

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
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January 2018 Newsletter

The 2017 Census of Agriculture is in your possession. It is due by Feb. 5, either in hard copy or electronic data submission. Please do complete the survey, not just because it is mandatory and there are ramifications if you don't, but because your answers matter. The Census of Ag data forms the basis of many, many different programs and provides invaluable information.

Office Changes Many of you have seen some of the information regarding personnel changes in local UW-Extension offices. The Marinette office is facing an inordinate amount of change in the next two months, including elimination of 1.5 positions; two retirements; and one other staff moving to a different office. On top of that, it appears that those of us left will be negotiating a move within the courthouse. I'm not looking for sympathy, just want you to know there may be days when I'm hard to reach, other than by cell phone.

Scott Reuss

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Page 11	Grain Marketing Workshop info., Land rent blurb
Page 12	Forage Production Clinic Brochure

Calendar of Events (also see page 10 for state-wide programs)

Thurs., Jan. 4	Kimberly	8 am	Agronomy Update (last newsl.)
Tues., Jan. 9	Shawano	9 am	Foot & Mouth Emergency Mgmt. Regional Planning Exercise (vets, agencies, CAFO's invited)
Fri., Jan. 12	Shawano	10 am	Pesticide Applicator Training
Jan. 9, 16, 23	Clintonville	1 pm	Cow College sessions (pg. 8)
Fri., Jan. 19	Lena	9:45	Grain Marketing Workshop (pg. 11)
Thurs., Jan. 25	Oc. Falls	10 am	Pesticide Applicator Training (pg. 9)
Tues., Jan. 30	Shawano	10 am	Pesticide Applicator Training
Feb. 5	Green Bay		Annual CAFO Update (pgs 5/6)
Feb. 15	Cecil	10:30	Forage Production Clinic (pg. 12)
Feb. 23	Coleman	10 am	Pesticide Applicator Training (pg. 9)

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

Wrap Up Safety For Christmas

**70%
REBATE**

Save up to \$865 on costs to retrofit your tractor

**70%
REBATE**

Save up to \$865 on costs to retrofit your tractor

**70%
REBATE**

Save up to \$865 on costs to retrofit your tractor

**70%
REBATE**

Save up to \$865 on costs to retrofit your tractor



The Goebel Family, Hickory Ridge Heritage Farm, Darlington, Wis.

Order a ROPS for Someone You Love

The tractor is in the shed for winter.

The dealer has time.

Just call 1-877-ROPS-R4U (1-877-767-7748).

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1-877-ROPS-R4U

www.ROPSR4U.com



Proper Use of Cone Penetrometers for Detecting Soil Compaction

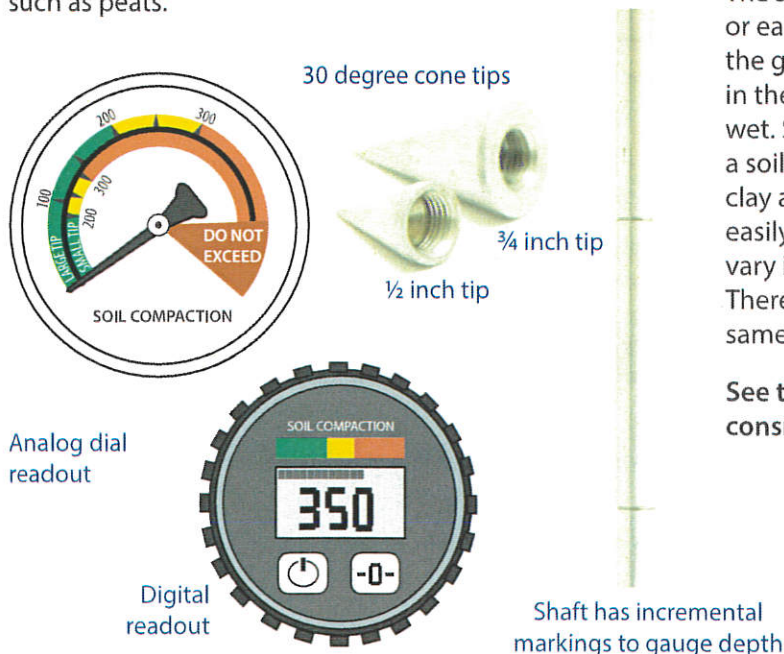
Soil compaction can decrease soil health and crop yield because it degrades soil structure and reduces root growth, plant available water and water infiltration, plant nutrient up-take, and overall plant vigor. Determining if compaction is present near the soil surface or in the subsoil is therefore important, and using cone penetrometers (also often referred to as compaction meters) can help determine if a soil suffers from compaction. This publication describes cone penetrometers and provides guidelines for their proper use.

CONE PENETROMETER DESIGN

Cone penetrometer design standards for soil compaction were developed by the American Society of Agricultural and Biological Engineers (ASABE) to help maintain uniform and consistent measurements between products from different manufacturers.

The top of the penetrometer has a T-shaped handle for the user to apply the force and a display to show the measure of force; both dial and digital readouts are available.

The shaft is a stainless steel rod, usually with marked increments. On the end that enters the soil is a changeable 30 degree cone tip. The cone has a slightly wider base diameter than the shaft (this area is referred to as the cone's shoulder). The two recommended cone sizes are $\frac{1}{2}$ inch and $\frac{3}{4}$ inch, which refers to the diameter at their respective bases. Typically, the $\frac{1}{2}$ inch cone is used under most conditions, and the $\frac{3}{4}$ inch cone is used in softer soils, such as peats.



PENETRATION FORCE

Pushing a penetrometer into the ground requires force. This penetration force (or resistance) is similar to how the roots of a growing crop have to push down through the soil.

Since the penetration force is calculated using the cone's base diameter, the value is referred to as the cone index and can be expressed in units of pounds per square inch (psi) or other metric equivalents. Penetrometers that have a dial gauge provide scales for both the $\frac{1}{2}$ and $\frac{3}{4}$ inch tips. Digital penetrometers account for tip size and may have advanced features like GPS and internal data logging.

Generally, a cone index value of **300 psi** or greater is indicative of soil compaction. However, it is important to note that this value is just a starting point for detecting compaction and that other factors will influence the interpretation of the result.

The soil moisture and texture of a soil affects the difficulty or ease with which a penetrometer can be pushed into the ground. If a soil is dry, it will require more force to push in the penetrometer compared to the same soil if it were wet. Similarly, it will be easier to push a penetrometer into a soil with a high clay content relative to one with less clay as the tip and rod of the penetrometer will slide more easily. In addition, the root system of different crops will vary in the ability to penetrate through compacted soil. There might even be differences between varieties of the same crop.

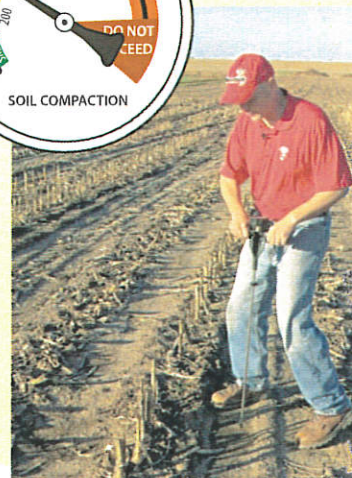
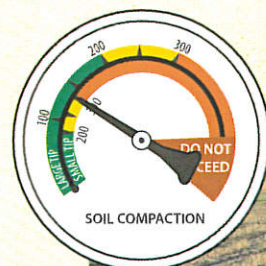
See the following page for a list of guidelines and considerations.



PENETROMETER USE GUIDELINES

As noted on the previous page, the 300 psi threshold is a good starting point for assessing compaction, but it might not be applicable for all conditions. Take into account the following recommendations:

- ➔ Avoid taking measurements when soil is too dry or too wet. Soil moisture between field capacity or slightly drier is best. It is advised to take measurements a few days after a rainfall event.
- ➔ Use a low compaction area as a reference. Areas near a fence row or other low or no traffic areas can provide a baseline for comparison.
- ➔ Take multiple readings using a zig-zag pattern in the field where compaction is suspected, similar to a soil sampling pattern.
- ➔ Apply a steady and constant rate when inserting the penetrometer into the ground. A jerking motion will result in erroneous measurements.
- ➔ Replace tips if wear or deep scratches are visible. Pay close attention to the cone's shoulder.



Shallow compaction (less than 6 inches below soil surface):

High readings will be observed as soon as the penetrometer is pushed into the ground if shallow compaction is detected. The force needed to push the penetrometer will decrease after this depth.

Subsoil compaction (greater than 6 inches below soil surface):

Readings will be relatively low at shallow depths but will markedly increase when subsoil compaction is detected. Make note of the depth at which the effort needed to push the penetrometer increases. This is the depth to the upper boundary of the compacted soil layer. Keep pushing through the subsoil compacted layer until there is a sudden decrease on penetration resistance. Make note of the depth; this is the bottom depth and is very useful for proper setup of tillage equipment. Most commercial penetrometers have equally spaced markings to help with noting these depths. If compaction is detected below 6-inch depth, subsoiling may be warranted:

- ✓ Subsoiling is expensive, and benefits should be considered against cost.
- ✓ Between 30-50 hp per shank is needed to pull a subsoiler.
- ✓ Subsoiling is not permanent, especially if the practices that created the compaction are not addressed.
- ✓ When subsoiling, leave two to three untreated strips for comparison.



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Author: Francisco J. Arriaga is assistant professor in soil science, College of Agricultural and Life Sciences, University of Wisconsin-Madison, and University of Wisconsin-Extension, Cooperative Extension. Cooperative Extension publications are subject to peer review.

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- \$35 *in Advance*
- \$45 after registration deadline and walk-ins (at the door)
- Meal included
- Make check payable to: **BCT** (Brown County Treasurer) or cash only
- NO Credit/Debit Cards

For Registration Information:
Email: Laehn_jm@co.brown.wi.us
Fax: 920-391-4617
 Brown County UW-Extension,
 Attn: Joan,
 210 Museum Place,
 Green Bay, WI 54303



Office use: Date received: _____; Payment Enclosed: Check ☐ # _____; Cash ☐ No Payment ☐; Initials _____



Brown County UW-Extension
210 Museum Place
Green Bay, WI 54303

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2018 Annual CAFO Update



Monday, February 5, 2018

Green Bay

8:00 am - 11:45 am

Tundra Lodge Conference Center
865 Lombardi Avenue

New London

12:00 pm - 3:45 pm

Crystal Falls Banquet
1500 Handschke Dr.

Registration deadline January 29, 2018

Tuesday, February 6, 2018

Manitowoc

8:00 am - 11:45 am

Silver Valley Banquet
1222 S. Alverno Road

Fond du Lac

12:00 pm - 3:45 pm

UW Fond du Lac
400 University Dr.

Registration deadline January 29, 2018

An update meeting for WPEDES permitted CAFO owners & managers, nutrient management plan writers, and engineers.

Breakfast/Morning Session

Registration opens 7:00 am

Buffet line opens 7:25 am

Welcome

8:00 am

DNR Update

Tom Bauman, DNR CAFO Program

8:40 am

Spill Response - Roles and Responsibilities

DNR Regional Staff

9:00 am

NMP Update – Manure Hauling Audit Review & Manure Distribution

Aaron O'Rourke, DNR Nutrient Management Specialist

9:40 am

Break

9:50 am

Submission of forms/reports via Sharepoint - review the process

Claire Freix, DNR Intake Specialist

10:20 am

180-Day Storage Calculations Review

DNR Engineer

10:45 am

DNR panel

11:05 am

Human Resource Management (Green Bay)

Liz Binversie, UWEX

Have We Made Progress Protecting the Environment as Agriculture Grows? (Manitowoc)

Scott Gunderson UWEX and Jerry Halverson, SWCD

11:50 am

Adjourn

Lunch/Afternoon Session

Registration opens 11:00 am

Buffet line opens 11:25 am

Welcome

12:00 pm

Automated Calf feeding ICPA Data

(New London); Greg Blonde, UWEX

Have We Made Progress Protecting the Environment as Agriculture Grows? (Fond du Lac)

Tina Kohlman, UWEX

12:30 pm

DNR Update

Tom Bauman, DNR CAFO Program

1:10 pm

Spill Response -- Roles and Responsibilities

DNR Regional Staff

1:30 pm

NMP Update – Manure Hauling Audit Review & Manure Distribution

Aaron O'Rourke, DNR Nutrient Management Specialist

2:10 pm

Break

2:20 pm

Submission of forms/reports via Sharepoint - review the process

Claire Freix, DNR Intake Specialist

2:50 pm

180-Day Storage Calculations Review

DNR Engineer

3:15 pm

DNR Panel

3:45 pm

Adjourn

cut

To register please use one of the following:

Mail: Brown County UW-Extension, Attn: Joan, 210 Museum Place, Green Bay, WI 54303

Fax: 920-391-4617 or **Email:** Laehn_im@co.brown.wi.us

Name of Attendee(s) _____

Firm/Farm Name _____

Address _____

Phone _____ Email _____

Check location attending: February 5, 2018 - ☐ **Green Bay** (AM session) ☐ **New London** (PM session)

February 6, 2018 - ☐ **Manitowoc** (AM session) ☐ **Fond du Lac** (PM session)

Before January 29th: Number of people _____ x \$35.00 = \$ _____

After January 29th: Number of people _____ x \$45.00 = \$ _____

Topic(s) you would like covered in this meeting - please write in: _____



Wisconsin Ag News – Farm Computer Use

Upper Midwest Region - Wisconsin Field Office · 2811 Agriculture Drive · Madison WI 53718 · (608) 224-4848
fax (855) 271-9802 · www.nass.usda.gov

Cooperating with Wisconsin Department of Agriculture, Trade and Consumer Protection

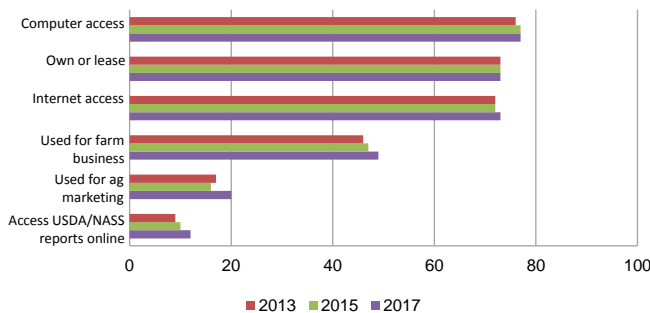
August 18, 2017

Media Contact: Greg Bussler

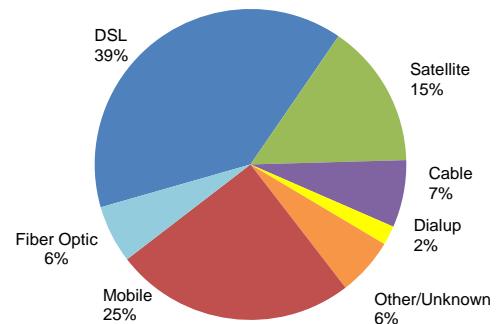
Seventy-three percent of Wisconsin farms own or lease a computer, 1 percentage point higher than the U.S. percentage, according to the latest USDA, National Agricultural Statistics Service *Farm Computer Use* report. Seventy-seven percent of Wisconsin farms report having access to a computer, unchanged from 2015. Farms using computers for their farm business increased slightly to 49 percent, 2 percentage points above the national percentage, which rose to 47 percent.

Seventy-three percent of Wisconsin farms have Internet access, unchanged from 2015. DSL (Digital Subscriber Line) remains the most common method of access, with 39 percent of farms in Wisconsin with access to the Internet utilizing DSL, up 5 percentage points from 2015. In 2017, mobile Internet service was the second most common way to access the Internet in Wisconsin. The proportion of Wisconsin farms using satellite service decreased 7 percentage points from 2015, falling to 15 percent. Fiber optic was used by 6 percent of farms.

Farm Computer Usage and Ownership by Percent Wisconsin



Primary Method of Internet Access Wisconsin: 2017



Farm Computer Usage – Wisconsin and United States: 2013, 2015, and 2017

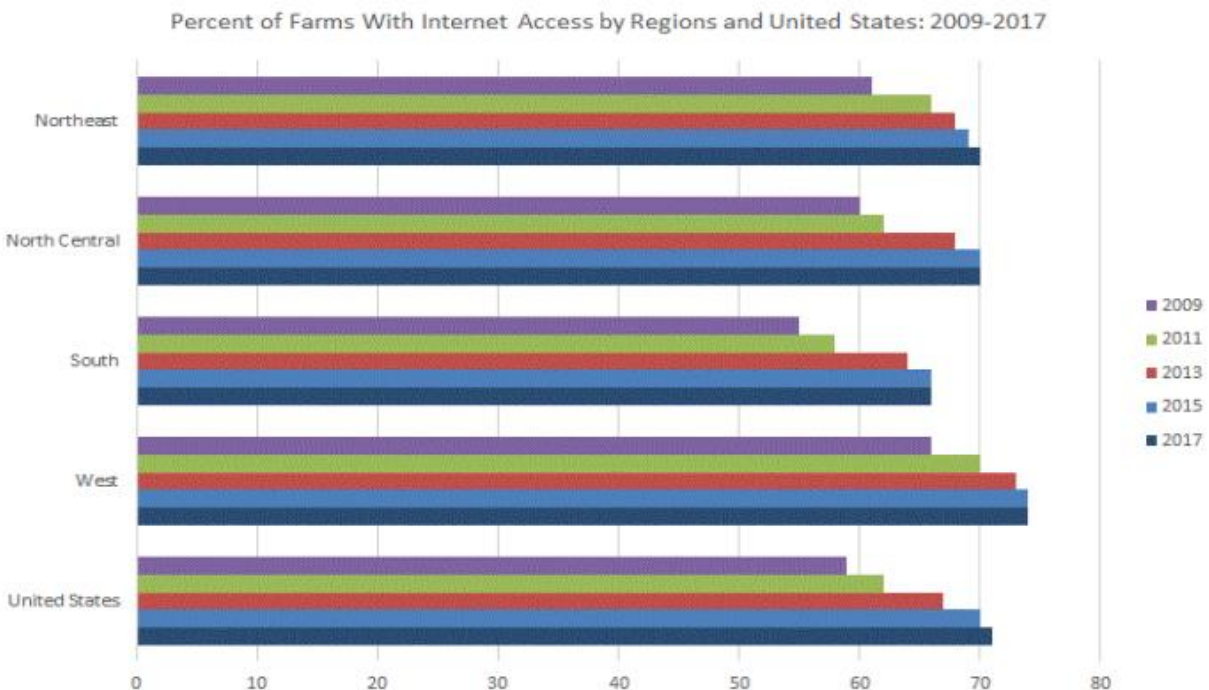
Farms	Wisconsin			United States		
	2013	2015	2017	2013	2015	2017
	(percent)	(percent)	(percent)	(percent)	(percent)	(percent)
With computer access.....	76	77	77	70	73	73
Own or lease computers	73	73	73	68	71	72
Use computers for farm business.....	46	47	49	40	43	47
With Internet access.....	72	72	73	67	70	71
Purchase agricultural inputs over Internet	17	19	24	16	19	23
Conduct agricultural marketing activities over Internet.....	17	16	20	14	16	18
Access USDA/NASS reports over Internet	9	10	12	8	10	11
Access other USDA reports over Internet.....	16	16	21	14	17	18
Access other federal government websites over Internet.....	21	21	17	14	17	18
Conduct business with any USDA website	6	9	9	6	9	10
Conduct business with any other federal government website.....	8	8	8	5	7	8
Conduct business with any non-agricultural website.....	47	47	47	40	44	44
Primary method of Internet access						
Dialup.....	3	3	2	5	3	2
DSL.....	43	34	39	35	30	29
Cable	12	3	7	13	12	15
Fiber optic	(NA)	(NA)	6	(NA)	(NA)	8
Mobile	(NA)	(NA)	25	(NA)	(NA)	17
Satellite	13	22	15	17	21	21
Other/Unknown	4	2	6	6	5	8

UNITED STATES

In 2017, USDA-NASS added two additional methods that farmers could select for accessing the Internet. Fiber-optic and mobile Internet service for a cell phone or other device are the two access methods added to the Farm Computer Usage and Ownership report. Fiber-optic was used by 8 percent of the farms, and mobile Internet service was used by 17 percent. However, DSL (Digital Subscriber Line) connection continues to be the most common method of accessing the Internet, with 29 percent of the farms in the United States using it, down from 30 percent in 2015. A satellite connection, at 21 percent, remained steady from 2015. Other reported methods of accessing the Internet include cable modem service, dialup service, and other or don't know. Cable modem service is at 15 percent, up 3 percentage points from 2015. Dialup service is at 2 percent, down 1 percentage point from 2015. Other or unknown is at 8 percent, up 3 percentage points from 2015.

Nationally, 73 percent of farms have computer access. Of those farmers having computer access, 72 percent, up 1 percent from 2015, own or lease a computer. Computer access by national sales class is 71 percent for sales class \$1,000-\$9,999; 70 percent for sales class \$10,000-\$99,999; 76 percent for sales class \$100,000-\$249,999; and 85 percent for sales class \$250,000 or more.

Computer usage for farm business at 47 percent nationally, is up 4 percentage points from 2015. This compares with usage by the four geographic regions: West (49 percent), North Central (50 percent), Northeast (48 percent), and the South (42 percent). Comparing computer usage by crop and livestock farms nationally, 52 percent of the crop producers use the computer for farm business, compared to 42 percent of the livestock producers. A new questions in 2017, reported 39 percent of producers nationally use a tablet or smart phone for farm business.





2018 Cow College

FVTC Regional Center
Hwy 22/45 Clintonville, Wisconsin



January 9 (1-3 PM)

Using Genomic Testing to Improve Your Herd

Dr. Kent Weigel, Extension Dairy Genetics Specialist, UW-Madison

Dr. Weigel will discuss what we've learned about genomic testing in just the last few years to help improve dairy herd genetics and management. Is it really worth the effort and the cost?

Premium Beef Programs: An Option for Your Dairy Farm?

Dr. Victor Cabrera, Extension Dairy Management Specialist, UW-Madison

Dr. Cabrera will share economic analysis of cross-breeding low potential heifers and low producing dairy cows to beef bulls with superior carcass traits as an option for adding value to your bottom line.

January 16 (1-3 PM)

Feeding 2017 Forage & Grain Crops to Dairy Cows

Dr. Randy Shaver, Extension Dairy Nutrition Specialist, UW-Madison

*Dr. John Goeser, Rock River Lab Director of Research & Innovation, Watertown WI
& Dairy Science Department Adjunct Assistant Professor, UW-Madison*

Dr. Goeser will review forage and grain quality from lab results in 2017, including energy, protein and fiber levels, as well as mycotoxins. Dr. Shaver will then provide an update and outlook on dairy nutrition and feeding strategies for 2018.

January 23 Farm Tour – Shawano County

10:00 am - **Wagner Farms** - N6928 County Road BB, Oconto Falls, WI

11:30 am - **Green Valley Dairy Calf Facilities** - W3171 Lodge Rd, Cecil WI

12:30 pm - Lunch - Village of Cecil Hall - 111 East Hofman St, Cecil WI

*Lunch Speaker - **Matt Akins, Extension Dairy Specialist** - Updated Cost of Raising Dairy Replacements*

Register for the sessions you plan to attend: ☐ January 9 ☐ January 16 ☐ January 23 (Farm Tour)

Name(s) _____ Email _____

Address _____ City _____ Zip _____ Phone _____

Cost is \$5.00/day or \$10.00 total for all three = \$ _____ (Call or send check to UW-Extension by Fri. Jan 5)

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 Street
Appleton WI 54914
920 832-5119

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 two remaining training & test sessions which will be held in our immediate area in 2018:

Thursday, January 25

Oconto Falls Public Library

Friday, February 23

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

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 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 the Marinette County 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
Friday, February 23

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

Professional Development Opportunities

If you're not improving, you're regressing. We've all heard similar types of adages, sayings, and wisecracks over the years. As we approach full bore conference season, consider attending local, regional, or state-wide events that fit your farm's needs for information. If you need additional information on any of these opportunities, get in touch with any of your friendly, local, UW-Extension Agriculture staff. The following are events not otherwise listed in the newsletter.

Grain Crop Focused Events

WI Agribusiness Classic	Madison	Jan. 9-11
Organic Grain Conference	UW-Madison	Jan. 26-27
Corn/Soy Expo	WI Dells	Feb 1/2
WI Cover Crop Conference	Stevens Pt.	Feb. 27

Forage Crops & Livestock Focused Events

Driftless Region Beef Conference	Dubuque, IA	Jan. 25-26
WI Grassworks/Grazing Conference	WI Dells	Jan. 30 – Feb. 1
Pasture-Based Dairy & Livestock Seminar	Online	At your convenience
WI Cattlemen's Association Annual Conference	WI Dells	Feb. 9-10
Midwest Forage Association/WI Custom Operators	WI Dells	Feb. 19-21

Fruit & Vegetable Crops Focused Events

WI School for Beginning Market Growers	UW-Madison	Jan. 12-14
WI Fresh Fruit & Vegetable Growers Conf.	WI Dells	Jan. 21-23
Organic Veg. Conference	Madison	Feb. 2/3
WI School for Cut Flower Growers	UW-Madison	Feb. 17-18
Hops Winter Workshop	Eau Claire	Feb. 24
MOSES Organic Conference	LaCrosse	Feb. 22-24
Midwest School for Beginning Apple Growers	Madison	March 16-18

The Small Farm Webinar Series is a weekly educational series for the small farm community. These online presentations will give small farm producers a look at how leading practices in production, management, and marketing can improve profitability and sustainability.

Webinars Thursdays 12-1 PM View from home with a broadband connection, or call your local Extension office about live viewing sites.	Date	Topic	Presenter
	January 18	Less Common Fruit Bearing Plants	Elizabeth Wahle
	January 25	Updated High Tunnel Concepts	Zack Grant
	February 1	Introduction to Certified Organic Production	Grant McCarty
	February 8	Christmas Tree Production and Business Considerations	David Shiley
	February 15	An Update on the Grand Prairie Grain Guild: Developing Staple Crop Varieties and Associated Regional Food Grade Markets	Bill Davison
	February 22	Creating Community Food Production Systems	Laurie George
	March 1	Heavy metals in soils: identifying and acting on contamination	Andrew Margenot
	March 8	Native Pollinators on your Farm	Doug Gucker
	March 15	Small Acres Pastured Poultry	James Theuri
	March 22	Growing Ginger, Turmeric, and Other Unique Crops	Chris Enroth
	March 29	Tips for Modifying and Building Sprayers for Specialty Crops	Nathan Johanning

To Register Online:

<http://go.aces.illinois.edu/WinterWebinars>

Grain Marketing – turning pennies into dollars

Friday, January 19 @ the Lena Town Hall, 9:45 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 2017? Do you still have grain in storage that is not priced? What about 2018 production? Do the current area cash bids for harvest 2018 delivery scare you or make you feel some level of confidence? (P.S. those values are \$3.11 for corn; \$8.93 for soybeans, and \$3.63 for wheat as of 12-19-17.) Can you make money at current cost and income projections? What can you afford to pay in land rent on different soil types to be able to effectively cash flow? Can we 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, such as it appears we will continue to face in the upcoming year. 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. It also includes understanding a few key components of your own operation. One of these is cost of production, so we will start the day with a review of expected costs of production and how you can go about modifying those estimates 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.

Another aspect that any producer needs to understand and analyze is how their grain marketing decisions interact with their other risk management techniques. For most farms, the main risk management program is their crop insurance policies. Thus, we will take some time to analyze how crop insurance and grain marketing can work together, or at least how you can consider having them do so, if you so desire.

Although we will analyze the current market conditions, I believe it is safe to assume that no one will have their crystal ball along that tells them precisely what to do, when to do it, and what tools to utilize. We will analyze the various grain marketing terms, tools, and techniques and develop a simple marketing plan template for your operation. You will be able to continue to develop your individualized plan over the rest of the marketing year and hopefully use your sense to capture more cents per bushel.

Land Rent: Value or Market Approach?

Above, I ask ‘how much can you afford to pay in land rent?’. Do you really know the answer to that question? How do you calculate a land rent value when proposing an annual (or multi-year) land rent to a landowner? Does it change your approach, at all, when you hear that the average acre of corn in Illinois didn’t cover the cost of land rent in 2017?

I am not able to give anyone an absolute answer when it comes to the question of land rental valuation, but there are certainly a number of ways that you can calculate approximate values. There is also the aspect of business preservation that comes into play, though. Being blunt, the average acre of farmland in our two counties is worth more for manure spreading than it is for growing crops (Yes, I get that those two things go hand in hand, but they are very different calculations, in my opinion.). Because of that fact, the market approach generally overpays land rent, as opposed to what it would be worth solely from the crop production economic aspect. If you want a packet of the resources I utilize at the land rent workshops, either give me a call or an e-mail and I will send them to you, or consider visiting aglease101.org for a review of those concepts.

Shawano County Forage Production Clinic

Forage Production Clinic

February 15, 2018

10:30 am to 2:30 pm

The Main Event

206 Lemke St, Cecil, WI

Shawano County Forage Council
will pay the first year of local
membership for all NEW
members, regardless of county of
residence, who attend the
meeting!

Presentations

Potential for Growing and Feeding Forage Sorghum in Wisconsin

~ Matt Akins, Dairy Heifer Management Specialist, Univ of Wisconsin—Extension

Matt will discuss his research on growing photoperiod sensitive and non-photoperiod sensitive forage sorghum in northern Wisconsin—the agronomics, feed value, and use in the dairy ration.

Interseeding alfalfa and corn silage: 7+ years of experience in WI

~ William Osterholz, University of Wisconsin—Madison

William will discuss his team's research on interseeding alfalfa with corn silage, reducing potential competition between crops, and the impacts on total forage yield.

Storing Your Forages – What Are the Real Costs Involved?

~ Kevin Jarek, Outagamie UW-Extension Crops, Soils, and Horticulture Agent

Kevin will share the costs associated with various forage storage systems, including structural, management, and shrinkage losses.

Shawano County Forage Council (starting approximately 1:45 pm)

Seed Auction

Annual Meeting



Advance Registration Required by February 9th

Make checks payable to: Shawano County Forage Council

Return to: Shawano County UWEX, 311 North Main Street, Shawano, WI 54166

Registration & Membership Options:

___ Midwest Forage Assoc & Shawano Co Forage Council Membership + Lunch @ \$65

___ Shawano County Forage Council Membership + Lunch @ \$35

___ Lunch only @ \$15

**** ___ Lunch and NEW Shawano County Forage Council Membership @ \$15****

Name(s) _____

Address _____

Phone _____ Email _____