



Extension
UNIVERSITY OF WISCONSIN-MADISON
MARINETTE COUNTY

Courthouse
1926 Hall Avenue
Marinette, WI 54143
Phone: 715-732-7510



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

Scott Reuss
715-732-7510
1-877-884-4408
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February, 2020 Newsletter

To this point, it has been an exceptionally mild winter, temperature wise. Of course, that doesn't mean that the rest of February and March will be the same. Those of you with corn yet in the field are probably wishing it would have been colder, as harvesting would have gone much more smoothly (okay, bad choice of words there, as combining on frozen soil is anything but smooth). Contact me with any questions about events or any requests for assistance.

Scott Reuss

Table of Contents:

Page 2	Crop Insurance Decisions & Spring Small Grains flyers
Pages 3/4	Agriculture for Tomorrow conference flyer
Page 5	Cattle Feeder Clinic brochure
Page 6	Local Horticulture & Agriculture Events
Pages 7/8	Corn Nutrient & Pest Management Workshop Brochure
Page 9	Cultivating Your Farm Future Flyer
Page 10	State-wide events & Abbr. Dairy Outlook
Page 11	Agricultural Land Rent Contract Perspectives
Page 12	Nitrogen Management Flyer

Upcoming Events (contact Scott if you want more details regarding an event that is not otherwise listed in the newsletter.)

Feb. 11	Shawano	Pesticide Applicator Training
Feb. 11	Kimberly	Produce Safety Rule Training (Jan. NL)
Feb. 12	Coleman	Vegetable Gardening seminar (pg. 6)
Feb. 13	Cecil	Corn Nutrient & Pest Mgmt (pgs. 7/8)
Feb. 17-19	WI Dells	Forage Production & Use Symposium
Feb. 20	Coleman	Crop Insurance & FSA Programs workshop (pg. 2)
Feb. 21	Dalton	Produce Safety Rule Training (Jan. NL)
Feb. 21/22	WI Dells	WI Cattlemens' Association Conference & Cattle Well-being Conference (pg. 10)
Feb. 25	West Bend	Produce Safety Rule Training (Jan. NL)
	Bonduel	Cattle Feeder Clinic (pg. 5)
Feb. 26	DePere	Farm Succession Planning workshop (pg. 9)
Feb. 27	Coleman	Spring Small Grains workshop (pg. 2)
Feb. 28	Oconto Falls	Pesticide Applicator Training (Jan. NL)
March 3	Lena TH	Nitrogen Management for 2020 (pg. 12)
March 11	Escanaba	Agriculture for Tomorrow Conference (pgs 3/4)
March 13	Chase	Forage Management Workshop (pg. 6)
March 21	Marinette	Spring Garden Conference (pg. 6)

Crop Insurance Decisions Workshop

Thursday, February 20, 1 to 3:30 p.m.
Pound Town Hall (W8484 Cty. Hwy. B, Coleman)

The deadline to sign up for Yield or Revenue Protection crop insurance is March 16, 2020. That is also the deadline to make your election at the FSA office between the ARC & PLC programs re-authorized by the 2018 Farm Bill. Extension is offering this workshop to help you think through the following key questions, along with whatever other ones you bring up.

- What type of Crop Insurance should I have for my situation?
 - How much coverage should I have?
 - How do Crop Insurance and ARC/PLC interact?
- Can I get by without crop insurance this year?
 - o What kind of special options, riders, etc... do I need to know about?
 - + Should I sign up for ARC or PLC?

No Registration fee

If you have questions about these topics but can't get to this event, contact Scott Reuss in the Marinette County Extension office at 715-732-7510 or via e-mail to sreuss@marinettecounty.com

Spring-planted Small Grains: Forage, Bedding, & Grain Opportunities

Thursday, February 27, 12:30 to 3 p.m.
Pound Town Hall (W8484 Cty. Hwy. B, Coleman)
No registration fee, Snacks provided

Is 2020 a year in which you should consider adding some acres of spring-seeded barley, wheat, or oats? We will focus on the realities of growing these crops in our area in regards to cost of production, rotation advantages, pest management, nutrient management, and sales opportunities.

Included will be a review of best management practices and changes to those practices you should consider if you are planning on harvesting them as forage vs. grain vs. grain and straw.

Facilitated by Scott Reuss, UW-Madison Div. of Extension Agriculture Agent. If you can't attend, but want to analyze these options in more detail, contact Reuss as above.

Agriculture for Tomorrow Conference

Wednesday, March 11th, 2020 - Bay College, Escanaba, MI

Session A **10:45-11:40**

A-1 **Opportunities for Veterans in Agriculture**

In this session we will cover opportunities for military veterans working in agriculture, focusing on organizations, educational programs, grants, and resources specifically designed to support the success of farmer veterans.

Dr. Adam Ingrao, MSUE Veteran's Liaison & Ag Entomologist

A-2 **Managing Forages in Adverse Conditions**

Recent cropping seasons have been tough for various reasons, including weather. We'll connect via internet with MSU's forage specialist to discuss ways to work through challenging conditions.

Dr. Kim Cassida, MSU Forage Specialist

A-3 **Getting Started in Backyard Poultry**

Raising chickens in your backyard has numerous health and financial benefits. Learn the basics of raising and maintaining your own backyard flock. Breeds, health benefits of fresh eggs and meat, and more...

Andrea Sorenson, U.P. State Fair Poultry & Rabbit Superintendent

A-4 **Mobile Slaughter Unit**

A USDA inspected mobile slaughter unit has begun operation in Michigan, representing the only unit east of the Mississippi river. This session will outline the current meat processing landscape and the mechanics of making this unit available in the UP.

Parker Jones, Innovation Counselor, MSU Product Center

Session C **2:05-3:00**

C-9 **Growing Your Local Farmers Market**

Starting and/or developing a farmers market requires keen understanding of local agriculture, consumers, community, policy and finance. Join our session to learn best practices for growing your local farmers market with a focus on unique challenges facing markets in the U.P.

Emily Syrja, Operations Director, MI Farm Market Assoc.

C-10 **Integrated Wildlife Damage Management: Deer and Cranes**

Crop damage caused by white-tailed deer and sandhill cranes costs Michigan farmers millions of dollars annually. Attend our session to learn more about this vexing problem, and what you can do to mitigate wildlife damage on your farm.

James DeDecker, director MSU UP Research and Ext Center

C-11 **Supporting Native Pollinators**

Native pollinators play important roles in natural and managed ecosystems. In this session we will discuss the importance of native pollinators and ways you can support their populations and diversity on your farms.

Dr. Adam Ingrao, MSUE Veteran's Liaison & Ag Entomologist

C-12 **Beef Cattle Health Solutions**

Elanco has a list of products that can significantly improve feed efficiency, growth performance, and decrease sickness. This session will cover many of the products under-utilized in beef cattle operations and some of the newest technologies to improve performance; ionophores, implants, fly control, vaccines, MGA, and antibiotics.

Clay Daily, Cattle Sales Representative, Elanco

Session B **1:00-1:55**

B-5 **Adding Value through On-farm Food Processing**

Processing agricultural products on your farm can add value to your harvest and business. Hear from a MDARD food safety inspector and local farmer/miller what is required to ensure your new UP food processing venture is safe, legal and successful.

Angie Juhola, Food Safety Inspector and local producer

B-6 **MSU U.P. Crop Trial Results**

Several crop trials and demos were conducted at the MSU farm in Chatham and around the region in 2019. Summaries of corn, potato, small grain, forage, soil drainage and other projects will be included. Work in Northeast Wisconsin will be included.

Jim Isleib, MSU Extension U.P. Crop Production Educator

Scott Reuss, University of Wisconsin Extension Crops Agent

B-7 **The Wonderful World of Bees**

Learn what it takes to be a successful beekeeper in your backyard, orchard, or farm. Bernie will show you what's needed for setup, management, and overwintering of your bees.

Bernie Driggs, beekeeper, Northwoods Beekeepers member

B-8 **General Sheep Health Management**

This session covers general health management topics: vaccinations, deworming, lambing, hoof care, dealing with various diseases.

Dr. James Averill, Deputy Director, MDARD & sheep farmer

Session D **3:10-4:05**

D-13 **Indigenous Agriculture and Food Sovereignty: A Moderated Panel Discussion**

Food and agriculture are central to the history, culture and modern challenges facing many Native American communities. Join this conversation with tribal farmers and their partners to learn how Indigenous communities in the UP are using food and agriculture as tools for cultural revitalization, food security, healthy living and economic development.

Kat Jacques, FRTEP educator, Greg Gierke, Finndian Farms, other panelists to be announced

D-14 **Road Rules for Michigan Farmers**

Nearly all farmers deal with transportation issues. Regulations, safety and common sense are key to smooth deliveries.

Craig Anderson, Manager, Agricultural Labor & Safety Services, Michigan Farm Bureau

D-15 **Backyard or Small Apple Orchard Management**

Would you like to have a more successful small apple orchard? Selection, care, pruning, and IPM will be covered to get your apple trees producing at their very best.

Jim Isleib, MSU Extension U.P. Crop Production Educator
Scott Reuss, University of Wisconsin Extension Crops Agent

D-16 **Livestock Price Risk Protection**

Market price protection is difficult for small livestock farmers. USDA has a program called Livestock Risk Protection. It works like price insurance and is purchased from the same companies that sell crop insurance. Come find the details of how to use the program.

Frank Wardynski, MSU Extension, U.P. Ruminant and Farm Business

Agriculture for Tomorrow Conference

Wednesday, March 11th, 2020 - Bay College, Escanaba, MI

9:15-9:45 (EST)	Registration & Educational Exhibits			
9:45-10:30	Welcome: James DeDecker, MSU Extension Opening comments: " <u>Michigan Ag: Today and Tomorrow</u> ", Dr. James Averill, Deputy Director Michigan Department of Agriculture and Rural Development			
	<u>DIVERSIFIED FARMS AND MARKETS TRACK</u>	<u>CROP TRACK</u>	<u>FARM HOMESTEAD TRACK</u>	<u>LIVESTOCK TRACK</u>
10:45-11:40	A1 Opportunities for Veterans in Agriculture	A2 Managing Forages in Adverse Conditions	A3 Getting Started in Backyard Poultry	A4 Mobile Slaughter Unit
11:40-12:10	Visit Exhibits			
12:10-1:00	Lunch			
1:00-1:55	B5 Adding Value through On-farm Food Processing	B6 MSU U.P. Crop Trial Results	B7 The Wonderful World of Bees	B8 General Sheep Health Management
2:05-3:00	C9 Growing Your Local Farmers Market	C10 Integrated Wildlife Damage Management	C11 Supporting Native Pollinators	C12 Beef Cattle Health Solutions
3:10-4:05	D-13 Indigenous Agriculture and Food Sovereignty	D-14 Road Rules for Michigan Farmers	D-15 Backyard or Small Apple Orchard Management	D16 Livestock Price Risk Protection

Registration Form

Name(s): _____

Address: _____

City, State, Zip: _____

County: _____

Phone: _____

Cost of attendance is \$25 pre-registration

(Due by March 4 – no phone registrations accepted)

After March 4, the registration fee will be \$35 per person at the door

Fee includes lunch and materials

Number of attendees-- _____ x \$25 = _____

Please indicate by session number which four sessions you plan to attend:

A _____ B _____

C _____ D _____

Make checks payable to: MSU Extension

Send check and form to:

MSUE Alger County

E9526 Prospect St., Suite 1

Munising, MI 49862

Receipts will be available at the door

To register on-line go to: <https://events.anr.msu.edu/Agfortomorrow2020/>

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2020 Cattle Feeder Clinic

Tuesday, February 25th
Equity Livestock Sale Barn, Bonduel, WI
Free, No Cost (advance registration required by Feb. 18)

12 Noon Registration & Lunch (sponsored by Equity)
1:00 p.m. Program

Register with the form below or by calling:

Waupaca County Extension (715-258-6230)
Shawano County Extension (715-258-6231) or
Equity Sale Barn (715-754-5227) or (715-758-2125)



Farm Building Failures in Winter 2018-19: What happened and thoughts for the future – Carl Duley, Buffalo County Agriculture Agent, UW-Extension

Are Your Cattle What Buyers are Looking For?: Traits That Influence Fed Cattle Prices – Dr. Arquimides Reyes – UW River Falls Beef Production and Management

Market Outlook - Dr. Brenda Boetel, Livestock Marketing Specialist, UW-Extension

<https://fyi.extension.wisc.edu/wbic/>

2020 Cattle Feeders Clinic Tuesday, February 25th

Name: _____

Address: _____

City/State: _____

Zip: _____

Phone: _____

Email: _____

Send this registration form to:

Shawano County Extension
311 N Main Street
Shawano, WI 54166

UW-Extension provides equal opportunities in employment and programming, including Title IX and ADA.

Horticulture & Upcoming Local Ag Events

Vegetable Garden Workshop @ Coleman Library Wednesday, February 12, starting at 10 a.m.

The Coleman Library and the Marinette County office of UW-Madison, Division of Extension are offering a workshop designed to help vegetable gardeners in their endeavors. This information-packed session will help you get ready for the upcoming gardening season. Reuss will focus on two key aspects during the discussion: Seed/plant selection and Planning for disease management. The focus will be vegetable crops, but questions on all plant types will be welcome, as attendee questions are always an important part of the discussion.

Your gardens will be more productive and less frustrating if you have the proper types of species and cultivars planted. Understanding the terminology you may find on a seed packet will also help you in your selection and seed starting processes. Planning for diseases is probably more important than normal as we enter the 2020 growing season due to inoculum buildup that has occurred over the two wetter-than-normal growing seasons we experienced in 2018 and 2019 and current projections of another wet year in 2020.

This event is free for anyone to attend, and attendees will receive a packet of Extension information regarding fruit management. Contact library staff at the library main desk or by calling 920-897-2400 if you have questions about the event. You can also contact Reuss for any other horticultural questions you may have, by calling the Marinette County Extension office at 715-732-7510 or e-mail to sreuss@marinettecounty.com

Spring Garden Conference @ UW-Marinette Saturday, March 21

By the time you read this, the brochure for the spring garden conference will be available in hard copy at local Extension office, libraries, and some other places. You can also download the brochure through the Marinette Extension web page, or e-mail Scott Reuss (see address just above) to request that I send it to you. Full set of horticulture workshops, including keynote address by Janet Macunovich. Session topics include Plant it Well; Native Plants; Tick and Mosquito Hazards; Raised Bed Gardening; Organic Vegetable gardening; Fruit Pruning; Garden Irrigation Systems; Container Gardening; Irises; and a few craft possibilities. Registration fee is \$40 plus craft class costs, if applicable. Registration includes lunch, breakfast, and displays.

Marinette County Breakfast on the Farm Committee

The planning for the 2020 Marinette County Breakfast on the Farm is getting going. This year's event will be Sunday, June 28, hosted by Brian & Brenda Hartwig. If you are interested in being involved on the committee, contact Corey Kuchta at 920-660-4182, or contact Scott Reuss at the Extension office.

Forage Management Workshop (full brochure will be in next newsletter) Friday, March 13 @ Chase Town Hall

Topics on the Agenda include:

Forage Crop Nutrient Management

Grass-Alfalfa Mixes: Agronomics and Animal Performance

Alternative Forage Options: Yield, Quality, and Management

Alfalfa Stand Management

Pesticide Applicator Training

There is one PAT course and test opportunity left locally. It will be held Friday, February 28 in the Oconto Falls Library. If you need to renew, but haven't registered, use the sheet sent to you or from the January newsletter, or contact Reuss at the Marinette Extension office.

Planning for the 2020 Growing Season: Nutrient and Pest Management in Corn

February 13th
Green Valley Town Hall
W1734 County Rd E, Cecil, WI

Topics will include:

Profitable Nutrient Management in Grain and Silage

Corn Insect Pest ID, Scouting and Management

Maximizing Spray Performance

Taking Control of Yield Robbing Weeds

Sponsored by Extension Offices in:
Shawano, Oconto and Marinette Counties



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\$12 per person. Lunch included.

Please RSVP by February 11th

See reverse for agenda

Planning for the 2020 Growing Season: Nutrient and Pest Management in Corn

February 13th , 2020 ♦ Green Valley Town Hall

Agenda

Four CEUs for CCA: 1 NM, 3 IPM

9:30 to 10:00 **Registration, coffee, individual questions**

10:00 – 11:00 **Managing Nutrients in Corn Grain and Silage**

Jamie Patton, Senior Outreach Specialist, UW–Madison Nutrient and Pest Management Program

How much nutrient does corn need to produce a profitable yield? How do we use the 4-Rs to manage fertilizer inputs in northeast Wisconsin? We will cover the basics, as well as the latest research on fertilizer applications to grain and silage corn.

11:00-12:00 **Insect Pests of Corn**

Bryan Jensen, Entomologist, UW-Madison Integrated Pest Management Program

Old or new to our area, there are a number of insect (& a couple relatives) species that can rob yield or quality from our corn crops. Bryan will review id, scouting, and management of these pest species.

12:00– 12:30 **Lunch**

12:30 – 1:30 **Nozzle, Adjuvant, and Formulation Selection Effects on Spray Performance**

Daniel Heider, Senior Outreach Specialist ,UW-Madison Integrated Pest Management Program

Is there really such a thing as one size fits all when it comes to spray nozzles? We'll review what you need to consider when choosing adjuvants and nozzles to maximize the performance of your application. We'll use a spray table demonstrator to show these effects, not just talk about the theory.

1:30 – 2:30 **Weed Management in 2020**

Scott Reuss, Crops/Soils Agent, Extension Marinette County

Not managing weeds properly creates a recipe for economic disaster and makes all other aspects of nutrient and pest management more difficult. We will lay the foundation for proper weed management in a time of newly emerging weed species and management challenges.

Q & A opportunity throughout the day and at the end of the program

Registration Form

(due by February 11th, 2020)

Name: _____

Address: _____

Phone: _____ Email: _____

Make checks payable to (\$12 per person fee):

Extension Shawano County

Please send registration and payment to:

Extension Shawano County 311 N Main Street Shawano, WI 54166

Any Questions? Contact Kimberly Schmidt, Extension Shawano County Ag Educator at 715-526-6136 or kimberly.schmidt@wisc.edu or Scott Reuss, Extension Marinette County Crops/Soils Agent, at 715-732-7510 or sreuss@marinettecounty.com

CULTIVATING YOUR FARM FUTURE

Having intentional conversations around farm succession and developing future plans for the farm provides a better chance of transition success. *Cultivating Your Farm's Future* helps farm business members and families through farm succession planning.

February 26, 2020

Lawrence Town Hall
2400 Shady Court, De Pere

Cost: \$20/person

Includes lunch, refreshments, speakers, and workshop materials.

- 9:30 am Coffee, Refreshments, Check-In
10:00 am Resource Presentations (20 min. each)
- Tax implications around farm succession, retirement resources, USDA Farm Service Agency loan programs, business plans, estate planning tools (wills and trusts), SWOT (strengths, weaknesses, opportunities, threats)
12:30 pm Lunch
1:00 pm Q&A w/ Resource Speakers
1:30 pm Individual meetings with Resource Professionals
2:30 pm Evaluations/Adjourn

Sponsored by
Extension in:

Brown County
Calumet County
Marinette County
Oconto County
Outagamie County

RSVP by February 19th. Register one of three ways below:

- 1) Register online at: <https://cultivatingfarmfuturedepere.eventbrite.com>
- 2) Call 920-391-4654
- 3) Mail in form below with payment.



Mail to: Extension Brown County, Agriculture Dept, 2019 Technology Way, Rm 113, Green Bay, WI 54311
Please make check payable to: Brown County Treasurer

Name: _____ Phone: _____

Email: _____

Number Attending: _____ Payment Amount Enclosed: _____



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Please note: some sessions may be recorded.

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QUESTIONS? CONTACT LIZ BINVERSIE: 920-391-4612 OR EYBINVERSIE@WISC.EDU

State-wide Events to Consider Attending

Tile Drainage Design and Water Management Workshop

Jefferson, WI February 27 & 28. \$200 registration. Two full days of training.

Dairyland Initiative Workshop: On-farm Improvements to Enhance Dairy Cattle Welfare and Optimize Performance

Milwaukee, WI February 26 & 27. \$400 for dairy farms, \$535 for agriculture professionals. Two full days of presentations and exercises. Includes 15 CEU's for veterinarians.

Produce Safety Rule Grower Certification

Required certification for many produce growers, recommended for all. \$75 registration fee for the day includes meal and certificate. Trainings held in Kimberly, WI on Feb. 11; Dalton, WI on Feb. 21; or West Bend, WI on Feb. 25. E-mail Reuss to get registration link, or see January newsletter.

The Wisconsin Cut Flower Growers School will be held on February 15-16 on the UW-Madison campus. This two-day workshop helps new and beginning flower growers learn about variety selection, seed starting, pest management and direct marketing. For more information and to register, see <http://www.cias.wisc.edu/wisconsin-cut-flower-growers-school/>

Registration for the **Midwest School for Beginning Apple Growers** is now open! This intensive, three-day course will take place on March 6-8. Experienced growers and UW faculty provide insight on topics ranging from soil fertility to marketing. For information and to register, see <http://www.cias.wisc.edu/midwest-school-for-beginning-apple-growers/>

Field Scout Training School at UW-River Falls March 24-25, 2020. This 2-day course is entry level and covers plant tissue and soil sampling, nutrient deficiency symptoms, weed, insect and disease ID, life cycle, scouting information and other tricks of the scouting trade needed for corn, soybean, alfalfa and wheat. Registration on-line only, \$100.

2020 Wisconsin Dairy and Beef Well Being Conference

The Wisconsin Dairy and Beef Well-being Conference will be held February 21 in conjunction with the Wisconsin Cattleman's Association Winter Conference at the Chula Vista Resort in Wisconsin Dells. It will feature industry-leading professionals addressing animal well-being topics of concern to Wisconsin's dairy and beef industries. This conference promises to offer exciting opportunities for farmers, agriculture professionals, and farm workers. For online registration (\$60 fee, \$70 after Feb. 14) please visit the Wisconsin Cattlemen's website:

<https://www.wisconsin cattlemen.com/events/winter-conference/registration>

Hop Production for the WI Craft Brew Industry February 29, New Glarus, WI. \$50 registration fee. Contact Reuss

Lambing Open House 2/20/2020 from 3 - 7 pm at Arlington Research Station Sheep Unit

Dairy Situation and Outlook, January 23, 2020 By Bob Cropp, Professor Emeritus, UW-Extension & UW-Madison
As of now I could see first quarter Class III averaging around \$17.55, second quarter \$17.65, third quarter \$18.35 and fourth quarter \$18.95 for an average of \$18.15 to \$18.40 for the year or about \$1.20 to \$1.30 higher than 2019. Butter prices could go above \$2 per pound second half of the year. This along with forecasted nonfat dry milk prices well above \$1.00 per pound could result in the Class IV price averaging \$17.80 to \$17.85 per pound, about \$1.20 to \$1.25 higher than 2019. But, all of this could change. A couple of potential clouds are a slower growing U.S. and world economy. China is facing its worst GDP growth in 30 years and Europe economies are showing slow growth. Current Class III futures are fairly optimistic for 2020. Dairy farmers may want to consider protecting some of their milk with dairy futures and options or the Revenue Protection option.

Agricultural Land Rent in Wisconsin: Both perspectives

Historically, a hand shake or verbal promise were what constituted rental agreements between landowner and farmer. Neighbor or familial relationships were the primary consideration regarding whom a landowner would allow to farm their land, if they weren't farming it themselves. Disagreements and misunderstandings were not uncommon and may have caused long-term quarrels, but rarely ended up in court.

Now, farms generally need to provide evidence of land rent agreements to meet requirements of lenders, governmental programs, or crop insurance. Additionally, as land ownership transitions across generations, the value of relationships has lessened, and is often replaced by a desire for maximum economic return. The changes in need and interests have led to most land rental situations having a written contract. Written contracts create fewer misunderstandings, but seemingly no fewer hard feelings, and probably more time in court.

What constitutes a legal agricultural land rent contract in the State of Wisconsin? (Per WI Statute § 704 'Landlord and Tenant'.) Also, as trees are defined as an agricultural commodity, these rules apply to any type of forest land lease. The general parameters of an agricultural land rent contract are as such:

- Written contracts can be for single year, year-to-year with automatic renewal, or multi-year.
- Maximum length of an agricultural land lease contract is 15 years, per Art. I, Sect. 14 of the WI Constitution.
- A rental contract can be verbal, but is only valid for a single year.
- Multi-year contracts terminate at the end of the lease, although the lessor has the opportunity to allow it to become an annual year-to-year lease with the same terms as the final year.
- Termination of an annual lease, whether verbal or written, requires 90-day notice per §704.19(3) (unless otherwise noted in a written contract). The crop year is assumed to start on April 1. Thus, a landowner must notify producers by Jan. 1 if they intend to not allow them to rent their land the next year. If they do not, the producer has the legal right to farm the land that next year, at the previous year's rental price. Legal notice is personal delivery of the notice or registered/certified mail to the lessee's address on the lease document.

Written contracts can be relatively simple documents, but need the following:

- Legal description of the parcel or Farm Service Agency Tract/parcel identification.
- Signatures with dates.
- Printed names and addresses of both parties.
- Beginning and ending dates of the lease period.

Other details should be included to make sure that the lease fits the needs of both lessor and lessee.

They help make it a good, working document that can prevent problems and miscommunication issues. These points may include:

- Provisions for potential future changes.
- Agricultural practices allowed or prohibited. *Note that the landowner has the right to set these practices, but that it may affect the value of the land.*
- Monetary amounts per acre of rented land or for the total parcel.
- Landowner rights of entry and use that are retained - such as hunting, access to trails, etc...
- Flexible rental values based on crop yield, crop price, or some combination.
- Opt-out clauses.
- Sharing of costs for long-term improvements, such as tiling, liming, or permanent fences.

You can request contract templates and information from Extension or visit <http://www.aglease101.org/>

Let's close with a few key points to remember from the different perspectives of the two parties signing this document. The **lessor** needs to make sure that they do not sign over rights they want to maintain. Per §704.05(2), you give exclusive possession to the renter except to protect the property or to show it to other potential renters. Signing a lease that is too broad, such as 'the agricultural land within section 36 of T36N, R20E' would technically give the renter all non-assigned rights (including hunting, trapping, fishing, etc....) on all the acres on which forest or field crops have been grown. Be specific about the property- consider using FSA tract and field definitions, and be specific about which land usage rights you keep as landowner.

Conversely, the **lessee** needs to protect their investments. Raising a perennial or multi-season crop is risky in any circumstance. Having a lease that does not clarify term length or cost recovery to the producer if the lease is not renewed or terminated early could lead to significant loss of investment. Another potential situation is if livestock are to be housed on the property. It is the livestock owners' duty to use reasonable care to keep their livestock fenced-in (WI Statute § 90), although neighboring landowners share fence building and maintenance responsibility. Constructing a permanent fence should be discussed in the lease and potentially cost-shared, as the landowner will retain the fence's value after lease conclusion.

You don't need to pay large lawyer fees to have land rent contracts drawn up, but you do need to make sure that they fit your business and family needs. If in doubt, ask questions of trusted references ahead of signing the document, not afterwards.

Nitrogen Management: Understanding the Nitrogen Cycle and Achieving Optimum Economic Returns

Tuesday, March 3rd

10 a.m. to 2:30 p.m.

Lena Town Hall – 6087 Goatsville Road, Lena, WI

\$10 Registration Fee – including lunch, snacks, and handouts

Please pre-register by calling Scott Reuss at 715-732-7510 or e-mailing # of attendees to sreuss@marinettecounty.com Walk-ins accepted. Contact Reuss if questions.

10 to 10:15 a.m. Registration

Why others care: Nitrogen in Groundwater

A review of local and state data regarding Nitrate in water

The Nitrogen Cycle

How nitrogen cycles naturally and how our additions of nitrogen to cropping systems act within the natural cycle, or how they change it a bit.

11:45 to 12:15 Lunch

+ Properly crediting on-farm Nitrogen sources and how these organic sources of nitrogen really act within our crops

+ Nitrogen fertilizers, additives, & inhibitors.

What products can you use to best achieve your nitrogen management goals? How do inhibitors or other additives work, and when are they a good investment? What are the true costs of differing nitrogen fertilizers in pound of nitrogen uptake terms?

+ **Optimizing Economic Return to your Nitrogen Fertilizer Dollars**

= Local research results on forage and grain crops

= What is the Maximum Return To Nitrogen (MRTN) approach and how does it affect my farm's nitrogen management strategies?

= Putting it altogether – what are the best nitrogen rates for crops in Marinette & Oconto Counties

Discussions moderated by Jamie Patton, UW-Madison Nutrient & Pest Management Outreach Specialist, and Scott Reuss – Marinette/Oconto County Extension Crops/Soils Agent

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