coverage.
- If increase coverage, premiums increase with coverage, make sure it is right for you.



The colored bands show the middle 50% probability interval for forecast margins. There is a 25% chance that the margin could be above the green band and a 25% chance that the margin could be below the red band. The graph data and probabilities are calculated from futures market data available on 11/10/2017.