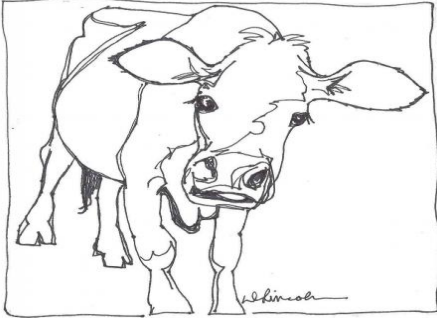


Oconto & Marinette County

Agriculture Newsletter



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

It has been a busy fall for all, and I must apologize for my delay in sending out the newsletter.

As harvest is underway, you may have a better understanding on your livestock feed inventory. If you would like to buy or sell excess livestock feed commodities, UW-Extension has developed and supports a website that facilitates local marketing of feed commodities. It is a free site to list products for sale such as hay, haylage, straw, high moisture corn, corn silage, or corn grain. For more information about this program see page 2 of this newsletter.

The Dairy Margin Protection Plan sign-up is currently underway until December 15, 2017. For more in-depth information on this program, please read Scott Reuss's article on page 4 as changes have occurred.

The topic of farm succession and transfer is a difficult conversation for many to approach. UW-Extension will be hosting a farm succession/transfer meeting on November 30 at Doxbee's in Seymour from 10am until 3:30pm. Please see the events section (page 3) for more details and the flyer on page 5 for registration information.

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.

Sarah Mills-Lloyd

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

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

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CALENDAR OF LOCAL & REGIONAL EVENTS

November 1-3	St. Paul, MN	Farmer Cooperatives Conference
November 9	Kimberly	Wisconsin Pest Management Update Meeting
November 20	Harmony Arboretum	Astronomy at the Arboretum
November 30	Seymour	Farming Forward Planning Your Farm's Future

WEEKLY HAY PRICE REPORT as of September 25, 2017

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

Hay Grade	Bale type	Price (\$/ton)		
		Average	Minimum	Maximum
Prime (> 151 RFV/RFQ)	Small Square	\$237.00	\$210.00	\$265.00
	Large Square	\$176.00	\$113.00	\$250.00
	Large Round	\$116.00	\$113.00	\$130.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$185.00	\$140.00	\$230.00
	Large Square	\$134.00	\$95.00	\$160.00
	Large Round	\$85.00	\$50.00	\$138.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square	\$90.00	\$90.00	\$90.00
	Large Square	\$101.00	\$70.00	\$120.00
	Large Round	\$87.00	\$68.00	\$100.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square	\$70.00	\$70.00	\$70.00
	Large Square	\$73.00	\$60.00	\$85.00
	Large Round	\$80.00	\$48.00	\$100.00

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/>

What is Farmer to Farmer?

UW-Extension developed and supports a website that facilitates local marketing of feed commodities. It is a free site to list products for sale such as hay, haylage, straw, high moisture corn, corn silage, or corn grain.

All transactions and negotiations are handled directly between buyer and seller. Individuals who wish to use the service but do not have access to the internet can seek assistance at their local county UW-Extension office.

EVENTS, DEADLINES AND NOTES

Upcoming Horticulture Programs

All events are free, unless noted.

Harmony Arboretum Programs: The following programs are all held at the Harmony Arboretum, within the Demonstration Gardens. Programs are held rain or shine as there is a pavilion. The entrance to the demonstration garden is located ½ mile south of Hwy 64 on Marinette County Hwy E, which is 7 miles west of Marinette, or about 10 miles east of Hwy 141.

Astronomy at the Arboretum (November 20, 5:45 pm-7:00 pm)

Introduction to stars, constellations, star lore, and other space related topics—includes a stargazing tour. Dress for the weather, hot beverages will be provided; if rain or mostly overcast, event will be cancelled.

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20th Annual Farmer Cooperatives Conference

The 20th Annual Farmer Cooperatives Conference will bring together agricultural cooperative leadership and industry experts from across the country to examine strategic issues impacting farmer-owned cooperatives. The conference will be held November 1-3 at the Intercontinental Riverfront in downtown St. Paul, MN. The Farmer Cooperatives Conference gives cooperative leaders the tools needed to navigate challenges ahead. Over two days, agricultural cooperative leaders and industry experts will address strategic issues such as the 2018 Farm Bill, the agricultural trade outlook, cybersecurity and cooperative responses to consolidation in agricultural supply chains.

2017 UW-Extension Pest Management Update Meeting Series

Mark your calendars for the upcoming University of Wisconsin-Extension Pest Management Update meetings. Meetings will run for three hours. Presentation topics include pest management information for Wisconsin field and forage crops. Speakers include Mark Renz, UW-Extension weed scientist at UW-Madison, Damon Smith, UW-Extension plant pathologist at UW-Madison, Dan Heider, UW-Madison Integrated Pest Management specialist, and Bryan Jensen, UW-Extension entomologist at UW-Madison.

The focus of the first two hours provide emphasis on research updates and important highlights from the 2017 field season. The second session will be an interactive diagnostic troubleshooting exercise based on issues observed in the 2017 field season.

Please register at least one week prior to the meeting. Registration fees may vary, but will be around \$50 which includes access to the packets, refreshments, 3 hours of CEU credit, and great information.

Local meeting date, location, and registration contact information is:

-- Thursday, November 9, 1 pm-4 pm: Kimberly, Liberty Hall, 800 Eisenhower Drive (Hwy. 441, College Avenue Exit, East 1 block). Contact: Kevin Jarek, UW-Extension Outagamie County, 3365 W. Brewster St. Appleton, WI 54914; (920) 832-5128

Farming Forward Planning Your Farm's Future

Starting the conversation on farm succession and transfer is not easy. The *Farming Forward* meeting on November 30th at Doxbee's Super Club in Seymour from 10am to 3:30pm. may be a good place to start. It will consist of panel presentations with question and answer opportunities. The Producer Panel will consist of three farms that will share and discuss their process in adapting and preparing the way to making decisions regarding the future of the farm. The other Professional Panel will consist of a banker, a CPA, and an attorney to cover critical steps and processes in developing a team concept for planning farm transitions. The cost will be \$40 per person and includes a meal and program materials. See flyer on page 5.

Sesquicentennial & Century Farm/Home Applications

Wisconsin State Fair would like to recognize farms or homes with either 150 years (sesquicentennial) or 100 years (century) of continuous ownership through the year 2018. Forms may be requested by contacting Jill Albanese (414) 777-0580 or via email at jill.albanese@wistatefair.com. Application deadline is March 1, 2018.

Dairy Margin Protection Program-2018

By Scott Reuss, UW-Extension Marinette County
Agriculture Agent

The Dairy MPP signup period is going on right now, through December 15. However, the signup has a significant wrinkle in it. As opposed to the original farm bill wording, producers are being allowed to opt out of the program for 2018. This gives you the opportunity to not sign up for MPP and then be eligible to utilize the LGM-Dairy crop insurance program. The two programs essentially do the same thing – protect your margin – but they do it slightly differently and you can only be involved in one of the two, not both.

The trick with the calculated margin in the MPP is that low feed prices are causing the very high expectation of greater than \$8 margins during all of 2018, meaning no benefit to being involved in MPP. Of course, those are current projections and not what will actually happen – there is always a chance of the markets shifting away from futures market numbers and causing fairly significant differences from current projections.

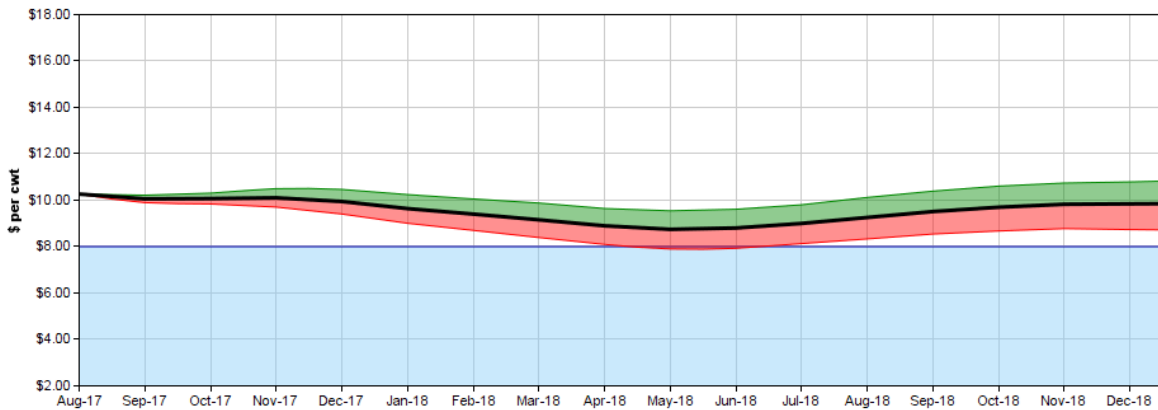


Figure 1. Projected 2018 Dairy MPP margins, as of October 10, 2017

Your MPP Decision Point: If you have been in MPP, you need to either sign up or opt out. Opting out is easy, you simply do not go into the FSA office and register for the 2018 program. You would then be taking on all margin risk, or you would have the ability to sign up for LGM-Dairy. If you choose to sign up, you need to register and decide your coverage level, still in \$0.50 increments from \$4 to \$8. The \$4 basic coverage still only has the \$100 fee associated with it and no other premiums. Buying up with additional coverage creates a premium payment requirement, although you do not need to pay the premium until August 31, 2018. Premiums are the same as in previous years, but contact myself or the FSA office to get all those numbers, if desired.

Current projections would indicate your best choice is to either opt out or sign up for the \$100 fee and select the \$4 coverage just to have a base level of coverage for all of 2018. To go up to \$6 coverage and protect the margin on up to 4 million lbs of milk production, the premium is 5.5 cents per cwt, or \$550 per million. \$8 coverage is a bit more pricey, at \$0.475 per cwt (\$4,750 per million lbs.). If you are considering any type of buyup coverage, I strongly recommend visiting either the official USDA MPP resource, at <http://www.fsa.usda.gov/mpptool/> or visit the UW web page focused on this information, at <https://dairymarkets.org/MPP/> so that you get the complete range of current projections and premium options. Of course, you are always welcome to contact me with questions or to get together and go over it in detail.

The LGM-Dairy Opportunity

Your other margin protection program opportunity is the LGM-Dairy program. This crop insurance product is sold ahead of the monthly protection periods and it has limited availability. You need to work with your crop insurance provider and be ready to have them sign you up about 6 weeks ahead of when you want coverage. The Jan. 2018 contracts will be on sale Nov. 24-25. Although similar in concept, the calculations for this program vary from the MPP and you select your specific coverage levels and pay premiums accordingly. If you type LGM Dairy Wisconsin into a search engine, you can visit the web pages dedicated to full explanation of this program, including the LGM Dairy Analyzer which allows you to estimate premiums and come up with least cost options for getting the levels of coverage you prefer.

Farming Forward

PLANNING YOUR FARM'S FUTURE

Thursday, November 30

Doxbee's
N6744 County Road C, Seymour, WI 54165

- 9:30 am** **Registration**
- 10:00 am** **Future in Agriculture**
Paul Dietmann, Senior Lending Officer, Compeer Financial
- 11:00 am** **Producer Panel**
What does it take to move from talk to action in farm succession?
Kurtis Ambrosius, Ambrosius Dairy Farm LLC, Seymour, WI
Jon Hanson, Hanson Farms, Poy Sippi, WI
Lloyd Holterman, Rosy-Lane Holsteins, Watertown, WI
Dave Jauquet, Jauquet's Hillview Dairy LLC, Luxemburg, WI
- 12:00 pm** **Lunch**
- 12:45 pm** **Generational Communication**
What is your roadblock on farm succession and transfer? Through this activity you will be able to relate to other individuals in an informal, non-judgmental setting.
Joy Kirkpatrick, Outreach Specialist, UW Center for Dairy Profitability
- 2:00 pm** **Professional Panel**
Who can you turn to when you need answers to your questions?
Nancy Immel, Accountant, Enrolled Agent, All-Ways Accounting
Brad Guse, Senior Vice President Agribusiness Banking, BMO Harris Bank
Troy Schneider, Attorney, Twohig, Rietbach, Schneider, Halbach SC

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

Registration Fee (Includes Meal & Materials):
\$40 per Person
Registration Deadline: November 20

An EEO/AA employer, UW-Extension provides equal opportunities in employment & programming, including Title VI, Title IX, and the Americans with Disabilities Act (ADA) requirements.

Farming Forward Registration

Name(s): _____ Telephone: _____
 Business: _____ City/State/ZIP: _____
 Address: _____
 Email address (for a direct mailing in future years): _____
 Registration: _____ People x \$40 per person (includes meal & materials) = \$ _____
 TOTAL ENCLOSED = \$ _____

Make check payable to UW-Extension
 Mail to: UW-Extension, 3365 W Brewster Street, Appleton, WI 54914
 Or call: 920.832.5124



Photo courtesy of UW-Madison CALS

FOR MORE INFORMATION

Zen Miller
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 zen.miller@uwex.edu
 920.832.5124



Dairy Situation and Outlook September 18, 2017

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

Forecasted milk prices for the remainder of the year have softened from what was expected earlier. The Class III price was \$16.44 in June, fell to \$15.45 in July, but increased to \$16.57 in August and was expected to continue to strengthen reaching into the low \$17's by October. But, now the September Class III price will weaken some to around \$16.25. And it will take a rally in cheese prices to strengthen the Class III price October through December.

The Class III price is driven by the price of cheese, dry whey and butter. The price of all three products weakened during September. On the CME barrel cheese averaged \$1.5993 per pound in August but weakened since then to \$1.485 as of September 19th. The 40-pound block price which averaged \$1.6852 in August also weakened and is now \$1.5925. The spread between blocks and barrels was in the \$0.20's per pound in July, fell to just \$0.02 the end of August, but is now back to \$0.105. Dry whey which was in the low \$0.40's per pound during August is now trading \$0.38 to \$0.39. Butter averaged \$2.6473 per pound in August and is now \$2.4675.

Lower dairy product prices were the result of higher production, slower growth in sales and higher stock levels. The latest dairy product report is for July. All products showed higher production than a year ago with cheddar cheese up 0.8%, total cheese up 1.0%, dry whey up 21% and butter up 1.6%. Cheese and butter sales have been higher, but have not shown the same growth as last year. July 31st stocks of American style cheese were a record high for the month of July except for 1983-84 when government stocks of surplus cheese were high, but total cheese stocks did set a new record high. American cheese stocks were 8.8% higher than a year ago with total cheese stocks 7.8% higher. Dry whey stocks were 38.7% higher, but butter stocks were 7.5% lower.

The Class IV price has held up better than Class III. In June Class IV was \$15.89, July \$16.60, August \$16.61 and will around \$15.95 for September. The Class IV price is expected to stay in the mid to high \$15's for the remainder of the year. Both lower butter and nonfat dry milk prices is lowering the Class IV price. The nonfat dry milk price averaged \$0.8491 per pound in August but has fallen to \$0.8225. Relatively high stocks of nonfat dry milk has pushed the price down. July 31st stocks were 16.2% higher than a year ago.

Dairy exports have added strength to milk prices. But, after 12 straight months of year-over-year growth, dairy export volume declined in July. Exports of nonfat dry milk/skim milk powder declined 13%, the first decline since June 2016. Nonfat dry milk/skim milk powder exports are facing competition from the EU. Both whey products and lactose exports were unchanged from a year ago. However, exports of butterfat and cheese were 66% and 14% higher respectively. On a total solids basis exports were equivalent to 13.4% of U.S. milk production compared to 14.5% last year and the lowest since January.

The Class III price October through December could stay in the low \$16's and average about \$1.30 higher for the year than last year. Currently Class III futures are not even this optimistic with the Class III staying below \$16. Class IV futures could also stay in the \$15's and average about \$2.25 higher than last year. But, it is not without a possibility that cheese prices could rally October or November pushing up the Class III price like last year. Last year 40-pound block cheese was \$1.5175 per pound early October and rallied to \$1.9425 by early November and were still \$1.80 mid-December. The Class III price went from \$14.82 in October to \$17.40 in December. So unexpected big changes in prices can happen. If the monthly increase in milk production stays below 2%, there is strong seasonal increase in butter and cheese sales and exports hold up, we could see higher milk prices October to December than what is now forecasted. USDA is now forecasting milk production for the year to be 1.7% higher than last year.

The increase in monthly milk production from a year ago did drop below 2% May and June, but both July and August production was 2.0% higher. The number of milk cows started to increase last October with no increase in August. August cow numbers were 0.8% higher than last year. Of the 23 reporting states 8 had fewer cows than last year. The increase in milk per cow was running below 1% May and June but improved to 1.2% for July and 1.3% for August. Of the 23 reporting states 2 had no change in milk per cow and 5 had lower production.

Despite some high temperatures in August California's milk production was just 0.7% lower than last year, all due to fewer milk cows. Idaho's milk production was down 0.2%, the net result of 0.5% less milk per cow more than offsetting 0.3% more cows. Other Western states had relatively strong production increases of 3.8% in

Arizona, 5.9% in Colorado, 3.5% in New Mexico, 9.2% in Texas and 10.2% in Utah. Kansas's production increased was relatively strong at 5.4%. Production increases in the Northeast were 1.9% in New York, 2.8% in Pennsylvania and 3.0% in Michigan. Production increases in the Midwest were 2.8% in Iowa, 4.0% in Minnesota, 4.2% in South Dakota and 1.8% in Wisconsin. Favorable weather contributed to good milk production per cow in the Midwest. In the Southeast Florida's production was up 2.6%

Looking into 2018 the Class III price could be in the \$15's first quarter before moving into the \$16's. Current Class III futures don't reach the \$16's until July. With expected improvement in milk production in the EU and New Zealand U.S could face stiff competition for nonfat dry milk/skim milk powder exports. The result could be a Class IV price in the \$15 the first half of the year with stronger butter prices pushing it into the low \$16's for the second half. Current Class IV futures also reflect this price pattern.

Putting Farm Safety into Practice—Grain and Forage Harvest

By John Shutske and Cheryl Skjolaas
UW Center for Agricultural Safety and Health

A modern farm can be a dangerous and unforgiving place. Fall is a high-risk time as harvest operations ramp up quickly. In Wisconsin, there are tight time windows to get forages, corn, soybeans and other crops harvested and put into storage. It's that time pressure that often contributes to mistakes and leads to injury or death. Machinery plays a major factor in serious harvest season injuries. Here are some tips to put safety into practice.

"Think like a pilot or a NASCAR driver," said John Shutske, Director of the UW Center for Agricultural Safety and Health and agricultural engineering specialist. "Invest prep time to get your equipment ready for the busy season. Adjustments and maintenance that improve safety will also maximize the quality and value of your crop. Many terrible farming injuries happen when a breakdown occurs. People get super-stressed and frustrated and then do something they know is dangerous."

As a farm owner, manager, or equipment operator, think of your role the same way an airplane pilot or race car driver would. That means establish something like a pre-flight or pre-race checklist-- a run-through and shakedown to make sure all systems are go.

Consult your operator's manuals. Are shields or guards in place – on tractors, choppers, blowers, wagons, combines, and augers? Replace questionable hydraulic hoses and know the status of any bearings and belts that might need repair during the season. The last thing you want is a surprise.

Carry a fully-charged, 10-pound ABC dry chemical fire extinguisher on all machines including trucks. Keep a first aid kit or safety supplies in all field vehicles.

"Gear up for highway travel," said Cheryl Skjolaas, University of Wisconsin-Extension agricultural safety specialist at UW-Madison. "Minimizing time spent on the highway is the ideal way to reduce hazard levels. However, that's often not practical. Plan highway travel when possible to avoid high traffic times including the morning commute and the rush to get home after school. Evening times are highest risk because of the hurry combined with low light conditions as the fall sun gets low in the sky."

With fewer daylight hours, make sure SMV emblems and other reflectors are bright and visible. Insure each day that lights and flashers are fully operational. When you leave the field in the evening, make sure to switch off rear-facing work lights. Make sure you understand and comply with all state and local lighting, marking, width, weight limit laws and other rules.

Another important safety measure is to train, coach and create expectations with your employees. Many farms have hired workers to assist with harvest – as an employer, spend time with them. Talk about your operation's safety expectations and culture. If your farm publishes a newsletter, consider adding safety content. If you need information, check in with your local Extension agent, the UW Agricultural Safety and Health website at <https://fyi.uwex.edu/agsafety/>, or safety decals on key pieces of equipment. Similarly, if you're hiring custom work, discuss your safety expectations with those doing harvest work or other jobs. Small things like discussing travel routes for equipment will reduce everyone's stress.

Everyone who you work with—family members, hired workers, custom operators and others need to know what to do the unexpected happens. All who are involved need a reliable way to communicate, but realize that if it's a smartphone, steps need to be taken to make sure people are not distracted by phone use while driving or operating.

A safe harvest requires a little extra daily effort. In the end, the payoff is significant when there are no injuries or downtime and you get through the productive season without incident.



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Thank you!



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