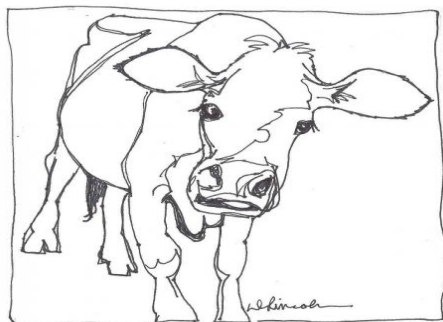


Oconto & Marinette County

Agriculture Newsletter



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

The weather has been less than ideal for completing harvesting these past few weeks. However, UW-Extension has been planning for the upcoming "meeting" season.

The last Beef Quality Assurance (BQA) in-person training for 2018 will be held on December 8, at the Gillett Community Center. If you are unable to attend the meeting, you can also become certified through a free online course. For more information about BQA, please consult page three of this newsletter.

The annual Heart of the Farm meeting will occur on December 13 at the Oconto County LEC Conference Center. The Heart of the Farm-Women in Agriculture conference series is a UW-Extension program committed to addressing the needs of farm women by providing education on farm business topics, connecting participants with financial and production resources, and creating support networks. It is also a great opportunity to network with other participants. Additional information can be found in this newsletter. Cost to attend is \$20 and the registration deadline is December 6.

If you are a private pesticide applicator looking to recertify, three in-person trainings will be occurring this winter starting in December. To sign-up for these trainings look for the flyer 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.

For those looking to research other business enterprises to complement your current farm business, the Resilient Farms Conference held on December 11, in Wisconsin Dells may be of interest. For more information please read more on pages three and four.

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

Season's Greetings!

Sarah Mills-Lloyd

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

CALENDAR OF LOCAL & REGIONAL EVENTS

December 5	Cecil	Soil & Water Management Meeting
December 8	Gillett	Beef Quality Assurance (BQA) Training
December 11	Wisconsin Dells	Resilient Farms Conference
December 13	Oconto	Heart of the Farm Meeting
December 14	Oconto Falls	Land Rent Workshop
December 18	Coleman	Land Rent Workshop
December 19	Coleman	Private Pesticide Applicator Training
December 19	Clintonville	Loan Approval Workshop
January 8	Clintonville	Cow College
January 15	Clintonville	Cow College
January 16	Coleman	Private Pesticide Applicator Training
January 22	Manawa	Cow College Farm Tours
February 4	Green Bay	Annual CAFO Meeting
February 21	Coleman	Private Pesticide Applicator Training
February 21	Cecil	Shawano County Forage Council
February 22	Kimberly	Raising Quality Dairy Replacements Meeting
February 27	Green Bay	Midwest Manure Summit

HAY PRICE REPORT as of November 12, 2018

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	\$272.00	\$224.00	\$360.00
	Large Square	\$204.00	\$130.00	\$255.00
	Large Round	\$168.00	\$120.00	\$200.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$193.00	\$167.00	\$224.00
	Large Square	\$178.00	\$125.00	\$260.00
	Large Round	\$162.00	\$75.00	\$210.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$136.00	\$88.00	\$165.00
	Large Round	\$124.00	\$80.00	\$160.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$140.00	\$85.00	\$180.00
	Large Round	\$102.00	\$100.00	\$120.00

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/>

EVENTS, DEADLINES AND NOTES

Beef Quality Assurance (BQA) Training

Some large packers and processors have announced that effective January 1, 2019, they will only purchase from farms that are BQA or FARM Certified. Most dairy farms are FARM certified through their milk processor. Ask your dairy plant representative for help to get a copy of your completed FARM evaluation, or a letter from them indicating your farm's completion of FARM 3.0 or beyond.

The January 1, 2019 BQA Requirement impacts those selling finished beef breeds of cattle and will be in effect for all markets and all private treaty transactions. Farmers need to work with their marketing partners, or buyers if selling direct, to ensure correct documentation of BQA or FARM certification.

At this time, it is believed that beginning in January 2020, additional processors will begin to require BQA or FARM Certification from their suppliers.

Beef producers created the voluntary Beef Quality Assurance Program in 1987 to assist each other in raising, feeding and harvesting high quality beef. By participating in BQA and adopting BQA production practices, you are helping to answer the call from the packers' consumers, for safe beef raised in a humane manner.

Obtain free, online BQA certification at BQA.org, <http://www.bqa.org>. Here you will create an account (based upon your email address) and select the course that best fits your particular operation. Each interactive course takes about 2 hours to complete, and requires an 80% score to pass the final test. You will receive your BQA certification via email, which you will provide at the point of sale.

Sarah Mills-Lloyd, UW-Extension Oconto County Agriculture Agent will host an in-person training on Saturday, December 8 starting at 9:00 am at the Gillett Community Center (Former BMO Harris Bank) Gillett, Wisconsin. Registration for the training is \$15.00, and will be collected at the door. Please make checks payable to WI BQA Program. Reservations are requested by December 1 by calling the Oconto County UW-Extension office at (920) 834-6845.

Resilient Farms Conference

Faced with lower milk and commodity prices, many Wisconsin farmers are looking to diversify and add new revenue streams. Towards that end, Compeer Financial and University of Wisconsin-Extension have planned to host the Resilient Farms Conference, a one-day conference for farmers interested in exploring new business ideas for their farms.

At the conference, scheduled Tuesday, December 11, at the Wilderness Resort in Wisconsin Dells, farmers will have an opportunity to attend two dozen sessions to gather information, resources and tools that can help them explore potential new revenue streams. About 20 industry experts, including many farmers who have successfully implemented alternative enterprises, also will be available for one-on-one consultations.

Rebecca Binsfeld, client education consultant with Compeer Financial, said in addition to helping with "idea generation," attendees will be able to connect with resources and tools to help evaluate shifts in business models and revenue streams. "A wide range of experts will be available for consultations during the day and for post-event follow up," said Binsfeld. "Creating alternate farm revenue streams isn't a one-day process and analyzing the business, financial and market components are a key next step. Creating relationships with these resources and team members will ease the uncertainty that can revolve around business change."

The goal of the conference is to provide ideas and resources to farmers and producers interested in starting something new and diversifying their revenue stream. "It's planned as a farmer-to-farmer, peer-to-peer opportunity for farmers who are brainstorming or exploring ideas for additional revenue for their farm, many of which may already have worked successfully for their peers," Trisha Wagner, UW-Extension Farm Management Program.

Session topics will include value-added production ideas, marketing and business strategies, business planning and analysis, and guides to regulatory and licensing processes. Conference attendees will have a variety of sessions to attend at which various ideas will be discussed. The Resilient Farms Conference is an opportunity to hear from farmers from around the state who have learned how to navigate the times, and have created success."

The December 11 conference is scheduled from 8:30 am until 3:30 pm at the Wilderness Resort. The registration fee is \$20, which includes lunch. To register or for more information, go to: [Resilient Farms Conference](#) or find Resilient Farms Conference on the www.eventbrite.com registration site. See page 4 for more information.

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, 2019.

Breakout Topics

- Value-added processing for dairy
- Adding a Community Supported Agriculture component
- Raising and direct-marketing grassfed beef or chickens, ducks, guinea fowl, etc.
- Earning income from woodlands (mushrooms, hazelnuts, maple syrup, etc.)
- Adding a Farm to Institution component
- Adding specialty crops (Christmas trees, grapes, hops, cut flowers for market or retail)
- Hemp production
- Exploring energy-production options for the farm
- Adding an agri-tourism component (Air BnB farm stays, barn or farm weddings, U-Pick, family events, petting zoos, pumpkin patches, fall harvest tours, etc.)

1:1 Consultant Topics

Business planning
Financial analysis
Rural energy program
Food to institution
Food safety and regulations
Legal issues
And more

Resources

Fearless Farm Financials book
Local Food Marketing Guide
Local Food Processing Guide
Financial worksheets and tools
Business planning tools
Information and contacts for local industry resources
And more

RESILIENT FARMS CONFERENCE

Space is limited, register now!

<https://resilientfarmsconference.eventbrite.com>

\$20 Registration; \$5 for each additional employee or family member from same farm.

Agenda

8:30 a.m. | REGISTRATION & REFRESHMENTS

9 a.m. | OPENING KEYNOTE

10 a.m. – 12 p.m. | BREAKOUT SESSIONS and
1:1 EXPERT CONSULTATIONS

12 p.m. | LUNCH

1 – 3 p.m. | BREAKOUT SESSIONS and
1:1 EXPERT CONSULTATIONS

3 p.m. | RESOURCE CONNECTION

3:30 p.m. | CLOSING REMARKS

Date & Location

RESILIENT FARMS CONFERENCE

Tuesday, December 11, 2018

8:30 a.m. – 3:30 p.m.

The Wilderness Resort

511 E Adams St.

Wisconsin Dells, WI 53965



Speaker Schedule Breakouts

10:00 am	1:1 Curbside Consultations	Hunting Leases; Paul Dietmann	On Farm Pizza Nights; Tony Shultz Whitefeather Farm	Farm Commons: Business Structures
10:30 am		Maple Syrup; Jeremy Solin	Working with a Retailer; Lois Federman	Farm Commons: Insurance and Liability
11:00 am		Hazelnuts; Jason Fischbach	Getting Value Added Products to the Shelves; Jane Hawley Stevens	Farm Commons: Value Added and Agritourism
11:30 am		Mushrooms; Ingrid West	Added Value: Cut Flowers for Market or Retail; Katy Nmi Moon Farms	Farm Commons: Contracts: Sales/Processing
1:00 pm	1:1 Curbside Consultations	Added Value; Christmas Trees, Bryan Stanek	Added Value Dairy; Garden Valley Farmstead: Justin and Darci Daniels	Farm Commons: Business Structures
1:30 pm		CSA Vegetable Farm/Fair Share; Claire Strader	Direct Market Alternative Poultry; Chris Holman	Farm Commons: Insurance and Liability
2:00 pm		Hops Production; Randy Urness Fine Bine Farms	Added Value Dairy; Sassy Cow Kara Kasten Olson	Farm Commons: Value Added and Agritourism
2:30 pm		Hemp Production; Steve Tomlins or Janet Gamble	Agritourism on the Farm; Shelley Mayer	Farm Commons: Contracts: Sales/Processing

Heart of the Farm

A Program for Women in Agriculture



Thursday, December 13, 2018

Oconto County Courthouse
L.E.C. Conference Center
301 Washington Street
Oconto, WI 54153

9:30 am—3:15 pm

UW
Extension
University of Wisconsin-Extension

Sponsors

UW
Extension
University of Wisconsin-Extension

This program is sponsored by
UW-Extension in Marinette,
Oconto, and Shawano Counties.

Heart of the Farm is also supported by the
following organizations:



WISCONSIN MILK
MARKETING BOARD
WISCONSIN DAIRY PRODUCERS

If you have any questions, please contact:

Sarah Mills-Lloyd, Oconto County
(920) 834-6845 or sarah.millsloyd@ces.uwex.edu

Scott Reuss, Marinette County
(715) 732-7510 or scott.reuss@ces.uwex.edu

An EEO/Affirmative Action Employer, University of Wisconsin-Extension provides equal opportunities in employment and programming, including Title VI, Title IX and Americans with Disability (ADA) requirements.

Registration Form

Registration due by December 6, 2018

Name: _____

Address: _____

City/ State: _____

Zip: _____ County: _____

Phone: _____

Please indicate dietary restrictions: _____

Registration Cost: \$20.00

Send Registration form and check to:

Oconto County UW-Extension
c/o Heart of the Farm
301 Washington Street
Oconto, WI 54153

Please make checks payable to:

UW-Extension

Heart of the Farm— Oconto County Courthouse

Mission

Farm Management and
Production Education for Women

An opportunity to connect with other
women in agriculture!

Agenda

9:30 am	Registration
10:00 am	The Art of Negotiating: Getting What You Need—Part 1
11:00 am	Paint a 'Moo'ving Cow Portrait
12:30 pm	Lunch (Provided)
1:00 pm	An Entrepreneur's Take on 'Real World' Negotiating
1:30 pm	The Art of Negotiating: Putting It Into Practice—Part 2
2:30 pm	Needs, Wishes and Legalities in a Cropland Rental Contract
3:00 pm	Wrap-up and Evaluations
3:15 pm	Adjourn

Speakers

The Art of Negotiating: Getting What You Need: Part 1 & 2
Sarah Mills-Lloyd—Agriculture Agent, Oconto County

Negotiation is a critical business management skill. Whether you are negotiating with customers, employees, or family members there are specific strategies and planning tools that can help move the process forward in a positive direction. Learn techniques of negotiation and the key obstacles women encounter in negotiating.

Paint a "Moo'ving Cow Portrait
Barbara Anderson—Local Artist, Marinette County

Explore your creative side while networking with others! No prior experience necessary as Barbara will lead us through painting techniques to create a cow portrait of your own! All painting supplies will be provided.



An Entrepreneur's Take on 'Real World' Negotiating
Erin Hischke—Owner, Sweet Grass Farm

Listen to and learn from a local Oconto County business owner on using the techniques of negotiation in a successful business model. Understand how the technique could work for you in this session.

Needs, Wishes and Legalities in a Cropland Rental Contract
Scott Reuss—Agriculture Agent, Marinette County

Renting land is part of many farm business' management structure. What can or should be included in the contract? What are the legal obligations of the renter versus the owner? Learn the answer to these questions, and other important factors in a cropland rental contact.

Goal

The *Heart of the Farm — Women in Agriculture Conference* addresses the needs of farm women by providing education on pertinent topics, connecting them with agricultural resources, and creating support networks.



Cost: \$20.00/person

Meeting Location:
Oconto County Courthouse
L.E.C. Conference Center
301 Washington Street
Oconto, WI 54153



Please contact us for special assistance regarding our programs. Requests are confidential. UW-Extension provides equal opportunities in employment and programming, including Title VI, Title IX and ADA.

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 this season:

Wednesday, December 19	Pound Town Hall (east edge of Coleman on Hwy. B)
Wednesday, January 16	Pound Town Hall (east edge of Coleman on Hwy. B)
Thursday, February 21	Lena Town Hall (corner of Goatsville & Jagiello), please note there is a small chance this date will change.

Training sessions will begin at 10 am. Most participants are done around 3p.m. You are welcome to come early and discuss any type of crop management issue with Scott as he gets the room and materials ready for the training, he is usually there by 9:30 am at the latest.

–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).

Pound Town Hall
 Wednesday, December 19

Pound Town Hall
 Wednesday, January 16

Lena Town Hall
 Thursday, February 21

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

Dairy Situation and Outlook

November 19, 2018

By Bob Cropp, Professor Emeritus

University of Wisconsin Cooperative Extension

University of Wisconsin-Madison

It looks like farm milk prices will end the year at a low level. The Class III price had peaked for the year at \$16.09 in September, fell to \$15.53 in October and will be around \$14.55 for November with December about \$14.70. The Class IV price peaked at \$15.01 in October, will be around \$15.10 for November and December. Class III will average about \$14.70 for the year compared to \$16.16 in 2017. This would be the lowest average Class III price for the past four years. Class IV will average about \$14.20 compared to \$15.16 last year. This would be the second lowest for the past four years with \$13.17 the lowest for 2016.

The lower Class III and Class IV prices is the result of dairy product prices moving lower than was expected for this time of the year. Cheddar barrels were \$1.42 per pound the start of October but declined ever since only being as high as \$1.36 in November and is currently \$1.2975. The 40-pound cheddar block price was \$1.7475 per pound the beginning of October and has declined since only being as high as \$1.4575 in November and currently is \$1.41. The lower Class III price is also being driven by declining dry whey prices. Dry whey was \$0.5750 per pound the beginning of October and has declined steadily since. The current price is \$0.43 per pound. Butter averaged \$2.26 per pound in October. For November butter has been as low as \$2.1925 per pound and as high as \$2.33 per pound which is also the current price. Nonfat dry milk averaged \$0.8691 in October, was \$0.90 early November and is currently \$0.8850. Hopefully, strong holiday sales of butter and cheese will push prices up some resulting in some improvement in both the projected December Class III and Class IV prices.

Butter and cheese prices normally don't weaken like this as we approach the holiday season. So why the decline in prices? It is somewhat puzzling. Sales of fluid (beverage) milk continue its downward trend being 2.5% lower January through September. Butter and cheese are somewhat mixed but still are higher. Perhaps as prices fall buyers take a wait and see attitude to see how low prices may fall before increasing purchases for the upcoming holidays knowing that stocks are more than adequate to meet their needs. Latest stock data is for September 30th. Butter stocks were 10.6% higher than a year ago with American cheese stocks just 1.5% higher but total cheese stocks 4.5% higher. Also while September butter production was 0.1% lower than a year ago American cheese production was 3.9% higher with total cheese production 3.1% higher.

Dairy exports explain some of the weakness in dairy product prices except for butter. While September butterfat exports were 168% higher than a year ago cheese exports were down 9%, a 20 month low. Exports of cheese to U.S. largest market Mexico was down 10% and down 63% to China reflecting the effect of retaliatory tariffs by these two countries. Dry whey exports were down 6% mainly due to a 38% decline to China, U.S. largest market. Nonfat dry milk/skim milk powder exports remain strong being 30% higher than a year ago due to a 40% increase to Mexico. Mexico did not place retaliatory tariffs on nonfat dry milk.

The forecast is for higher milk prices in 2019, but not to the level dairy producers are hoping for. If current Class III futures hold the Class III price would average about a \$1.20 higher than this year at \$15.85. USDA is forecasting the Class III price to average \$15.15 to \$16.05. Current Class IV futures average \$15.80 for the year about \$1.60 higher than this year. USDA's forecasts the Class IV price to average a little lower than this for the year at \$14.35 to \$15.35. There is a good probability that Class III prices could average higher starting in the low \$15's the start of the year, improving to the higher \$15's by the end of the second quarter and then moving into the \$16's reaching the higher \$16's for the last quarter. But, the level of milk production and dairy exports will be determining factors.

USDA shows October milk production slowing which is good news for milk prices. October milk production was just 0.8% higher than a year ago compared to a 1.3% increase for September. Milk per cow as up 1.1% but milk cow numbers were down 43,000 head since January and 30,000 from a year ago. Unfortunately cow numbers are down from more than a more normal number of dairy producers exiting the industry, the result of four consecutive years of low milk prices. Compared to a year ago milk cow numbers were down 10,000 in California, 3,000 in New York, 9,000 in Pennsylvania, 6,000 in Michigan, 6,000 in Minnesota, 4,000 in Wisconsin, 3,000 in Illinois, 5,000 in Indiana, 10,000 in Ohio, 7,000 in Virginia and 6,000 in Florida. Yet there was herd expansions with cow numbers up 24,000 in Texas, 16,000 in Colorado, 9,000 in Kansas and 4,000 in South Dakota, all states with expanded milk plant capacity.

(Information continued on page 9.)

Dairy Situation and Outlook Continued

November 19, 2018

Despite California's fewer cows a strong increase in milk per cow of 3.7% netted 3.2% more milk. Increases in milk production some other key states were: Idaho 2.1%, Texas 7.5%, South Dakota +4.1%, Colorado 10.1%, Kansas 6.1%, and New York 1.0%. States with decreases in milk production were: Pennsylvania 3.8%, Michigan 1.0%, Minnesota 0.5%, Ohio 4.1%, Wisconsin 0.3%, Illinois 4.5%, Indiana 4.8%, Iowa 1.1%, Virginia 10.6% and Florida 5.5%. In summary there is relatively strong milk production growth in some Western states with little growth in the Northeast and Midwest and decreases in the Southeast.

USDA is forecasting a 1.4% increase in milk production next year from an average of 10,000 fewer milk cows being more than offset by 1.5% more milk per cow. The 1.5% more per cow maybe on the high side considering a projected 1.2% increase this year and the possible forage quality issues in the Northeast and Midwest this winter.

USDA is forecasting a 6.7% decrease in dairy exports on a milkfat basis and a 2.2% decrease on a skim solids basis. While a decrease in dairy exports is not positive for milk prices a growth in milk production of less than 1.5% should still strengthen milk prices in 2019. Any improvement in exports and/or less milk production than now forecasted would push milk prices even higher.

Farmland Rental Workshops: Options & Realities

By Scott Reuss

This 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 are 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.

Friday, December 14, 12:30 to 2:30 pm
Tuesday, December 18, 6:30 to 8:15 pm

Oconto Falls Community Library (251 N. Main Street, Oconto Falls)
Pound Town Hall (East edge of Coleman on Cty. Hwy. B)

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 2019 cash rent bids, just let me know and we will 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??



2019 Cow College

FVTC Regional Center
Hwy 22/45 Clintonville, Wisconsin



January 8 (1-3 PM)

The Mammary Gland and the Transition Period

Dr. Laura Hernandez, Dairy Science Department Associate Professor of Lactation Biology, UW-Madison

Dr. Hernandez will discuss the structure of the mammary gland and how it gains function over the course of pregnancy and early lactation. She will also examine how the mammary gland regulates maternal metabolism during lactation, and why this is critical particularly during the transition period. This session will also be accompanied by an interactive mammary dissection by Dr. Hernandez.

January 15 (1-3 PM)

Impact of Feeding Amino Acids on Health, Performance and Fertility of Dairy Cows

Dr. Phil Cardoso, Dairy Research and Extension Associate Professor, University of Illinois

During the transition period from late gestation through early lactation, the dairy cow undergoes tremendous metabolic adaptations. Studies over the last two decades have clearly established the link between nutrition and fertility in ruminants. Dr. Cardoso will focus on the positive effects of amino acids for dairy cows, including milk production.

Improving Dairy Herd Management With Written Protocols

Amber O'Brien, Calumet County Agriculture Educator, UW-Extension

Learn why all dairy farms need written protocols, what should be included and how to use them effectively. Some examples that will be covered include: emergencies; new employees/temporary help; herd health; milking routine; communication, and more.

January 22 Farm Tour

10:15 AM Jeffana Holsteins - E5191 Co Hwy N, Manawa 54949

Lely Grouped Robotic (6 Bot) Milking System w/ Six-row Tunnel Ventilated 360 Cow Freestall Barn

11:15 AM Dan & Chad Bonikowski Dairy Farm - N6968 Co Hwy K, Ogdensburg 54962

Delaval D-12 Rapid-exit Parlor w/ Six-row Tunnel Ventilated 400 Cow Freestall Barn

12:30 PM Lunch – Cedar Springs Golf Course – E7005 Cedar Springs Rd. Manawa

“Current/Future Dairy Housing Trends” - by Dr. Dave Kammel, Extension Dairy Housing Specialist

Register for the sessions you plan to attend: ☐ January 8 ☐ January 15 ☐ January 22 (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 4)

Waupaca County UWEX
Courthouse 811 Harding St
Waupaca, WI 54981
715 258-6230

Shawano County UWEX
Courthouse, Rm 101
Shawano, WI 54166
715 526-6136

Outagamie County UWEX
3365 W Brewster Street
Appleton, WI 54914
920 832-5119

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2019 Wisconsin Agronomy Update Meetings

The Department of Agronomy will offer Crop Production and Management Meetings at eight locations during 2019. Joe Lauer and Shawn Conley 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 information materials. Certified Crop Advisor CEU credits have been requested (3.0 CEU hours-Crop Management). Below is a list of meeting sites, dates and times. A \$45.00 registration fee (which includes the meal) will be charged for the meeting. A "walk-in" fee will be charged to those who have not preregistered. Extra information packets are available for \$21.00 each. **Make your reservations with the host agent one week prior to the scheduled meeting date.**

Location, date and time	Address	Host Agent
Kimberly Wednesday, Jan. 9 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
Wisconsin Agribusiness Classic January 15-17, 2019 Alliant Energy Center, Madison	Midwest Forage Association Forage Production and Use Symposium February 18-20, 2019 Chula Vista, Wisconsin Dells	Wisconsin Corn Growers Association Wisconsin Soybean Association CORN / SOY EXPO January 31-February 1, 2019 Kalahari Resort, Wisconsin Dells

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 or 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.



Photo Image: Creative Commons

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.

Smart-dressed calves thrive in cold weather

By Sarah Mills-Lloyd

Originally printed on October 21, 2016 in the Oconto County Times Herald

Winter will be here before we know it. We are fortunate to have clothing that can help us adjust to any temperature. Dairy calves, on the other hand, need our help in keeping warm and dry during cold weather.



Photo Image: S. Mills-Lloyd

Calf jackets are a great way to keep calves warm in the winter. Not only are calves born with a low percentage of body fat, but they also are small with thin skin, which makes them perfect candidates for losing body heat.

Wet calves lose heat to their environment, so warming calves soon after birth is important. Wet hair cannot insulate the calf, as the water evaporates, it takes heat with it.

So why not consider putting a blanket/jacket on a newborn calf? Research has shown calves that wore jackets gained 0.22 pounds more per day than calves that did not. It was also noted the jacketed calves were not sick as often as unjacketed calves.

Jackets do an excellent job of keeping young calves warm. A general rule of thumb is, if the ground is frozen and the calf is less than 21 days old, it should get a jacket.

The jacket should be applied only after the calf is dry, and straps should be adjusted weekly. When the jacket is adjusted or removed, it's a good time to perform a health evaluation, including body condition score and respiration rate, as these are difficult to see when the jacket is on.

In extreme cold conditions, some producers have outfitted calves with two calf jackets.

If the calf has soiled its jacket due to scours, it is important to remove the wet jacket and replace it with a clean, dry jacket. For biosecurity and sanitary reasons, jackets should be washed between calves.

Calf jackets can be purchased, or if someone is handy with sewing, made with breathable material from a fabric store.

Deciding when to remove the calf jacket is entirely dependent on the energy dynamics of the environment and the calf. What is the body condition, health and growth rate, and appetite of the calf? What are the expected weather conditions?

As long as it fits correctly, the jacket can be left on longer if needed with no ill effects.

As we enter into the changing weather, be mindful of fluctuating temperatures, especially for calves with jackets. Look for calves that are sweating underneath the jacket during the day, as this can cause them to develop chills in overnight temperatures.

The time it takes to make jacket adjustments will be worth it for the continued growth and health of your calves.

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