

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  
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## November 2018 Newsletter

As pretty much all of you, I have been in the field a lot in the last weeks doing plot harvest and management activities. The results of all these research and demonstration plots will be shared in one of the next two newsletters. If you had any on-farm plots, feel free to send me the data from the plots and I may be able to include it in that edition.

In part because of plot work, I have not gotten crops-oriented programs scheduled for December, so watch for those in the next newsletter. Programs I plan on offering in December include the first Pesticide Applicator Training session of the season; at least one land rent contracting workshop; Crop Cost of Production planning; and likely others. Remember that I am able to do skid steer safety training on your farm or in conjunction with another neighbor to help you meet OSHA requirements, let me know if you are interested or have staff that need such training.

Scott Reuss

### Newsletter Table of Contents

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

Nov. 8	9 am	Marinette	BQA Training (pg. 8)
Nov. 9	9 am	Arlington	Badger Swine Symposium
Nov. 10	8:30 am	Shell Lake	Grazing Conference
Nov. 11	7 pm	Kelly Lake	Holstein Association mtg. (pg. 6)
Nov. 13	9:30 am	Florence	BQA Training (pg. 8)
Nov. 13	9:30	Baraboo	WATA Ag Tourism workshop
Nov. 14	5 pm	Oconto	BQA Training
Nov. 15	noon	Kimberly	Pest Management Update (pg. 5)
Nov. 15	9:30	DePere	County Dairy Promotion Group mtg.
Nov. 16	4 pm	Lena	NRCS EQIP signup deadline
Nov. 20	1 pm	Marinette	BQA Training
Nov. 21	1 pm	Oconto	BQA Training
Dec. 5	10 am	Cecil	Soil & Water Mgmt. Meeting (pg. 2)
Dec. 8	9 am	Gillett	BQA Training
Dec. 13	9:30 am	Oconto	Heart of the Farm (pgs. 3/4)
Dec. 19	10 am	Clintonville	Loan Approval workshop (pg. 7)

## 2018 SOIL, WATER AND NUTRIENT MANAGEMENT MEETING

The Department of Soil Science, in conjunction with University of Wisconsin-Cooperative Extension, will conduct a Soil, Water, and Nutrient Management Meeting at The Main Event, 206 N Lemke St, Cecil, WI on December 5<sup>th</sup>, 2018. The meeting will begin at 10:00 am and end at 3:00 pm. The \$45 registration fee includes lunch at noon. A total of 4 CEUs will be provided (2 CEUs in Soil & Water Management and 2 CEUs in Nutrient Management). Payment must be received by November 27<sup>th</sup>, 2018 to Shawano County UW-Extension Office.

### 2018 Discussion Topics

- (1) Are FGD gypsum and SDA calcium sulfite worth using? (2) Soil compaction issues after a wet fall-recap (Francisco Arriaga)
- (1) Can we use soil health tests for fertilizer recommendations? (2) Evaluating fall manure BMPs (Carrie Laboski)
- Cover-crops and nutrient management (Matt Ruark)
- Wisconsin nutrient management update (Sue Porter)
- Sampling soils and plants in Wisconsin (Andrew Stammer)

This event will be held at The Main Event, 206 North Lemke Street, Cecil, WI. Please send in your meeting reservation (use clip sheet below) with payment of \$45 per person by November 27<sup>th</sup> to Shawano County University Extension, Room 101 Courthouse, 311 North Main Street or you can now pay online. See link below: Please plan to arrive by 9:45 am for registration. The meeting will start promptly at 10:00 a.m. with lunch (chicken and mashed potatoes and trimmings served buffet style) at noon. For more information contact Kimberly Kassube at Shawano County UW-Extension at 715-526-6136 or kimberly.kassube@ces.uwex.edu

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### REGISTRATION FORM

#### 2018 SOIL, WATER AND NUTRIENT MANAGEMENT UPDATE MEETING

The Main Event, 206 N Lemke Street, Cecil - December 5<sup>TH</sup>

### PREPAYMENT IS REQUIRED BY November 27<sup>th</sup>, 2018

Name(s) \_\_\_\_\_

Business Address \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Number attending \_\_\_\_\_ @ \$45.00 each = \$ \_\_\_\_\_

Pay by credit card online at: <https://www.govpaynow.com/gps/user/plc/a001z6>  
Below programming select other at dropdown. By AG select soil and water meeting at dropdown.  
If more than one are attending make note in comments (Fees may apply)

or

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

# 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



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

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



If you have any questions, please contact:

**Sarah Mills-Lloyd, Oconto County**  
(920) 834-6845 or sarah.millsllloyd@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

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

## Speakers

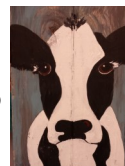
### **The Art of Negotiating: Getting What You Need: Part 1 & 2**

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.

# 2018 Meeting Sites

Pre-registration is required. Classes may be cancelled due to low enrollment. For more information or to register for an alternative meeting date/site please contact the agent listed.

## **November 12**                      **Marshfield**

Contact Richard Halopka at 715-743-5121

## **November 13**                      **Chippewa Falls**

Contact Jerry Clark at 715-726-7950

## **November 14**                      **Platteville**

Contact Amanda Cauffman at 608-723-2125

## **November 14**                      **Janesville**

Contact Nick Baker at 608-757-5698

## **November 15**                      **Fond du Lac**

Contact Tina Engelhardt at 920-929-3171

## **November 15**                      **Kimberly**

Contact Kevin Jarek at 920-832-4763

## **November 16**                      **Bangor**

Contact Kaitliyn Lance at 608-785-9593

An EEO/AA employer, University of Wisconsin-Extension provides equal opportunities in employment and programming, including Title VI, Title IX, and the Americans with Disabilities Act (ADA) requirements. Please make request for reasonable accommodations to ensure equal access to educational programs as early as possible preceding the scheduled program, service or activity.



Outagamie County

## **UW-Extension Staff**

Catherine Neiswender	Area Extension Director
Amy Beck	Office Assistant
Joan Behle	Office Assistant
Kaitlin Bricco	Horticulture Assistant
Karen Dickrell	Family Living Educator
Evan Groth	Nutrition Educator*
Sarah Grotjan	Dairy and Livestock Educator
Vicki Handschke	Office Assistant
Kevin Jarek	Crops, Soils, and Horticulture Agent
Ina Montgomery	Program Assistant
Kristine Soper	Nutrition Educator*
Kayla Viste	4-H Youth Development Educator
MaryBeth Wohlrabe	4-H Youth and Family Development Coordinator
Becky Zoglman	Education & Communication Specialist

*\*Serves Calumet, Outagamie, and Winnebago Counties*

**3365 W Brewster St | Appleton, WI 54914**  
**920-832-4763 | 711 Wisconsin Relay**  
**Fax Number 920-832-4783**



Outagamie County



# **Pest Management Update Meeting**

**Thursday, November 15**

**Liberty Hall**

**800 Eisenhower Dr**

**Kimberly, WI**





## Topics

- Integrated Pest Management Updates in corn, soybeans, alfalfa, and small grains: Update on new products and/or use of existing products as well as brief highlights of the 2018 pest situations in each crop.
- Waterhemp management
- Dicamba off-target research
- Pollinator Training
- Soybean cyst nematode training and management

## Featured Speakers

**Bryan Jensen**

UW-Madison/Extension Entomologist

**Damon Smith**

UW-Madison/Extension Plant Pathologist

**Mark Renz**

UW-Madison/Extension Weed Scientist

**Rodrigo Werle**

UW-Madison/Extension Weed Scientist

## Meeting Details

**Date:** Thursday, November 15

**Time:** Check-in Begins at 11:30 am  
Lunch at 12:00 pm  
Meeting from 1:00- 4:00 pm

**Place:** Liberty Hall  
800 Eisenhower Dr | Kimberly

**Cost:** \$55/person – meeting & meal  
\$25 /extra packet of materials

**CEUs:** The meeting counts towards three hours of CEU credits in pest management for certified crop advisors

Information will be supplied to all registered participants. The packet will include handouts and a copy of the *"2018 Pest Management in Wisconsin Field Crops (A3646) Guide."*



## Save the Date

**Agronomy Update Meeting**

Wednesday, January 9, 2019  
Liberty Hall, Kimberly

7:00 am Registration

7:30 am Breakfast

8:00 am Meeting

More information to come!

## Registration Form

2018 Pest Management Update Meeting  
Thursday, November 15

**Registration deadline: Friday, November 9**

**Call** 920-832-4763

**Mail** Checks payable to UW-Extension

**Online** <http://bit.ly/pestmgmtform>

\*To pay for multiple registrations with one credit card, please call 920-832-4763.

**Name**

**Email**

**Company**

**Address**

**City**

**State**

**Zip**

**Phone**

Event + Material	\$55	\$
Number of Extra Material Packet	\$25	\$
Late fee sent after 11/9	\$10	\$
<b>Total enclosed</b>		<b>\$</b>

*Material Packets must be picked up by Nov 29, or you must make other arrangements through Outagamie County UW-Extension.*

**Mail form and payment to**

UW-Extension  
Attn: Pest Management Meeting  
3365 W. Brewster St.  
Appleton, WI 54914

# Holstein Association Annual Meeting

**Sunday, November 11**

**Romy's Holiday Inn**

**7:15 p.m.**

All dairy producers and agricultural professionals are invited to attend the Marinette County Holstein Association's annual meeting. Chicken & Tips dinner will be served at 7:15 p.m. at a cost of \$14 per person. Business meeting will follow – including yearly financial report, election of officers, UW-Extension reports, and honoring of Marinette County Fair winners and Twilight Meeting hosts.

Annual dues of \$10 will be collected, including door prize opportunity for paying that evening. Please call or text your dinner reservations to Ben Kaufman at 715-927-2054 by Thursday, Nov. 8.

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## **Dairy Situation and Outlook, October 20, 2018**

By Bob Cropp, Professor Emeritus; UW-Extension, UW-Madison (slightly abridged)

After increasing in September milk prices will decline in October. The Class III price was \$14.95 in August and increased in September to a high for the year at \$16.09. But, it looks like October may be closer to \$15.60. The weakening of cheese prices is responsible for a lower Class III price. Cheddar 40 pound blocks were as high as \$1.705 per pound early September and averaged \$1.6483 for the month. But as of Oct. 19<sup>th</sup> blocks have fallen to \$1.475 and may average around \$1.60 for the month. Cheddar barrels have fallen rather sharply. September barrels were as high as \$1.64 and averaged \$1.4503 for the month. Barrels have fallen to \$1.2575 and may average around \$1.33 in October. If it was not for the continued strengthening of dry whey prices the Class III price would be even lower. Dry whey averaged \$0.5225 per pound in September and continues to strengthen with a current price of \$0.5750. Dry whey has increased by more than \$0.25 since early in the year adding more than \$1.50 to the Class III price. Butter was \$2.32 per pound the end of September and averaged \$2.2545 for the month. Butter is now \$2.26 per pound and may average around \$2.28 for the month. Nonfat dry milk is staying in the range of \$0.86 to \$0.88 per pound.

With the upcoming thanksgiving and Christmas season cheese and butter buyers normally build stocks to meet the strong seasonal demand. But, this does not appear to be happening. Stocks held by butter and cheese manufacturers have tightened some but are more than adequate to fulfill demands by buyers. July 31<sup>st</sup> stocks compared to a year ago were 3.5% higher for butter and 3.3% higher for total natural cheese. Nonfat dry milk and dry whey stocks are well below a year ago, down 21.3% and 21.7% respectively.

Dairy exports have been a positive factor for milk prices. Despite retaliatory tariffs imposed by Mexico and China, dairy exports continue to run above a year ago. A 64% increase in exports of nonfat dry milk/skim milk powder to Mexico was a major factor for higher August exports. In total nonfat dry milk/skim milk powder exports were 26% higher. But, August cheese exports were 7% lower due to a decline of 21% to Mexico and 40% to China. Total whey exports were still 2% higher despite a 26% decline to China. Butterfat exports were 56% higher. On a total milk solids basis August exports were equivalent to 16.8% of milk production compared to 15% a year ago.

September milk production was estimated to be 1.3% higher than a year ago. Milk cow numbers have declined for four consecutive months, are now 32,000 lower than a year ago and down 41,000 since January. But, improved milk per cow being 1.6% higher resulted in the increase in milk production.

Unless cheese prices rally November and December Class III prices will stay below \$16. Currently Class III futures are in the mid-\$15's. For the year the Class III price may average around \$14.95 compared to \$16.16 in 2017. The November and December Class IV price could stay near \$15 and average about \$14.25 for the year compared to \$15.16 in 2017.

There is considerable uncertainty for milk prices in 2019. Butter and cheese sales should show continued growth. The level of milk production will be a major factor. USDA is forecasting a 1.5% increase in milk production. With this level of milk production milk prices in 2019 will average higher than 2018. The level of dairy exports will be a major factor as to how much higher. USDA is forecasting 2019 exports to be 6.7% lower on a milk-fat basis and 2.2% lower on a skim solids basis. For the first four months of 2018 the Class III price averaged just \$14.02. Class III prices for the first four months in 2019 should be at least in the mid-\$15's and show continued improvement in the months ahead being in the \$16's the last half of the year. The Class IV price only averaged \$13.13 for the first four month of 2018. For 2019 prices should be in the high \$14's to low \$15's and increase to the higher \$15's for the second half of the year. Wet weather last spring and this fall in the Northeast and Midwest may have lower forage quality that could reduce the level of milk per cow this winter. USDA is forecasting a slight increase in cow numbers which may not happen. So the increase in milk production could turn out less than the predicted 1.5% increase which would push milk prices higher.

# Loan Approval:

## The Top Items Lenders Are Looking For When Applying For A Loan

Wednesday, December 19th, 2018

Location: Fox Valley Technical College  
Clintonville Regional Center  
525 S. Main Street  
Clintonville, WI 54929

Registration: 10:00am-10:30am

Workshop: 10:30am-2:00pm (Lunch Included)

Corey Fanslau - Senior Financial Services Officer  
GreenStone Farm Credit Services, Clintonville

Please join us for a hands-on, engaging workshop, to learn what lenders are looking for when applying for an agriculture loan.



### Registration Fee (Includes Meal & Materials):

\$15 per Person

Please notify the UW-Extension of any food related allergies.

**Registration Deadline: December 14th**

Payments must be received to confirm registration.

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.

### Loan Approval Registration

Name: \_\_\_\_\_  
Business: \_\_\_\_\_ Telephone: \_\_\_\_\_  
Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_  
Email address: \_\_\_\_\_  
Registration: \_\_\_\_\_ People x \$15 per person (includes meal & materials) = \$ \_\_\_\_\_

**TOTAL ENCLOSED = \$ \_\_\_\_\_**

Make check payable to **UW-Extension**

Mail to: UW-Extension - **Loan Workshop**, 3365 W Brewster Street, Appleton, WI 54914 Or call: 920-832-4763

Pay Online: <http://bit.ly/LAWSignUp>

\*To pay for multiple registrations with one credit card, please call 920-832-4763

If you require special accommodations, please contact the UW Extension office at least 48 hours before the meeting.



Photo courtesy of UW-Madison C&ES

### FOR MORE INFORMATION

#### **Sarah Grotjan**

Dairy/Livestock Educator-  
UWEX Outagamie County  
[sarah.grotjan@outagamie.org](mailto:sarah.grotjan@outagamie.org)  
920-832-5129

#### **Kevin Jarek**

Crops, Soils, and Horticulture  
Agent-UWEX Outagamie County  
920-832-5128

#### **Sara Maass-Pate**

FVTC-Farm Business Instructor  
[maasspat@fvtc.edu](mailto:maasspat@fvtc.edu)  
715-853-9226







# Wisconsin BQA Certification

## LOCATIONS:

**November 8, 2018: 9:00 am to Noon**

Marinette County Courthouse—County Board Room (Third Floor)  
1926 Hall Avenue, Marinette, WI 54143

**November 13, 2018: 9:30 am to 12:30 pm**

Florence Natural Resource Center  
5628 Forestry Drive, Florence, WI 54121

**November 14, 2018: 5:00 pm to 8:00 pm**

Oconto County Courthouse—Rooms 1003/1004  
301 Washington Street, Oconto, WI 54153

**November 20, 2018: 1:00 pm to 4:00 pm**

Marinette County Courthouse—County Board Room (Third Floor)  
1926 Hall Avenue, Marinette, WI 54143

**November 21, 2018: 1:00 pm to 4:00 pm**

Oconto County Courthouse—Rooms 1003/1004  
301 Washington Street, Oconto, WI 54153

**December 8, 2018: 9:00 am to Noon**

Gillett Community Center (Former BMO Harris Bank)  
Building immediately east of Gillett Library, Gillett, WI 54124

## COST:

**\$15/farm, check payable to WI BQA Program, collected at door**

## RESERVATIONS:

**Please select a date/location that fits your schedule, and RSVP one week prior to the meeting. Please call the UW-Extension Oconto County office (920) 834-6845 with name(s) of attendees. Each location will offer the same information, you only need to attend one complete session to become BQA certified.**

Large packers and processors have announced that effective January 1, 2019, buyers representing them will only purchase from farms that are BQA or FARM Certified. Most dairy farms are certified with their dairy processor; ask your dairy rep for help in providing your FARM Certification number at the point of sale. This will be in effect for all markets and all private treaty transactions. It is also believed that beginning in January 2020, additional processors may begin to require BQA or FARM Certification from their suppliers.



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