



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
cell 715-701-0966
sreuss@marinettecounty.com
scott.reuss@wisc.edu

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Thanksgiving, 2021 Newsletter

I would hazard the guess that nearly all area farms can realistically give thanks for the harvest and fall field work season which we are in the process of completing. We had very strong grain yields; great grain dry down conditions; and borderline amazing field work conditions. There are always challenges, but this fall provided us with the opportunity to get things done in a pretty timely manner. This included the research plots which Extension had in conjunction with a number of area farms this year. We had good yields and found some interesting results. The next newsletter edition will have all of those results.

I hope everyone finishes off everything they wanted to get done this fall and has a safe hunting season, for those who head out. Please feel free to contact me with programming ideas you have for the upcoming months.

Scott Reuss

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Upcoming Events

Wednesday, Dec. 1 st	Coleman	Beef Quality Assurance Training (pg 2)
Thursday, Dec. 9 th	Coleman	Nutrient Management Plan Training (pg 5)
Friday, Dec. 10 th	Coleman	Pesticide Applicator Training (pg 6)
Tues., Dec. 14 th	Shawano	Land Rent Workshop (pg8)
Wed., Dec. 15 th	Coleman	Land Rent Workshop (pg 8)
Fri., Dec. 17 th	Webinar	Land Leasing State-wide webinar (pg 8)
Fri., Jan. 14 th	Oc. Falls	Pesticide Applicator Training (pg 6)
Thurs., Feb. 10 th	Coleman	Pesticide Applicator Training (pg 6)
Tues., March 8 th	Oc. Falls	Pesticide Applicator Training (pg 6)

AND there are a strong series of webinar events being offered again this year, featuring Dairy, Farm Management, Forage Management, and Small Ruminants. Please keep the postcard enclosed with this newsletter as a reminder to check out the Farm Ready Research website and register for these webinars. I realize that they may be tough to join live some days, but you will then at least have access to the recorded versions (when available).

Beef Quality Assurance Certification Review & Local, live certification opportunity: Pound Town Hall – 5:30 p.m., Wed., December 1st

Beef Quality Assurance (BQA) certification is not a legal requirement, but instead is required to be able to market animals through certain vendors. Buyers representing some large packers and processors (including Tyson) only purchase cattle from farms selling beef breed types of finished cattle that are BQA Certified. In addition, JBS requires that producers selling cattle directly to their plants sign an affidavit stating that they are “in compliance with all applicable state or national BQA certification and verification programs.”

Producers can become BQA certified through online training, in-person training, or by being certified through the National Dairy FARM (Farmers Assuring Responsible Management) program, which is considered as BQA equivalent. The BQA certification is valid for three years, during which you can gain continuing education credits good toward re-certifying, or plan on doing the full web or live training again at the end of that period.

UW-Madison, Division of Extension and the WI Beef Council are providing a series of free, live training opportunities across the state. The Marinette & Oconto County offices are hosting an in-person BQA certification session on December 1st. The session will begin at 5:30 p.m. and is being held at the Pound Town Hall, on the east edge of Village of Coleman, at W8484 Cty. Hwy. B. In addition to the BQA training, Agriculture Agent Scott Reuss will be sharing forage management resources and conducting forages and grazing Question and Answer session with attendees.

One member of a farm family must attend for a farm to be BQA certified, but multiple members are welcome to attend this local training site. Farms can register to attend by either visiting the state-wide registration website at <https://tinyurl.com/2hr5karf> or they can contact Reuss by calling 715-732-7510 or calling/texting to 715-701-0966. Registration is required. Anyone registering after Nov. 25 should contact Reuss directly, rather than using the web process.

Producers can also become BQA certified by attending the online certification available at <https://www.bqa.org/> Dairy farms which are certified through. Whichever method a farm chooses to use to gain BQA certification, it is the farm’s responsibility to file their certification with markets through which they market animals.

Extension
UNIVERSITY OF WISCONSIN-MADISON

**WISCONSIN
BEEF QUALITY
ASSURANCE
CERTIFICATION**

ATTEND AN IN-
PERSON TRAINING OR
COMPLETE ONLINE AT:
www.bqa.org

**Register for an in-
person session:**
<https://tinyurl.com/2hr5karf>

*Please RSVP seven days
before an event

BEEF
Funded by Beef Farmers and Ranchers

**Wisconsin
BEEF COUNCIL**

Fall 2021 Cattle Market Situation and Outlook

Written by [BRENDA L BOETEL](#) Posted on October 19, 2021, original article found at:

<https://livestock.extension.wisc.edu/2021/10/19/fall-2021-cattle-market-situation-and-outlook/>

This past year saw the beef cattle industry begin to bounce back from the COVID pandemic and the subsequent implications on supply and demand. Although the cattle market continues to deal with burdensome levels of market-ready finished cattle, strong consumer demand has kept a floor on fat cattle prices. Decreasing feeder cattle numbers, coupled with strong consumer demand for beef, has kept feeder cattle prices relatively high given the high feed costs and lower than expected pen space availability. As the industry prepares for 2022, concerns regarding high feed prices and the impacts on feeder cattle and fed cattle prices remain relevant.

Drought

The northern plains and western third of the United States saw increasing drought conditions through August. Although September has seen some relief for areas of Wisconsin, Minnesota and Iowa, the USDA reported topsoil moisture was at least one-third very short in all midwestern states except Wisconsin, which had only 11% rated as very short. Lingering impacts from summer drought has left 63% of Minnesota's pastures in very poor to poor condition as of September 12. Wisconsin's pasture condition was rated at 60% good to excellent. The seven states with 50% of the nation's beef cows that calved in 2020 have varying percentages of pasture conditions rated as poor or very poor. For example, Missouri and Oklahoma have only 9% and 19%, respectively, of pastures rated poor or very poor, while Montana and South Dakota have 88% and 81% of pastures rated poor/very poor.

Herd size and cycles

Cattle cycle length is measured by comparing peak (or trough) cattle inventory to peak (or trough) cattle inventory. Cycles can last from 4 to 18 years, with the average at just over 12 years. Each cycle has different phases: a liquidation phase, where cattle numbers decrease, and an expansion phase, where cattle numbers increase. The most recent cattle cycle began expansion in 2015, following 7 years of contraction. The industry began contraction in 2019 with modest liquidation; however, the 2021 drought has accelerated liquidation. Areas hit hardest by the drought are seeing greater liquidation. How large this liquidation will be isn't currently clear and won't be known for certain until 2022. Nonetheless, the sale of lower weight feeder cattle, and percentage of heifers sold helps indicate the extent of liquidation.

For the August to September 17 time period, the percentage of feeder cattle sold weighing less than 600 pounds increased to 60% compared to 59% for the same period in 2020. The relative increase in marketings of animals weighing less than 600 pounds indicates early weaning, which is a common practice in drought years. Additionally, the larger volumes of lighter animals being marketed are in northern and western regions of the country, where the drought has hit hardest and forage is limited.

The percentage of heifers in USDA's feeder cattle sale reports, sold through auctions, direct sales, and video sales, from August through September 17 is higher this year than 2020. Heifers sold through all venues during this time period were 40% of receipts versus 38% in August 2020. Video and internet sales saw significant increases in heifer sale percentage for this time period, increasing from 35% in 2020 to 38% in 2021. This seven week time period saw the percent of heifers sold that was greater than those seen in the previous drought year of 2012 and similar to those seen in 2010 and 2011. The increase in heifers being sold into the meat supply chain as opposed to being used as replacements is especially seen in the north and west. The increase in heifers being sold is an indication that pastures are exhausted, and hay prices are too burdensome to maintain the herd size.

Regional hay prices also communicate a part of the drought story. California and Oregon hay prices are over \$220 per ton, with some trading close to \$300 per ton. Prices decline when moving further east and south, with areas in the Southeast seeing hay below \$100 per ton. South Dakota saw prices of \$160 per ton for grass hay, while Wisconsin is seeing prices between \$91 and \$131 per ton for Grade 2 and 3 hay.

Although the cattle industry is currently in the liquidation phase of the cycle, and the typical cyclical price pattern would be to expect increasing feeder cattle prices over the next few years, the heightened liquidation will increase the short-term supply of feeder cattle effectively creating a short-term ceiling for prices. On the other hand, the smaller calf crop that has occurred since 2019 will create a price floor for feeder cattle. Where will prices gravitate? As of September 12, calf prices have not seen significant price pressure as Iowa 500-to-600-pound calves sold for around \$180 through most of August and into September. Lighter calves weighing 400-to-500 pounds were still higher in August and

early September than they were in June and averaging above \$190 per cwt. in Iowa. Current prices suggest feeder cattle prices will stay toward the top of the price range.

Cattle slides

Calf movement will continue to increase over the next few weeks as the fall run picks up pace. As the calf run increases, the question to consider is what weight calves cattle feeders should buy. Relative weights are the largest driving factor for the relationship between light and heavy feeder cattle prices. The normal relationship between different feeder calf prices is for prices per hundredweight to decline as cattle weights increase. Understanding this relationship helps to answer what weight calves should be purchased at. This price slide reflects what it costs to add weight to the animal and is a big indicator for gross margin, or value of gain. For example, for the week ending September 17, Iowa feeder prices indicated that the value of 300 pounds of gain for a 500-pound steer was \$1.17/lb. when sold at 800 pounds. An additional 100 pound gain to a 900-pound ending weight had an average value of gain of \$1.00/lb. for the entire 400 pounds of gain. These prices indicate the value of gain is stronger for gains at the lighter end of feeder weights. A 600-pound beginning weight has a value of gain of \$0.86/lb. for 300 pounds of gain up to 900 pounds, whereas a 450-pound beginning weight has a value of gain of \$1.18/lb. for 300 pounds of gain up to 750 pounds. These values demonstrate that stocker and backgrounder producers currently desire lighter weight animals that provide greater flexibility for adding weight.

Things to watch in 2022

Feeder cattle prices for all weight categories are higher this fall than last. The higher year over year prices are occurring even in states hit hardest by the drought. The lower availability of cattle outside of feedyards, coupled with continued strong demand is keeping those prices high. The question is what will prices look like for heavier feeder cattle in early 2022? Availability of feeder cattle is not going to increase, and in some regions it may decline faster than expected due to the early fall run. The unknown is whether feedyard placements will continue at the previously expected pace.

Labor challenges in the packing industry, as well as other setbacks, have forced lower slaughter numbers. According to CattleFax, there were enough cattle to meet a 523,000 head/week slaughter pace from May through September. Instead, the processing segment averaged only 517,000 head/week in those months, which kept an additional 150,000 head of fed cattle on the front-end, thereby keeping feedyards fuller than expected. If cattle feeders slow placement rates due to higher numbers of cattle remaining on feed than expected, there will be some additional short-term pressure on feeder cattle prices, but this should be limited.

May to July 2021 saw smaller feedlot placements compared to 2020, however year over year comparisons are hard given the implications from COVID in 2020. Forage availability is the biggest challenge for western stocker cattle. Many of these operations will likely not have adequate forage this winter. As a result, the heavyweight feeder cattle supply for spring may be tighter than anticipated as lightweight animals will likely be placed directly on feed this winter. If heavyweight feeder cattle prices remain stable and if the producer has adequate forage available, there is some potential for profit from stocker cattle this winter. Producers need to analyze their own costs and revenue potential. Wisconsin Extension has some decision tools available that may aid in the decision process (found at livestock.extension.wisc.edu)

Projections at this time suggest that feeder cattle prices will stay higher than last year's levels, with 500-600 pound animals showing a 9% increase year over year in prices, and 700-800 pound animals having a 10% increase in year over year prices. For the first half of 2022, heavy weight feeder cattle will continue to see 10% higher prices than 2021, while lighter weight animals will show a more subdued year over year increase of only 3.5%.

Nutrient Management Plans and Planning for 2022

You will have many opportunities to think about nutrient management as we ready for the 2022 growing season. The class on the next page has two primary goals. The first is to help producers who want to write their own NM plans. The second is to help producers understand what goes into their NM plans if they have someone write it for their farm. Feel free to attend to meet either goal.

Upcoming newsletters will have lots of information and workshop opportunities to get together to think through what will be difficult decision making for next year.

Do You Want to Write Your Own Nutrient Management Plan?

If so, attend your local 2021

Nutrient Management Education Class!

When?

9:30am-3:30pm, Thursday, December 9th, 2021

Pound Town Hall

W8484 Co Rd B

Coleman, WI 54112

Agenda

- 9:30-10:30: Nutrient Management Basics
- 10:30-12:00 SnapPlus Tutorial
- 12:00-12:30: Lunch, provided
- 12:30-3:30: Work on plans with on-site help

For questions or to register, please contact

Catie Haight at 920-834-7154 or

Scott Reuss at 715-732-7510, scott.reuss@wisc.edu

Registration preferred. Lunch and refreshments will be provided.



PRIVATE PESTICIDE APPLICATOR CERTIFICATION

Many producers received a bonus year on their PAT license, as DATCP suspended the normal PAT processes for about a year and a half due to COVID. Also, there are significant changes being made to the process in the near future, so this is a transition year. All told, you now have more 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 Extension and then satisfactorily complete the evaluation at the end of that session. The second is to study the materials on your own OR attend a webinar training session OR utilize the online static training and then arrange to take the test in the Marinette office. Please NOTE that if you want to attend a webinar or do the online training, you should purchase your book and register through patstore.wisc.edu For the self-study or local training options, please use the form below.

A minimum score of 50 percent must be achieved on the evaluation administered at the end of the local, in-person training events. If you successfully complete one of the online training options and bring along your completion certificate when you take the test, you can also pass with 50% correct. **Those choosing self-study or do not fully complete the online training 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 four training & test sessions which will be held in our immediate area this season (9:30 a.m. – 3 p.m.)

Friday, December 10	Pound Town Hall (east edge of Coleman on Hwy. B)
Friday, January 14	Oconto Falls Library (251 N. Main St.)
Thursday, February 10	Pound Town Hall (east edge of Coleman on Hwy. B)
Tuesday, March 8	Oconto Falls Library (251 N. Main St.)

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.

(Shawano County is hosting trainings on Dec. 16 and Jan. 10, if the above dates do not work.)

–Is the Private Applicator Training the right category for me??

If you conduct custom spraying or baling, or apply restricted use pesticides on non-crop acres, you likely need to become certified in the correct Commercial Pesticide Applicator category. Call Scott Reuss at the Marinette office, 715-732-7510 to verify and to learn about that process.

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 & Oconto County Agricultural Agent, 715-732-7510 or cell at 715-701-0966.

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 Extension office and pick up your materials in person. Make checks payable to Extension (\$40 per person). Fee includes lunch and snacks at the in-person events.

Pound Town Hall

Fri., December 10

Thurs., February 10

Oconto Falls Library

Friday, Jan. 14

Tues., March 8

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



2021 Wisconsin Corn Hybrid Performance Trials: Grain • Silage • Specialty • Organic

Every year, the University of Wisconsin-Extension and the University of Wisconsin–Madison College of Agricultural and Life Sciences conduct a corn evaluation program in cooperation with the Wisconsin Crop Improvement Association. The purpose of this program is to provide unbiased performance comparisons of hybrid seed corn for both grain and silage available in Wisconsin. In 2021, grain and silage performance trials were planted at 14 locations in four production zones: the southern, south central, north central, and northern zones. Both seed companies and university researchers submitted hybrids.

The 2021 growing season at most sites was warmer compared to the 30-year normal. Growing season precipitation compared to the 30-year normal was drier for southern Wisconsin and average for northern Wisconsin. Planting progress was faster than average with 50% of the acreage planted by May 3. Most trial plots were established by early May. Stand establishment was good to excellent at all locations. A late spring frost event on May 30 reduced some plant stands in commercial production fields. In southern Wisconsin, precipitation was lower than normal prior to pollination and during early grain-filling. However, there was just enough precipitation to carry plants along and little stress was observed visually. Ear size was larger than normal. Tar spot, *Phyllachora maydis*, was significant in southern Wisconsin and present throughout pretty much the entire corn growing area of the state (including Marinette, Florence, and Oconto Counties). Hybrid disease ratings were obtained at Arlington. Isolated incidents of Anthracnose, *Colletotrichum graminicola*, was observed in northern Wisconsin. Both diseases showed up late in the growing season and likely did not affect silage yield. Good growing conditions continued into late-fall with a killing frost occurring in late October. Silage and grain moisture was lower than normal. Little plant lodging occurred at most trial sites. Little disease and insect pressure were observed within most trials.

Results for the 2021 growing season can be found

at: <http://corn.agronomy.wisc.edu/HT/2021/2021Text.aspx> or by searching for WI Corn Hybrid Trials. Past Year's reports are also available through that main entry page.

Selecting Next Year's Hybrids

Hybrids are better at handling stress than they did in the past, and we all saw the results of that concept this year and in other recent years' yields. That said, selecting the hybrids you will plant next year is exceptionally critical, as that single choice can swing your yield 60 bushels. The UW hybrid trials are obviously not the only place to get good information, but make sure you have as much information as you can find before making a purchase decision. Look for consistency of performance across locations/regions and across years, if at all possible. Purchase traits you expect to use and don't buy traits that do not matter to your operation. Maturity matters. 2021 was an amazing harvest year, with great grain dry-down. Do you think that will happen again next year? It could, but planting later day maturity hybrids for grain is a significant risk that you must weigh, especially since we can find high quality, faster maturing options now.

Farmland Rental Processes Local Workshops & State-wide Webinar

Developing and maintaining strong working relationships between producers and landowners is a very critical step in keeping your farm business viable. Extension personnel are offering three opportunities to help both producers and landowners better understand what could/should go into a good working land rent contract and why having a simple contract protects both parties' best interests.

The Marinette, Oconto, and Shawano offices of UW-Madison, Division of Extension are offering two local workshop opportunities specifically designed to answer common questions about land rental arrangements in our region. Both workshops will include time to dive into specific questions that attendees have about these topics and the resources provided.

**Tuesday, Dec. 14, 6:30 to 8:15 p.m. Shawano Cty Courthouse (311 N. Main St.,
basement meeting rooms)**

Wednesday, Dec. 15, 6:30 to 8:15 p.m. Pound Town Hall (W8484 Cty. Hwy. B, Coleman)

The focus of the discussion at these live events is on land rent realities and options that can make land rental situations better for both parties, and one of the things emphasized is realities of crop & livestock production economics (I.e. we're not in Iowa, Dorothy). 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 we 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 either program, nor is pre-registration required. If you have questions about these topics, contact Scott Reuss in the Marinette office at 715-732-7510 or e-mail to scott.reuss@wisc.edu If you are unable to attend, but want access to a very good source of farmland leasing information, visit the following website: <http://www.aglease101.org/> or more WI specific information at <https://farms.extension.wisc.edu/article-topic/pricing-and-contracts/>

Friday, December 17 | 11am - 12pm ZOOM MEETING



Agriculture Pricing, Leasing & Contracts [Register](#)

What makes for a fair, robust and resilient ag or farm lease agreement? The first half of this web meeting will include an example dialog between land/farm owner and renter as they negotiate the specific details of a lease agreement, highlighting important resources, tools and considerations to inform a resilient and robust agreement that serves both parties.

The second half of the webinar will offer discussion of specific leasing topics.

- **Leasing Buildings/Facilities** - Katie Wantoch Dunn County Agriculture Educator, UW-Madison Division of Extension
- **Flexible vs Cash Leases** - Scott Reuss, Marinette County Agriculture Educator, and Josh Kamps, Lafayette County Agriculture Educator, UW-Madison Division of Extension
- **Pasture Leases including grazing of cornstalks** - Carolyn Ihde Crawford and Richland County Agriculture Educator and Bill Halfman, Monroe County Agriculture Educator, UW-Madison Division of Extension.
- **Small acreage and long-term investments on leased land** - Erin Schneider, Farmland Access Navigator, Renewing the Countryside and Kaitlyn Davis, La Crosse County Agriculture Educator, UW Madison Division of Extension

Register for the Dec. 17 webinar event by visiting the Farm Ready Research site. See the postcard included in this NL, or go to go.wisc.edu/frr2021