



Extension
UNIVERSITY OF WISCONSIN-MADISON
MARINETTE COUNTY

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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.

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January, 2024 Agriculture Newsletter

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Calendar of Local/Regional Events

To ensure you get program notices, please send your email address to scott.reuss@wisc.edu to get added to the regional farm list. Any notices get sent via blind carbon copy, so no one sees your address.

1st Friday of the month @ 8:05 a.m. Agriculture Let's Talk show on WOCO, 107.1 FM

Wed., Jan. 17 @ 8:30 a.m. Lena TH Grain Marketing Coffee Club (pg. 7)
10:15 a.m. @ Lena TH Crop Cost of Production (pg. 7)

Mon., Jan. 22 @ 9:30 a.m. Lang. Cty. Ext. office
Crop Cost of Production (pg. 7)

12:30 p.m. at Antigo Town Hall Land Rent Logistics (see below)

Wed., Jan. 24 10 a.m. @ AgCountry FCS Crop Budgeting (pg. 6)

Thurs., Jan. 25 9 a.m. @ Pound TH Pesticide Applicator Training (pg. 4)

Tues., Jan. 30 12:30 p.m. @ Out. Cty. Ext. Crop Budgeting (pg. 6)

Wed., Jan. 31 10 a.m. @ Lena TH Alfalfa Feeding & Mgmt. (pg. 7)

Thurs., Feb. 1 10 a.m. @ Cecil Comm. Ctr. Grain Mktg Coffee Club (p 7)

Mon., Feb. 5 9 a.m. @ Lang. Cty. Board Room Pesticide App Training

Thurs., Feb. 8 10 a.m. @ Lena TH Optimizing Nutrient Mgmt. (pg. 8)

Fri., Feb. 9 10 a.m. @ Lena TH Using SNAP+ for your NM Plan (p 8)

Farmland Leasing & Contracts Workshop

Monday, January 22 12:30 p.m. start
Antigo Town Hall W9291 Hwy. 64

Workshop information oriented toward both land owners and the farms that rent the land.

Why have a contract? What should be in the contract?

How much is farmland worth? Contract templates for easy use in the future are available.

What are the legal realities of renting farmland in WI?

Free to attend, no registration required. Many resources available that will assist with your land rent processes in the future. If have questions about the event, or cannot attend but want the resources, contact Crops/Soils Educator Scott Reuss at scott.reuss@wisc.edu or 715-732-7510.

UW-Extension Dairy Program “Reproduction Roadshow” Meetings – February 19-23, 2024

To help Wisconsin Dairy Farmers get the most current and up-to-date research information, the UW-Extension Dairy program has developed the “Reproduction Roadshow”, featuring updates on UW-Madison dairy reproduction research, covering heifer reproduction, sexed semen, the high fertility cycle, and more. The events feature Dr. Paul Fricke, Professor and Extension Specialist in Dairy Cattle Reproduction, and Dr. JP Martins, DVM, Ph.D. from the Department of Medical Sciences – School of Veterinary Medicine UW-Madison.

We want to thank Parnell for sponsoring the Reproductive Roadshow this year. Join this event the week of February 19 around Wisconsin and take the opportunity to learn from and discuss with experts. February 19 in Lafayette; February 20 a.m. @ UW-River Falls Dairy Learning Center; Feb. 20 aft in Barron February 21, 2024, 10:00 am Edgar Family Restaurant (127590 Opportunity Ln. Edgar) February 22, 2024, Noon Wisconsin Farm Discovery Center (7001 Gass Lake Rd. Manitowoc) February 23, 2024, 11:00 am Rex's Innkeeper Restaurant, Waunakee (301 N. Century Ave. Waunakee) Pre-registration by February 12, 2024 is required. For more information and to register for the meeting, visit <https://go.wisc.edu/repro>.

For more information, please contact:

Heather Schlessor heather.schlessor@wisc.edu (Edgar location)

Angie Ulness angie.ulness@wisc.edu (Manitowoc location)



Badger Dairy Insight Webinars

The Badger Dairy Insight Webinar series is held the third Tuesday of each month from 11 a.m. to Noon. They are also recorded and available for free viewing after the events. You can register for the events, or view past editions at this website: <https://dairy.extension.wisc.edu/badger-dairy-insight/>

Past topics available from recent months include: Fresh Cow Management & Testing; Interactive Employee Training to improve cow handling; Manure Processing Systems; and Management Strategies for Optimal Performance.

The January topic that will be live on Tuesday, January 16th at 11 am CST is described below, but again, remember that you can watch the recorded version at your leisure at a later date!

Selection of dairy cows for consistent performance under unpredictable conditions

Kent Weigel is Professor and Chair of the Department of Animal and Dairy Sciences at UW-Madison. He holds research, extension and teaching appointments and serves as a technical consultant for numerous companies and organizations in the dairy genetics industry. In this session, Dr. Weigel will present current research on the day-to-day consistency of dry matter intake, milk yield, and the genetics behind it.

National Beef Quality Audit Webinars - Impacts on Dairy & Beef farms

UW-Madison Division of Extension and Wisconsin Beef Council are offering two webinars that will review results from the 2022 National Beef Quality Audit. They will be held on January 18th, with 1 hr sessions starting at 11:30 a.m. for dairy producers and another at 7:00 p.m. for beef producers.

Michaela Clowser, Director of Producer Education for the National Cattlemen's Beef Association, will present results from the audit and how they apply to dairy and beef farms in each respective session. Since 1991, the Beef Checkoff-funded National Beef Quality Audit (NBQA) has delivered a set of guideposts and measurements for cattle producers and other stakeholders to help determine quality conformance of the U.S. beef supply. Results from the 2022 NBQA indicate that the cattle industry is efficiently producing a high-quality product that consumers want and the industry's focus across the supply chain remains food safety.

To register for either program, go to:

Dairy - <https://go.wisc.edu/7j2jc7> Beef - <https://go.wisc.edu/0ho72t>

Both webinars will be recorded for viewing and posted on <https://go.wisc.edu/n55x3o> within one week of the live program.

"The NBQA is an important tool for the industry to identify where improvements are being made and where there are opportunities to capture more value," said Bill Halfman, Beef Outreach Specialist with UW-Madison's Division of Extension. "The good news is, overall, the beef industry is providing a quality product to consumers that they enjoy."

Based on individual interviews with stakeholders from across the cattle industry as well as in-plant research, key learnings for fed cattle from the 2022 NBQA include:

- Market segments no longer consider food safety as a purchasing criterion, but an expectation.
- When comparing 2016 and 2022 NBQAs, the largest improvement was overall increased efficiency across the beef supply chain.
- Foreign materials continue to present a problem, but the industry is making strides to decrease incidence.
- There was an increase in usage of electronic identification (EID).
- There was an increase in the frequency of Prime and Choice quality grades, while Select decreased drastically.

The NBQA, conducted approximately every five years, provides an understanding of what quality means to the various industry sectors, and the value of those quality attributes. This research helps the industry make modifications necessary to increase the value of its products. The efforts of the findings from the 2022 NBQA serve to improve quality, minimize economic loss, and aid in advancements in producer education for the U.S. beef industry. For more information about the 2022 National Beef Quality Audit, visit www.bqa.org.

Small Ruminant Webinar Series – 2024

Four sessions, all free, but registration required by visiting <https://go.wisc.edu/4r468p>

Dates, topics and speakers are:

January 24 @ 7:30 p.m. Abortion and Respiratory Disease in Sheep & Goats, Dr. Maggie Highland

February 21 @ 7:30 p.m. Lamb & Kid Care: The first 72 hours, Roselle Busch, DVM

March 27 @ 7:30 p.m. National Sheep Improvement Plan, Rusty Burgett, NSIP

April 24 @ 7:30 p.m. Feeding your Flock's Genetic Potential with Proper Nutritional Management, Dr. Andrew Weaver

Private Pesticide Applicator Training 2024 Certification Process – Significant Changes!

You must go through the PATSTORE website to both get the PAT book and to register to attend a training event. We are not allowed to take walk-in's, nor are we allowed to sell the books through county offices. Please make sure you give yourself time to get the book ordered and sent to you ahead of the training dates.

Anyone wishing to purchase or apply restricted use pesticides, or to apply any type of pesticide onto land not owned or controlled by them, must be certified via the Wisconsin Pesticide Applicator's licensing process. If you have any questions or concerns about the process, contact Scott Reuss, 715-732-7510, 715-701-0966, scott.reuss@wisc.edu

Private Applicator (allows you to apply on your owned/controlled land) certification options for 2024:

Step #1. You must order the PAT category 100/101 book from the PAT store website,

<https://patstore.wisc.edu/secure/home>. Start by clicking on the Private Applicator button, then click on the appropriate category on the left hand side of the page. For most, it will be the '100/101 General Farming' tab, but some of you may want to do the Fruit Crops or Greenhouse/Nursery version.

Click on 'Add to Cart'. Before you pay for the manual (\$40), think about how you want to take the test and if you want to attend a training session. Read through the options in Step #2 below. If you want to attend a training class, you will need to click 'Continue Shopping', then click on the "Training Classes" tab on the left. You will need to scroll through the alphabetical list of counties that are hosting training. Each of our four counties are hosting one event, put the number of attendees in the appropriate county and then click add to cart (\$10).

You will then pay be able to checkout and pay via credit card. If you do not have a computer or a credit card, request a paper order form from either the Shawano, Marinette, or Langlade Extension offices, but make sure you do so at least a couple weeks ahead of when you want to attend training/testing. Again, manuals will not be available at county offices or at testing/training sites and we cannot accept walk-in's to the training/testing days.

Step #2. Figure out how/when you want to take training and take the test. You can do so in multiple manners.

A. Self-study the materials and schedule a time to take the test at the Shawano, Marinette, or Langlade Extension offices (or Green Bay DATCP center). With this option, you need to get 70% correct to pass. Options B and C require a 50% correct test score to pass the certification process.

B. Utilize on-line training. Register for this through the patstore website at the same page where you order your book. No fee. You have 120 days from registration to start the training, BUT you only have 14 days from when you start doing the training until completion. You then must schedule a test date, as in step A.

C. Attend a 'live' training and test day. Training begins at 9 a.m. for all these options, with test completion likely around 2 p.m. Again, you must register to attend these training sessions and pay the \$10 fee through the PATSTORE. Lunch will not be provided, although coffee/water and light snacks will be available. Plan on being at the site about 8:45 and feel free to bring along your own food, as desired.

January 25 @ Pound Town Hall, W8484 Cty. Hwy. B, Coleman (east edge of village)

February 5 @ Langlade County Board Room, Langlade Cty. Safety Building Lower Level, 840 Clermont St., Antigo.

February 27 @ Shawano County Courthouse, Meeting Rooms A/B Lower Level, 311 N. Main St., Shawano.

March 12 @ Lena Town Hall, 6087 Goatsville Road, Lena.

Scott Reuss, Crops/Soils Educator, will be moderating the training sessions, which will be delivered live via zoom with most presentations being done by PAT staff. In case of technical difficulties, Reuss will be able to deliver the full training.

State-wide/Regional Programs

WI Women in Agriculture Conference, January 12 & 13 in Warrens, WI. See the full program agenda and registration information at <https://farms.extension.wisc.edu/wi-women-in-ag-conference/>

Farm Management Online Courses offered by Extension's Farm Management Program

Information and registration available at: <https://farms.extension.wisc.edu/programs/>



Becoming the Employer of Choice

This four-week course is designed for farm managers from farms of all scales. By taking the course you will develop leadership skills to attract and retain talented employees on the farm. **The next course starts January 8th!**



Farm Pulse: Financial Course

An online course for farmers interested in learning how to use farm financials to explore their farm business decisions. This course will help farmers evaluate their finances, take the pulse of their farm business, and set goals for the future of their operation.



Cultivating your Farms Future

Online workshops for farm families interested in shaping the future ownership of the family farm. Learn through self-paced assignments and live, virtual group meetings via Zoom to help you determine what you want for your farm's future and how you can get there.



Navigating your Ag Business

An online course designed to support farm businesses to make decisions, take action to move their farms forward, and reduce the farm members' stress.

Driftless Region Beef Conference, January 25 & 26 – Dubuque, IA

Extension specialists in Illinois, Iowa and Wisconsin are again cooperating to present the Driftless Region Beef Conference at the [Grand River Conference Center](#) in Dubuque, Iowa on January 25 and 26, 2024. This conference brings together beef producers for an educational program that focuses on the needs of this production region. Find information at: <https://www.aep.iastate.edu/beef/index.html>

SAVE THE DATE FOR THE 2024 ANNUAL CAFO UPDATE!

Jointly sponsored by UW Madison Division of Extension's Conservation Professional Training Program and Wisconsin DNR, these workshops are designed for livestock operations with WPDES permits or farms near permit size (CAFOs) -- owners/management and key staff, their agronomic and engineering consultants, and agency staff and others who work with these operations

LOCATIONS AND DATES

Tuesday, February 6th @ 10 am - Green Bay

Wednesday, February 7th @ 10 am - Fond du Lac

Thursday, February 8th @ 7 am - Manitowoc

REGISTER AT [HTTPS://GO.WISC.EDU/CAFO2024](https://go.wisc.edu/cafo2024)



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Extension

UNIVERSITY OF WISCONSIN-MADISON

Farm Pulse: Crop Insurance and Grain Marketing

An online course with in-person meetings from January to March 2024 for farmers interested in learning the importance of risk management, crop insurance, and grain marketing

What will I learn in this course?

- Recall the economic fundamentals of agricultural production.
- Recognize risk comfort level and describe the risk tolerance level of your farm business.
- Types of insurance products available, and which are most relevant for your farm business.
- Components of a written marketing plan.
- Identify marketing tools available and when each tool might be used.
- Calculate your cost of production.
- Create written risk management, grain marketing, and crop insurance plans.
- Complete a review of previous or current crop insurance products.
- Illustrate your farm's plan to execute an aspect of the written grain marketing and crop insurance plan.



The course is arranged in eight modules that participants work through at their own pace. The in-person sessions noted below are meant to add depth to some of the topics and give participants (and others) the opportunity to get practice working through some of the concepts.

- Module One: Overview and intro. to the case farm
- Module Two: Risk Management
- Module Three: Risk Capacity & Price Determination
- Module Four: Crop Insurance
- Module Five: Grain Marketing Plan
- Module Six: Grain Marketing Tool Introduction
- Module Seven: Grain Marketing Tools
- Module Eight: Next Steps

Course Information and registration is found at: <https://farms.extension.wisc.edu/farm-pulse-crop-insurance-and-grain-marketing/>

You can also contact Scott R. for info. Course fee is \$119. Farm Credit Services patrons can request reimbursement after course completion.

There are two sites of in-person sessions in support of this course in NE/NC WI. Scott Reuss will be facilitating the discussion at these sites. Course participant farms attend them free. Anyone interested in attending one of these discussions without being involved in the full course is welcome, but will be charged a \$10 per session fee – payable at the door.

Main Session Topics (will be additional topics and attendee Q & A at each session)	Wausau Site: AgCountry Farm Credit Services; 611 S 32nd Ave.	Appleton site: Outagamie Cty. Extension Office: 3365 W. Brewster St.
Crop Enterprise Budgeting; Calculating cost of production	Wednesday, January 24 10 a.m. to Noon	Tuesday, January 30 12:30 to 2:30 p.m.
Crop Insurance for 2024; Interactions with marketing	Tuesday, February 13 10 a.m. to Noon	Tuesday, February 20 12:30 to 2:30 p.m.
Grain Marketing Tools; Intro to 'Marketing in New Era' simulation	Wednesday, March 6 10 a.m. to Noon	Wednesday, March 13 12:30 to 2:30 p.m.
Grain Marketing Plans-putting it all together; Using MINE	Wednesday, March 27 10 a.m. to Noon	Wednesday, April 3 12:30 to 2:30 p.m.

Local Programs in January & February

Grain Marketing Coffee Clubs

Informal, question and experience-based discussion with other producers about grain marketing. These first meetings of the two groups are meant to get us together and then we can look at desired meeting times and locations from there. Scott R. will bring the coffee and donuts (free to everyone who asks a question or adds a comment), everybody else brings their thoughts, experiences, questions, and quandaries. Scott will have topics for discussion ready to add in, but the hope is that we truly are learning from each other via back and forth.

Lena Town Hall

6087 Goatsville Road

Wednesday, January 17

8:30 a.m. to 10 a.m.

Cost of production workshop to follow – see below

Cecil Community Center

111 E Hoffman St.

Thursday, February 1

10 a.m to 11:30 a.m.

2024 Crop Cost of Production Workshops

Do you know (or think you have a good handle on it) what your cost of production will be for key crops in 2024? How will having a better understanding of per acre costs impact your decision-making as we enter a cropping year that may have a higher likelihood of red ink than in recent years?

The point of this discussion is for attendees (moderated by Scott R.) to develop a reasonably accurate cost of production estimate for raising key crops in our region. We will use an Excel spreadsheet as the base of our calculations, but everyone's own expected expenses and income will form the base of the numbers we enter into it. The spreadsheet will be available to everyone, so feel free to bring a thumb drive along, or your own laptop if you prefer. (Scott will email the completed version to everyone who attends.)

2 Opportunities to take part in this discussion:

++ Wednesday, January 17, 10:15 a.m. to Noon at the Lena Town Hall, 6087 Goatsville Road

+++ Monday, January 22, 9:45 a.m. to 11:30 at the Lang. Cty. Extension Office; 1225 Langlade Rd, Door #7

WHO?: Everyone who raises crops or consults with farms who do is welcome to attend this free event.

WHY?: To debate with others about 2024 production costs and see how your expectations stack up with others' version of reality. Free coffee and donuts available, as well.

Alfalfa Feeding and Management Workshop

Lena Town Hall; 6087 Goatsville Road, Lena, WI 54139

Wednesday, January 31st 10 a.m. to Noon Free to attend

+ Growing and Feeding Rocket Fuel: Alfalfa management for WI Dairies

+How can we get the most out of each acre? (Results of WI Alfalfa Yield and Persistence project- including the field located adjacent to the Town Hall.)

+ Are we feeding the right alfalfa quality for our herds?

+ Participant questions will guide additional discussion topics

Join Stephanie Bowers, Regional Dairy Educator, and Scott Reuss, Regional Crops/Soils Educator for this discussion focused on helping everyone get the most out of our alfalfa production and feeding practices.

Nutrient Management Workshops

Lena Town Hall; 6087 Goatsville Road

Free: Lunch sponsored by AgSource Inc.

Day 1: Thursday, February 8, 10 a.m. to 3 p.m.

+ Understanding nutrient cycling, soil/plant availability

+ Optimizing returns to nutrient inputs (manure, legumes, fertilizers, lime)

+ Taking good soil tests and Understanding their Results

+ Impacts of soil health management practices on nutrient management

+ The base of what is in your farm's Nutrient Management Plan

+ Micronutrient recommendations and opportunities

Day 2: Friday, February 9, 10 a.m. to 3 p.m.

= Using and Understanding SNAP+ to develop your farm's Nutrient Management Plan

= Entering your data, customizing field information, creating maps & reports

Registration requested: Contact Scott Reuss at 715-701-0966 or scott.reuss@wisc.edu

Why attend these two days? 1. If you attend both days, you will be able to develop your own nutrient management plan. I.e., you don't need to pay certified persons to do so!

2. Proper nutrient management pays. Farms have options within their NM plans that may allow you to improve field-scale profit.

3. Do you really understand your NM plan if someone else develops it? These workshops are designed to help you better understand how to manage your plan appropriately for your farm and fields and optimize profitability. You will be able to know what types of questions to ask to ensure your plan is maximizing your farm's potential.

4. To get free food, great conversation, and information that pays you back!

This series is cooperatively sponsored by University of Wisconsin, Division of Extension and Nutrient & Pest Management; Marinette & Oconto Counties' Land & Water Conservation; and WI DATCP. First day discussion led by NPM Regional Specialists Dan Marzu and Chris Clark, and Regional Crops/Soils Educator Scott Reuss. Second day SNAP+ work led by Marzu and Clark, along with Andrea Topper, WI DATCP. Laptops provided for use by WI DATCP.