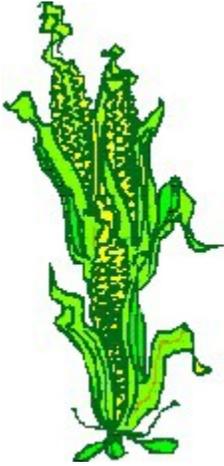


Courthouse
1926 Hall Avenue
Marinette, WI 54143
Phone: 715-732-7510



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.

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715-732-7510
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An EEO/Affirmative Action Employer, University of Wisconsin-Extension provides equal opportunities in employment and programming, including Title IX and ADA requirements.

October/November, 2020 Agriculture Newsletter

In-person events are still limited, but please consider attending the Field Day being held at the site of two nitrogen rate trials this year. Also, I am planning to hold small group, in-depth topic meetings in December. Let me know if there are specific topics that would fit your interests this year best, such as employee management/recruiting; year-end financial decision-making; grain or dairy price risk management; facilities issues/planning; or other things.

Send me your e-mail address. If you want me to be able to send you anything in this newsletter electronically, let me know and I will get it to you. Or, if you simply want to be able to get immediate updates, send your e-mail address to me at either scott.reuss@wisc.edu or sreuss@marinettecounty.com so that I can add you to my system.


Scott Reuss

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Page 6	Dairy Market & Nutrition Webinar
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Calendar of Events:

Oct. 22	1 p.m.	Dairy Market & Nutrition Webinar (Page 6)
Oct. 28	1 p.m.	Crivitz Nitrogen, No-Till & Soil Health Field Day (Page 8)
Nov. 11/12		Pest Management Update Virtual Meetings
Nov. 15		Fall Small Grain reporting deadline with FSA
Dec. 11		Deadline to apply for DMC and CFAP2 (pages 2/3)

USDA-Farm Service Agency News n' Notes

USDA Dairy Margin Coverage Signup going on now through December 11 for the 2021 Coverage Period

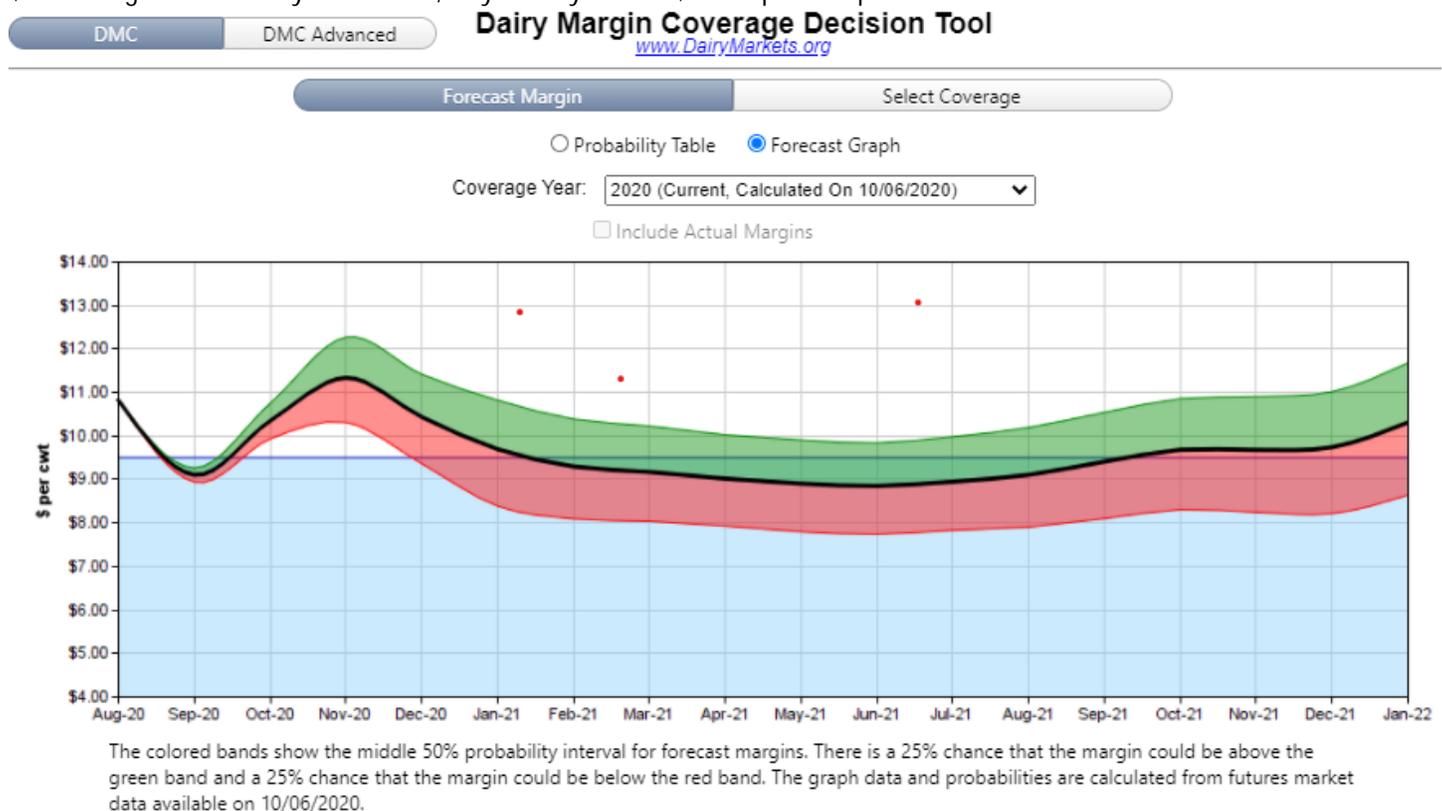
The U.S. Department of Agriculture's Farm Service Agency (FSA) announced that Dairy Margin Coverage (DMC) safety-net signup for 2021 coverage will begin October 12 and will run through December 11, 2020. DMC has triggered payments for two months for producers who signed up for 2020 coverage.

Authorized by the 2018 Farm Bill, DMC is a voluntary risk management program that offers protection to dairy producers when the difference between the all-milk price and the average feed price (the margin) falls below a certain dollar amount selected by the producer. Over 13,000 operations enrolled in the program for the 2020 calendar year.

Many farms in our two counties signed up for all years of the program, achieving a significant premium advantage. However, you will still need to complete the annual sign up process. Those farms which did not do the full multi-year election have the opportunity to enroll or not enroll in the DMC program, and also what level of coverage you wish to purchase. As with other programs, contact me if you want to double-check your analysis of this program for your farm.

If you don't remember the DMC program, it is essentially a risk management insurance product offered through FSA rather than through your crop insurance providers. There are tools available to help you think through the decision making process, and you are always welcome to contact me to bounce ideas past or to help you analyze the cost/benefits ratio side of making this decision.

The graph below shows the projected margins based on current market conditions. Mark Stephenson, UW-Madison Dairy Economist, maintains the full DMC Decision Tool, where each individual farm can input their own production numbers and see how different coverage levels would affect their protected milk prices for 2021. This website can be found at <https://dairymarkets.org/DMC/> and it is relatively easy to work within. Current projections for 2021 indicate that all dairy farms should maximize their Tier 1 (under 5 mil lbs) production coverage at the \$9.50 level and select the \$5 coverage level for any Tier 2 milk, as you only have a \$0.005 per cwt premium.



This graph is snipped from the Dairy Margin Coverage Decision Tool (type that into a search engine and you will find it easily) on the fsa.usda website. It shows the current margins, based on milk futures and grain crop futures. It is guaranteed that these numbers will not hold, but it gives you the current situation.

USDA to Provide Additional Direct Assistance to Farms via CFAP-2

A major addition to this program from the original CFAP program is alfalfa and other crops have been added.

USDA announced up to an additional \$14 billion for agricultural producers who continue to face market disruptions and associated costs because of COVID-19. Signup for the Coronavirus Food Assistance Program (CFAP 2) began September 21 and will run through December 11, 2020.

Producers can apply for CFAP 2 at USDA's Farm Service Agency (FSA) county offices. This program provides financial assistance that gives producers the ability to absorb increased marketing costs associated with the COVID-19 pandemic. Producers will be compensated for ongoing market disruptions and assisted with the associated marketing costs. CFAP 2 payments will be made for three different categories of commodities.

Price Trigger Commodities

Price trigger commodities are major commodities that meet a minimum 5-percent price decline over a specified period of time. Eligible price trigger crops include barley, corn, sorghum, soybeans, sunflowers, upland cotton, and all classes of wheat. Payments will be based on 2020 planted acres of the crop, excluding prevented planting and experimental acres. Payments for price trigger crops will be the greater of: 1) the eligible acres multiplied by a payment rate of \$15 per acre; or 2) the eligible acres multiplied by a nationwide crop marketing percentage, multiplied by a crop-specific payment rate, and then by the producer's weighted 2020 Actual Production History (APH) approved yield. If the APH is not available, 85 percent of the 2019 Agriculture Risk Coverage-County Option (ARC-CO) benchmark yield will be used.

= For broilers and eggs, payments will be based on 75 percent of the producers' 2019 production.

= Dairy (cow's milk) payments will be based on actual milk production from April 1 to Aug. 31, 2020. The milk production for Sept. 1, 2020, to Dec. 31, 2020, will be estimated by FSA.

= Eligible beef cattle, hogs and pigs, and lambs and sheep payments will be based on the maximum owned inventory of eligible livestock, excluding breeding stock, on a date selected by the producer, between Apr. 16, and Aug. 31, 2020.

Flat-rate Crops

Crops that either do not meet the 5-percent price decline trigger or do not have data available to calculate a price change will have payments calculated based on eligible 2020 acres multiplied by \$15 per acre. These crops include alfalfa, oats, hemp, millet, mustard, safflower, triticale, rapeseed, and several others.

Sales Commodities

Sales commodities include specialty crops; aquaculture; nursery crops and floriculture; other commodities not included in the price trigger and flat-rate categories, including goat milk; mink (including pelts); mohair; wool; and other livestock (excluding breeding stock) not included under the price trigger category that were grown for food, fiber, fur, or feathers. Payment calculations will use a sales-based approach, and paid according to gradations associated with their 2019 sales.

A complete list of eligible commodities, payment rates and calculations can be found on farmers.gov/cfap.

Applying for Assistance

Producers can apply for assistance beginning Sept. 21, 2020. Applications will be accepted through Dec. 11, 2020.

Additional information and application forms can be found at farmers.gov/cfap. Documentation to support the producer's application and certification may be requested. All other eligibility forms, such as those related to adjusted gross income and payment information, can be downloaded from farmers.gov/cfap/apply. For existing FSA customers, including those who participated in CFAP 1, many documents are likely already on file. Producers should check with FSA county office to see if any of the forms need to be updated.

Customers seeking one-on-one support with the CFAP 2 application process can call 877-508-8364 to speak directly with a USDA employee ready to offer assistance. This is a recommended first step before a producer engages with the team at the FSA county office.

All USDA Service Centers are open for business, including some that are open to visitors to conduct business in person by appointment only. All Service Center visitors wishing to conduct business with FSA, Natural Resources Conservation Service or any other Service Center agency should call ahead and schedule an appointment. Service Centers that are open for appointments will pre-screen visitors based on health concerns or recent travel, and visitors must adhere to social distancing guidelines. Visitors are also required to wear a face covering during their appointment. Our program delivery staff will be in the office, and they will be working with our producers in the office, by phone and using online tools. More information can be found at farmers.gov/coronavirus.

Culling Considerations for Beef Cow-Calf Herd

Written by: Ryan Sterry & Bill Halfman, UW-Madison Division of Extension Agriculture Agents

Culling decisions are a routine part of beef cow-calf herd management. Producers should make culling decisions based on what is best for their farm's profitability, and what is best for animal well-being. This can be summed up as marketing cattle while they are in a condition that processors prefer, before they become a transportation risk, and their value declines.

Adequately conditioned cows have greater carcass and economic value and are increasingly being referred to as market cows instead of cull cows. The following suggestions are general considerations for you to factor in when developing your farm's culling strategies.

Decisions specific to an individual animal

= **Declining health and/or weight loss:** Scrutiny is greater than ever to evaluate livestock fitness for transport, specifically cattle at risk for becoming non-ambulatory. Cows must be in adequate health to make the haul when leaving the farm for market and from market to the processing plant. Farmers need to make the decision to market cows before declining health or low Body Condition Scores (BCS) makes them less desirable to processors and sales revenue is lost.

= **Reproduction:** Reproductive efficiency is one of the greatest factors impacting beef cow-calf enterprise profitability. Open cows and heifers consume feed without providing income from calf sales. Late calving cows produce lighter weight calves and have fewer chances to breed back. Economic modeling shows that 6 calvings are needed to recover the initial investment of rearing a replacement heifer. In Boyer's analysis it took 8 calvings if one calving season is lost due to failure to conceive, and over 9 calves if two calving seasons were lost (Boyer et. al. 2020).

= **Udder conformation:** Cows with weakening udder attachments and median suspensory ligaments can have low, pendulous udders. Extremely low udders can be difficult for calves to reach to suckle and are a risk for injury and mastitis infections. Large teats can also be difficult for calves to nurse.

= **Feet and legs:** Lameness is an animal well-being concern and can lead to rapid weight loss. In less extreme cases, undesirable foot and leg composition can lead to chronic mobility issues. Extremely straight ("posty") or set ("sickle hocked") rear leg set and poor rump structure are examples of structural faults that negatively affect mobility. In addition, the prevalence of foot diseases causing lameness, such as digital dermatitis (a.k.a. hairy heel warts), are likely underestimated in beef herds, especially in confinement beef operations (Kulow 2017).

= **Poor calf performance:** Complete, accurate, multi-year production records should be leveraged into your decisions for removing inferior dams by factoring in calf performance. Cows that consistently wean light weight calves indicate a poorer ability to produce milk, nurture a calf, or simply have inferior genetics. Care needs to be taken to use production records properly. Calves of first and second calf heifers shouldn't be expected to perform the same as calves from mature cows, and records need to be kept in a fashion that can sort this out. Additionally, a one-time event, such as calf sickness, may occur that has nothing to do with mothering ability, emphasizing the importance of multi-year records.

= **Disease:** In addition to disease conditions that result in rapidly declining health, there may be profit robbing chronic diseases to manage, or eliminate, from your herd. This may include cows testing positive for Johne's disease, Bovine Viral Diarrhea (BVD), and Bovine Leukosis (BLV).

= **Disposition:** Vigorous calves and protective mothers are a good thing, to a point, but extremely aggressive behavior has negative consequences. Cows with overly aggressive dispositions are a danger to handlers. The heritability of disposition is moderate to high in cattle. Feedlot cattle with more excitable disposition scores have been shown to have decreased body weights, poorer average daily gains, and poorer carcass yield, grade, and marbling scores (Reinhardt et. al. 2009)

Herd level decisions

In addition, you may be faced with considerations above and beyond a specific cow in the herd:

What is your current cow inventory in relation to desired herd size?

Have you retained a sufficient number of replacement heifers, or have the means to purchase replacement heifers?

What is the price spread between market cow values and replacement heifer prices?

Do pasture conditions and feed inventories support your current herd size?

Optimizing Value

According to the National Beef Quality Audit, market (cull) breeding animals contribute up to 20 percent of gross revenue for beef operations (National Cattlemen's Beef Association, 2016). Despite their contribution to gross revenue, many farms market cows without a plan to optimize their revenue.

Seasonal price patterns have been well documented for market cows (Amadou et. al. 2014; Blevins 2009; Peel & Doye, 2017). While exceptions can occur due to market volatility, price lows typically occur in November. Peak prices occur in late spring through mid-summer. With the majority of beef herds practicing spring calving and fall weaning, market cow volume increases in the fall as calves are weaned, cows are typically pregnancy checked, and decisions on who remains in the herd are made.

Holding onto market cows until spring has promise for higher prices, but the cost and risk of doing so must be factored in. Having a plan to add weight to thin cows and increase their quality grade can tip the scales in your favor. Body Condition Scores can be used to approximate market cow class and the amount of BCS improvement needed to move up in classification. Breakers are approximately BCS 7 and above, Boning utility (Boner) are approximately BCS 5-7, and Lean's and Lights are BCS less than 5. Lights have approximate hot carcass weights less than 500 pounds (Peel and Doye 2017, Selk).

On average it takes about 75 pounds of weight gain to increase one point in BCS. On the other extreme, overly fleshy cows (BCS over 7) may not receive as much of a market premium and are less feed efficient.

There are risks to prolonging ownership of market cows. Not all cows are good candidates to add condition to. Cows with rapidly declining BCS, poor teeth, advanced age, or health problems should be marketed in a timely fashion, or risk becoming non-marketable and losing all value. Feed inventory and prices must be considered. Yardage expenses and added labor costs need to be accounted for as well.

A strategy sometimes overlooked is pregnancy checking cows in early Fall, and marketing open cows in September and early October. In a typical year market cow prices will be declining, but not have reached seasonal lows. An added benefit to this strategy is it also reduces feed costs associated with retaining market cows.

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- Reinhardt, C. D, W.D. Busby, and L.R. Corah, "Relationship of various incoming cattle traits with feedlot performance and carcass traits." *Journal of Animal Science*, 2009-09-01, Vol.87 (9), 3030
- Glenn Selk, "Know the Cull Cow Grades Before You Sell." <https://beef.unl.edu/cattleproduction/cullcowgrades2008>

Scott's NOTE: If you need assistance analyzing forage inventory, forage needs, pasture productivity, or any other of the concepts discussed in this article, you can contact me either via phone or e-mail. 715-923-0807 is cell phone and scott.reuss@wisc.edu is one of my e-mail addresses. Contact Info is on the front page, as well.



Extension

UNIVERSITY OF WISCONSIN-MADISON



Farm Management Update for Ag Professionals

Dairy Market & Nutrition Update

October 22, 2020 1:00-2:30 PM

Second in a series of webinars this fall taking the place of the biannual Farm Management Update.

Agenda:

Pandemic, Prices and PPDs... What will 2021 Offer?

Dr. Mark Stephenson, Director of the UW Center for Dairy Profitability

Feeding the 2020 Corn Silage

Dr. Luiz Ferrareto, UW-Madison Department of Dairy Science & Extension

Ruminant Nutrition Specialist

Registration by 5:00 PM October 21: <https://go.wisc.edu/19k1tn>

This program is being sponsored by UW-Madison Division of Extension offices: Brown, Calumet, Door, Fond du Lac, Kewaunee, Manitowoc, Marinette, Oconto, Outagamie, Ozaukee, Shawano, Sheboygan, Washington, Waupaca, Winnebago.

Questions about the program? Please contact co-chairs:

Amber O'Brien, Agriculture Educator Calumet County
920-849-1450 ext. 3
amber.obrien@wisc.edu

Steph Plaster, Agriculture Educator Ozaukee & Washington Counties
Ozaukee: 262-284-8288 Washington: 262-335-4477
stephanie.plaster@wisc.edu

Michigan State University Extension's Beginning Grazing School Webinar Series

WHO SHOULD ATTEND: Farmers and landowners who graze dairy, livestock and small ruminant animals, and want the latest animal and forage research on grazing management.

PROGRAM AGENDA: • October 13: Soil Health and Fertility • October 15: Nutrition, Health and Welfare of Grazing Animals • October 20: Pasture Establishment and Renovations, • October 22: Fencing & Water • October 27: Pasture Allocation, Stock Density, Costs • October 29: Designing a Grazing Plan

7 - 8:30 p.m. Each Tuesday and Thursday in October ONLINE COST: \$10 per session

HOW TO REGISTER: <https://events.anr.msu.edu/grazing2020/>

CONTACT: Kable Thurlow MSUE Beef & Grazing Educator 989-426-7741 thurlowk@msu.edu

The Cutting Edge: A Podcast in Search of New Crops for Wisconsin

Join UW-Madison Division of Extension as they search for new crops for Wisconsin growers, processors, and consumers. The strength of Wisconsin's agricultural economy is its diversity...something that doesn't just happen by chance. It is a product of the relentless drive of researchers and farmers to innovate, explore, and experiment. Join us for a glimpse into the exciting new research and development bringing new crops and diversity to Wisconsin.

Current episodes available on the Cutting Edge website (<https://fyi.extension.wisc.edu/grain/cutting-edge/>) are Industrial Hemp; Hemp for CBD; Hazelnuts; Hazelnut Field Updates; Hull-less Barley; Kernza; Malting Barley; Hops; Winter Spinach; Eldeberry; Prairie STRIPS; and there are new episodes consistently posted. From the web page, you can subscribe to get updates, etc...

Prevea Health now offers free COVID-19 testing in Marinette

(NOTE: Extension is not intending to convey that including this information in the newsletter is an endorsement of Prevea Health. We are simply letting farm families know that there is an avenue for getting tested, if anyone in your family or your farm staff that is experiencing COVID-like symptoms.)

Prevea Health is now offering free COVID-19 testing in Marinette at the Prevea Marinette Health Center located at 1409 Cleveland Ave. Testing is available to anyone experiencing any of the following symptoms of COVID-19: Cough; fever; chills; repeated shaking with chills; muscle pain; shortness of breath or difficulty breathing; headache; sore throat; new loss of taste or smell.

Those experiencing any of those symptoms and who wish to be tested must sign up on Prevea's online patient portal, MyPrevea. You do not have to be an established Prevea patient to set up an account on MyPrevea or to access a free test. MyPrevea can be accessed at www.myprevea.com or downloaded as an app on Apple or Google Play. It takes just minutes to set up an account, complete a short assessment and register for a test.

Those who register for a test on MyPrevea may choose from multiple Prevea Health locations across the state to have their COVID-19 test completed. Those who choose the Prevea Marinette Health Center should, upon their arrival for their registered test day/time, follow the signs/instructions provided on site as it is a drive-up process to receive the test (tests are not performed inside the health center). Test results are then available within 2 to 7 days on the patient's MyPrevea account which is safeguarded to ensure patient privacy and confidentiality. While MyPrevea is preferred for COVID-19 test information and registration, community members may also call (920) 272-3540.

Prevea Health also offers free COVID-19 testing in 14 additional locations throughout the Greater Green Bay, Lakeshore, Northern Wisconsin and Western Wisconsin regions. Anyone experiencing severe and life-threatening COVID-19 symptoms should call 911. If they prefer to travel to an emergency room on their own, they should call the hospital prior to their arrival to explain their symptoms. This will provide the emergency department time to prepare for their arrival and be sure others in the area will be protected from the potential spread of infectious disease.



Extension

UNIVERSITY OF WISCONSIN-MADISON
MARINETTE COUNTY

Nitrogen, No-Till, and Soil Health Field Day

Hosted by: Dudkiewicz Farms

Wednesday, October 28th 1 to 3 p.m.

Free to Attend

In field, at the end of Bugarsky Lane, one-half mile west of Crivitz on Cty. Hwy. A (Watch for signs)

Event features corn nitrogen rate plot (0 to 200 lbs N/acre); corn hybrid plot viewing option; and in-field discussions/showcasing winter wheat and corn no-till systems.

Discussion groups will be led by Ashley & Joe Dudkiewicz, hosts; Jamie Patton, Regional Nutrient & Pest Management Outreach Specialist; and Scott Reuss, Marinette County Agriculture Agent.

Discussion topics & plots present:

= Soil health: What does it really mean? What practices can we do to improve soil health and how do they impact soil health in a specific field? How do our practices contribute to future yield and crop economics?

= No-till: Making it work to your benefit in Northeastern Wisconsin. Yes, there are occasional challenges, but the short and long-term benefits have proven to be substantial. Ashley & Joe will review the in-field realities of working with exclusive no-till management.

= Nitrogen Rates: View the effects of nitrogen rates and timing on corn and review other local nitrogen rate research (winter wheat; grass hay; sorghum-sudangrass; oats).

Please pre-register, if possible, by contacting Scott Reuss at either 715-923-0807 (text or call) or e-mailing to scott.reuss@wisc.edu Also note that COVID-19 related distance and group size requirements will be followed. If you are experiencing any potential symptoms, please stay home.

An EEO/Affirmative Action Employer, University of Wisconsin-Madison, Division of Extension, provides equal opportunities in employment and programming, including Title IX and ADA requirements. If you will need any accommodations to attend this program, please contact Nancy Servais at 715-732-7514 as soon as possible prior to the program date.