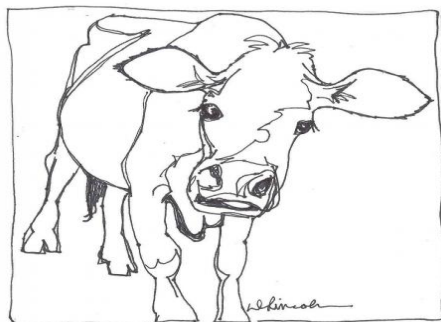


## Oconto & Marinette County Agriculture Newsletter



### From the Desk of Oconto County Agriculture Agent Sarah Mills-Lloyd

Have you noticed billboards dotting the landscape, paper advertisements in agriculture newspapers, a new theme color to the Extension webpage, and a new logo on this newsletter? All these changes have been done in an effort to align Extension's affiliation with the University of Wisconsin-Madison, which took place on July 1, 2018. In addition to the logo change, our email address will change within the next few months. We will make every concerted effort to make you aware of our new email addresses; however, until then continue to use the email addresses listed in the left-hand column.

The logo and color scheme may have changed, but Extension's purpose, vision and values have not. Extension is the Wisconsin Idea—bringing research and education to the residents of Wisconsin!

Numerous meetings and trainings are being held in the next few months. A complete listing can be found on page two in the calendar of local and regional events.

Most, if not all, of the upcoming meetings require registration prior to the event, please consult the individual flyers for registration deadline dates. Since we cannot plan for the weather, meeting registrations are particularly important as a means to contact you if the event is canceled due to inclement or dangerous weather.

As always, please do not hesitate to call my office (920) 834-6845 if you have questions.

Stay warm!

*Sarah Mills-Lloyd*

Agriculture Agent—Specializing in Dairy and Livestock  
UW-Madison Division of Extension Oconto County

**Oconto County  
Agriculture Agent**  
*Sarah Mills-Lloyd*  
(920) 834-6845  
[sarah.millslloyd@uwex.edu](mailto:sarah.millslloyd@uwex.edu)  
Fax: (920) 834-6853  
Relay: 711 for Wisconsin

**Marinette County  
Agriculture Agent**  
*Scott Reuss*  
(715) 732-7510  
Toll Free: (877) 884-4408  
[scott.reuss@uwex.edu](mailto:scott.reuss@uwex.edu)  
Fax: (715) 732-7532  
Relay: 711 for Wisconsin

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

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## CALENDAR OF LOCAL & REGIONAL EVENTS

February 8 & 9	Wisconsin Dells	Wisconsin Cattlemen's Association Winter Conference
February 16	Hillsboro	Hop Production for the Wisconsin Craft Brew Industry
February 16 & 17	Wisconsin Dells	Cut Flower Growers' School
February 18-20	Wisconsin Dells	Midwest Forage Association & Custom Operator Seminar
February 21	Lena	Private Pesticide Applicator Training
February 21	Cecil	Shawano County Forage Council
February 22	Kimberly	Better Heifers, Better Cows Meeting
February 27	Green Bay	Midwest Manure Summit
February 28	Green Bay	Produce Safety Rule Training
March 1		Sesquicentennial & Century Farm/Home Application Deadline
March 7	Lena	Soybean & Waterhemp Management Workshop
March 20	Green Bay	Supporting Farmers During Challenging Times
March 22	Lena	2019 Forage Production Day
March 30	Marinette	Northern Lights Master Gardener Spring Garden Conference
April 4-June 20	Mountain	Master Gardener Training: Thursday evenings 6:00-9:00 pm
April 11	Coleman	Youth for the Quality Care of Animals In-Person Training
May 4	Gillett	Youth for the Quality Care of Animals In-Person Training

## HAY PRICE REPORT as of January 28, 2019

Currently hay demand and price reports can be found at: <https://fyi.extension.wisc.edu/forage/h-m-r/>

Hay Grade	Bale type	Price (\$/ton)		
		Average	Minimum	Maximum
Prime (> 151 RFV/RFQ)	Small Square	\$235.00	\$205.00	\$320.00
	Large Square	\$206.00	\$160.00	\$265.00
	Large Round	\$175.00	\$145.00	\$220.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$192.00	\$160.00	\$224.00
	Large Square	\$182.00	\$120.00	\$250.00
	Large Round	\$156.00	\$100.00	\$240.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$160.00	\$100.00	\$210.00
	Large Round	\$140.00	\$95.00	\$185.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$152.00	\$130.00	\$175.00
	Large Round	\$110.00	\$60.00	\$180.00

## EVENTS, DEADLINES AND NOTES

### Beef Quality Assurance (BQA) Training

Beef Quality Assurance is a national program that raises consumer confidence by offering training in proper management techniques with a producer commitment to quality within every segment of the beef industry.

Effective January 1, 2019, several large packers and processors will only purchase from Beef Quality Assurance (BQA) or National Farmers Assuring Responsible Management (FARM) certified farms. Buyers and stockyards will be confirming compliance at the point of sale.

Most dairy farms are already BQA certified with their completion of the National FARM program with their dairy processor. BQA equivalency documents for dairy farms include:

- Completed FARM Animal Care Version 3.0 or newer
- FARM Program supplied letter from cooperative or processor indicating completion of Version 3.0 or newer
- Signed Livestock Marketing Association affidavit

What does this mean for dairy and beef farmers who sell cattle? You will need to complete certification training in either BQA or FARM, and submit paperwork declaring your date of certification and certification number or equivalency documents.

By attending an in-person training for BQA, you can become certified in BQA. Several BQA trainings are being offered locally by University of Wisconsin-Madison Division of Extension Agriculture Agent, Sarah Mills-Lloyd.

**February 13: Registration 10:00 am, Training 10:30 am**  
 Florence Natural Resource Center  
 5628 Forestry Drive, Florence, WI 54121

**February 16: Registration 12:30 pm, Training 1:00 pm**  
 Gillett Community Center (Former BMO Harris Bank)  
 Building immediately east of Gillett Library, Gillett, WI 54124

**Beef Quality Assurance (BQA) Training (Continued)**

Select the date and location that fits your schedule. The cost for the program is \$15 per farm and payable at the door. Pre-registration for each session is preferred, but not mandatory one week prior to the meeting. Please call the UW-Madison Division of Extension Oconto County office (920) 834-6845 with name(s) of those attending. Each location will offer the same information, you only need to attend one complete session to become BQA certified. If you are unable to attend the in-person trainings, Beef Quality Assurance (BQA) Certification also available online at [bqa.org](http://bqa.org).

For additional information about the upcoming BQA trainings, please contact Sarah Mills-Lloyd in the UW-Madison Division of Extension Oconto County office (920) 834-6845.

**Youth for the Quality Care of Animals**

Wisconsin has replaced the MAQA (Meat Animal Quality Assurance) program with the Youth for the Quality Care of Animals (YQCA) national program. This interactive program provides youth options for annual quality assurance certification.

Exhibitors of the following species in Oconto County must complete Youth for the Quality Care of Animals (YQCA) national program: **beef, dairy, dairy goat(s), meat goat(s), poultry, rabbit, sheep and swine and poultry** in order to be eligible to sell in the 2019 Oconto County Youth Fair Sale of Champions. In addition, it will count as one of your educational points for the Oconto County Fair, and be required for those who intend to show beef, sheep, swine, goats, dairy, poultry and rabbits at the 2019 Wisconsin State Fair.

The YQCA training provides a common framework for food animal quality assurance programs, which will strengthen the youth educational experience, improve the care of food animals, and promote a higher level of consumer food safety. In addition, youth will learn about other species of animals; not just the species they show. Each year, youth will complete one new module in each of the following categories: Animal Welfare (basic needs, proper animal handling, biosecurity, etc.), Food Safety (medications, medicated feeds, withdrawal times, avoiding residue, etc.), and Character Education (ethics, goal setting, career exploration, etc.).

The YQCA program was peer-reviewed for content and age appropriateness. It is supported by Wisconsin 4-H and FFA leaders. Youth for the Quality Care of Animals training content and modules will demonstrate a progression of topic knowledge in designated age categories (age as of January 1):

- Junior (8-11 years old) • Intermediate (12-14 years old)
- Senior (15-18 years old) • Young Adult (19-21 years old)

The YQCA training is an effort to provide flexibility to accommodate busy seasonal schedules, while providing relevant age-specific food animal quality assurance training. There are three options to become YQCA certified:

- In-person instructor led training—available for juniors (8-11 year olds only)
- Online modules
- Online test-out (**NEW for 2019!**)

The online test-out option is only available for youth 12, 15, and 19 years old. Online fees associated with the

test-out option will only be collected if the test is passed. On average, it will take approximately 60 minutes per year to complete all the required online training modules or in-person training—depending on age and familiarity with presented information.

Maintaining current information, and developing creative modules on an online learning platform costs a significant amount of money. Youth exhibitors will pay depending on the training option. Youth completing the online modules will pay \$12/person/year, and face-to-face trainings offered for juniors (youth age 8-11) only will pay \$3/person/year. The fee for the test-out option is pro-rated depending on the age of the youth.

To complete the YQCA online training or register for face-to-face training, log into <http://yqca.org>. Follow the step-by-step instructions to create a user identity and password. All payments for either the online or in-person training will be made using the YQCA website.

Two in-person trainings will be offered for juniors (8-11 year olds). The dates and locations of the trainings are listed below. Space will be limited, and registration will be taken only through the YQCA website (<http://yqca.org>).

**2019 YQCA In-Person Trainings for  
Juniors (8-11 year olds) ONLY:**

**Thursday, April 11—Pound Town Hall, Coleman 6:00 – 7:30 pm**

**Saturday, May 4—Gillett Community Center, 204 E Main Street, Gillett 10:30 am – Noon**

If you complete your YQCA training online, it is recommended to print the completion certificate at the end of the online session. Access to the in-person YQCA completion certificate will be available approximately one week following the completing of the instructor led training. The certificate and ten-digit certificate number can only be accessed through your account at <http://yqca.org>. The certificate with the corresponding ten-digit certificate number will be requested by the Oconto County Fair at the time of fair entries for training verification.

Effective January 1, 2019, several large packers and processors will only purchase from Beef Quality Assurance (BQA) farms. Buyers and stockyards will be confirming compliance at the point of sale. Youth for the Quality Care of Animals is equivalent to certification in Beef Quality Assurance (BQA). No additional certification or training by youth will need to be completed, if they have successfully completed their annual YQCA certification.

If you are not YQCA certified, you will not be eligible to sell in the Sale of Champions at the 2019 Oconto County Fair. Training must be renewed every year for YQCA. Exhibitors must complete all online modules, attend the entire in-person training, or successfully test-out to be certified. Please choose the option that works best for you!

If you have any questions about the YQCA training, please contact Sarah at (920) 834-6845. You may also visit the UW-Extension Wisconsin Youth Livestock Program website (<https://fyi.uwex.edu/youthlivestock/yqca/>) for additional YQCA information.

### **Produce Safety Rule Training**

The safety of our produce impacts everyone. A **Produce Safety Alliance (PSA) Wisconsin Grower Training** hosted by UW-Extension and Wisconsin Department of Agriculture, Trade and Consumer Protection Division of Food and Recreational Safety **will be offered on Thursday, February 28<sup>th</sup> at the Neville Public Museum in Green Bay.** This course is for fruit and vegetable growers and others interested in learning about produce safety, the Food Safety Modernization Act (FSMA) Produce Safety Rule, Good Agricultural Practices (GAPs), and co-management of natural resources and food safety.

After attending the entire course, participants will be eligible to receive a certificate from the Association of Food and Drug Officials (AFDO) that verifies they have completed the training course. To receive the AFDO certificate a participant must be present for the entire training and submit appropriate paperwork to their trainer at the end of the course. Participants must be at least 14 years old to receive the AFDO certificate.

The **fee to attend is \$65**, which covers the costs for PSA Grower Training Manual, a Certificate of Course Attendance from AFDO, and lunch.

**Pre-registration is required. Register at [fsmaproducesafety.wiscweb.wisc.edu](http://fsmaproducesafety.wiscweb.wisc.edu), or contact the Brown County Extension office (920) 391-4610 for paper registration.**

### **Private Pesticide Applicator Training**

A final private pesticide applicator training will be held on **February 21, 2019 at 10:00 am** with an optional half-hour discussion of crop management issues starting at 9:30 am at **Lena Town Hall.** The **cost is \$40** and registration information can be found in the January edition of the Agriculture Newsletter or by calling Scott Reuss, Marinette County Extension (715) 732-7510.

### **Sesquicentennial & Century Farm/Home Applications**

Wisconsin State Fair would like to recognize farms or homes with either 150 years (sesquicentennial) or 100 years (century) of continuous ownership through the year 2018. Forms may be requested by contacting Jill Albanese (414) 777-0580 or via email at [jill.albanese@wistatefair.com](mailto:jill.albanese@wistatefair.com). **Application deadline is March 1, 2019.**

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### **University of Wisconsin-Madison Division of Extension Nondiscrimination Policy**

Periodically, Extension takes steps to assure that our partners know and understand our policy of nondiscrimination. Extension does not discriminate in the treatment of individuals, in the admission or access to its programs and activities, in the provision of services, or in employment.

Further, Extension will not participate with organizations or in activities which discriminate on the basis of any of the legally prohibited categories of gender/sex, creed, disability, religion, national origin, ancestry, age, sexual orientation, pregnancy, marital or parental status, arrest or conviction record, or membership in the national guard, state defense force or any other reserve component of the military service. Consistent with the Americans with Disabilities Act, persons who need materials in alternative format or other accommodations must write or call the main telephone number at Division of Extension Oconto County, (920) 834-6845 at least 10 working days prior to the event.

Individuals who need TTY access may contact Division of Extension Oconto County by calling the Wisconsin Telecommunications Relay System at 711.

On behalf of UW-Madison Division of Extension Oconto County, we thank you for collaborating with our faculty and staff in their many educational endeavors. We appreciate your support and working relationships as we provide educational programs designed to empower the diverse citizens of Oconto County.

### **Looking for a way to track your farm operating expenses?**

The Oconto County Extension office has copies of the Wisconsin Farm Account and Record Book for sale. This written record book is for those who prefer to keep hand-written records.

The Wisconsin Farm Account and Record Book was reproduced from suggestions of The University of Wisconsin College of Agriculture following years of extension study. It is a complete, adequate bookkeeping system. The record book is designed to provide, if properly kept, all of the figures you will need to prepare your state and federal tax returns, plus a Profit and Loss statement of your year's farm operation.

Please stop-in the Oconto County Extension office located in room 3033 at the Oconto County Courthouse, or remit payment of the cost of the book to Oconto County UW-Extension, 301 Washington Street, Oconto, WI 54153 to have your copy mailed to you. Cost of each book is \$8.00.

### **Upcoming Meetings:**

#### **Soybean and Waterhemp Management Workshop**

A Soybean and Waterhemp Management Workshop will be held on **March 7, 2019** at the **Lena Town Hall.** Speakers will include: John Gaska, UW Soybean Agronomy Program; Jamie Patton, UW Nutrient Pest Management Program; Richard Proost, UW Nutrient Pest Management Program, and Scott Reuss, UW-Madison Division of Extension Marinette County Agriculture Agent. Registration information and program details will be available in the next newsletter.

#### **Northern Lights Master Gardener Spring Garden Conference**

The annual Spring Garden Conference will be held at UW-Green Bay Marinette campus on **March 30, 2019.** Topics will include: plant diseases, woody perennial selection, bumble bees, vegetables, bramble fruits, coneflowers, grafting, composting, and more! The program details will be available the second week of February. Look for conference details in the next newsletter, check the UW-Madison Division of Extension Marinette County webpage, or contact Scott by calling, Marinette County Extension (715) 732-7510.



## Hop Production for the Wisconsin Craft Brew Industry

### 10th Annual Seminar



**Hillsboro Brewing  
Company**  
815 Water Street, Hillsboro, WI  
**February 16, 2019**

#### For more information contact:

**Carl Duley**  
UW-Extension, Buffalo County Ag Agent  
608-685-6256  
[carl.duley@ces.uwex.edu](mailto:carl.duley@ces.uwex.edu)

**Jerry Clark**  
UW-Extension, Chippewa County Ag Agent  
715-726-7955  
[jerome.clark@ces.uwex.edu](mailto:jerome.clark@ces.uwex.edu)

**Ken Schroeder**  
UW-Extension, Portage County Ag Agent  
715-346-1316  
[ken.schroeder@ces.uwex.edu](mailto:ken.schroeder@ces.uwex.edu)

**Bill Halfman**  
UW-Extension, Monroe County Ag Agent  
608-269-8722  
[bill.halfman@ces.uwex.edu](mailto:bill.halfman@ces.uwex.edu)

**George Koepp**  
UW-Extension, Columbia County Ag Agent  
608-742-9682  
[george.koepp@ces.uwex.edu](mailto:george.koepp@ces.uwex.edu)



An EEO/AA employer, University of Wisconsin-Extension provides equal opportunities in employment and programming, including Title VI, Title IX and ADA. Requests for reasonable accommodations for disabilities or limitations should be made prior to the date of the program or activity for which it is needed. Requests are kept confidential.

#### On the Web at:

<http://buffalo.uwex.edu/agriculture/barley-and-hops/>

Please be responsible.

Lodging in Hillsboro

#### Hotel Hillsboro

**Address:** 1235 Water Ave,  
Hillsboro, WI 54634

**Phone:** (608) 489-3000

Lodging also available in  
Reedsburg and Mauston.  
(20 minute drive from  
Hillsboro)



We reserve the right to  
ask any participant  
attending the program  
for age verification .

#### Hillsboro Brewing Company

**Saturday, February 16**

**8:30 am - 3:00 pm**

#### Program Agenda:

**8:30 Registration**

**9:00 Program Begins**

**12:00 Lunch**

**3:00 Adjourn**

**Keynote Speaker - Neil Reid, Ph.D, Professor of Geography and Planning, University of Toledo.** "Impact of the Craft Beer Revolution of the American Hops Industry" Since 2014, Professor Reid has been researching the growth of the craft brewing industry in the United States and its potential role in helping to revitalize neighborhood economies. To date he has published a dozen journal articles and book chapters, delivered lectures and presentations, has been quoted in media outlets regarding the economic geography of craft brewing. Professor Reid also writes a blog about the beer industry ([www.thebeerprofessor.com](http://www.thebeerprofessor.com)).

#### Speakers and Topics

**Michelle Marks, UW-Madison, Plant Pathologist; Dr. Amanda Gevens, UW-Extension/UW-Madison Plant Pathology** "Hop Disease: What we saw in 2018. What to Watch for in 2019"

**Dr. Chris Baxter, UW-Extension/ UW-Platteville** "Nitrogen Fertilization and Timing, Years of Data"

**Joshua Havil, MN Wild Hop Breeding Program** "Hop Breeding, Branding and Patents"

**Bryan Jenson, UW-Extension, IPM Coordinator** "Insect Update"

**Dan Carey, Brewmaster, New Glarus Brewing Company** "Hops & Wisconsin Craft Beer - Southern Viewpoint"

**Bo Bélanger; Brew Master and Owner; South Shore Brewing; President - WI Brewers Guild** "Hops & Wisconsin Craft Beer - Northern Viewpoint"

**Hillsboro Brewing Company** "Our History and Our Beer"



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

\_\_\_\_\_

\_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Number attending:

\_\_\_\_\_ X \$50 = \_\_\_\_\_

Registration includes materials, a light breakfast, lunch, breaks and brewery tour.

Checks made payable to UW-Extension  
(credit cards not accepted)

**Registration Deadline:**  
**Thursday, February 7, 2019**

List any dietary restrictions

\_\_\_\_\_

Send registration and payment to:

Buffalo County UW-Extension  
407 South 2nd Street  
PO Box 276  
Alma, WI 54610  
608-685-6256

# Shawano County Forage Production Clinic

## Forage Production Clinic

**February 21, 2019**

**10:00 am to 3:00 pm**

**The Main Event**

206 Lemke St, Cecil, WI

Shawano County Forage Council  
will pay the first year of local  
membership for all NEW  
members, regardless of county of  
residence, who attend the  
meeting!

### **Presentations (3 CEU credits for CCA available)**

#### **Demonstration Farm Update**

~ Barry Bubolz, NRCS Area GLRI Coordinator

Barry will give an update about the work that has been done the past few years in the Lower Fox and Door/Kewaunee Watersheds plus the introduction of the concept of Demo Farms that will be coming to a portion of Shawano County in 2019.

#### **Emerging Technologies in Manure Application**

~ Doug Sutter, Vanderloop Equipment

Doug will cover emerging technology in manure separation options. Current application equipment will be given an overview with cost benefit analysis on each.

#### **Understanding the Silent Threat in Feed—Molds and Mycotoxins**

~ Sarah Mills-Lloyd, DVM Agriculture Agent UW-Extension Oconto County

Sarah will share information on the effects on molds and mycotoxins on animals, feed testing options, and feeding principles when they are your dilemma.

#### **Ruminating on Grass Alfalfa Mixes**

~ Kimberly Kassube Agriculture Educator UW-Extension Shawano County

Kimberly will discuss some of the benefits to feeding grass alfalfa mixes.

#### **Global Insights, Local Impacts**

~ Britt O'Connell and Matt Tranel, Commodity Risk Management Group

Britt will talk about grain markets and Matt will talk on milk and cattle markets.

### **Shawano County Forage Council (starting approximately 2:25 pm)**

#### **Annual Meeting and Seed Auction**



**Advance Registration Required by February 14th**

**Make checks payable to:** Shawano County Forage Council

**Return to:** Shawano County UWEX, 311 North Main Street, Shawano, WI 54166

#### **Registration & Membership Options:**

\_\_\_ Midwest Forage Assoc & Shawano Co Forage Council Membership + Lunch @ \$65

\_\_\_ Shawano County Forage Council Membership + Lunch @ \$35

\_\_\_ Lunch only @ \$15

**\*\* \_\_\_ Lunch and NEW Shawano County Forage Council Membership @ \$15\*\***

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

Address \_\_\_\_\_

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



## University of Wisconsin-Extension Dairy Team

# Better Heifers, Better Cows

Making Wisconsin's heifer industry  
strong & competitive through university-based research and education.

**Friday, February 22**

Liberty Hall Conference Center  
800 Eisenhower Drive, Kimberly

## Meeting Details

Registration: 9:30 am  
Meeting: 10 am to 3 pm

Registration Fee:  
\$40 per person early  
registration fee  
(includes lunch & materials)

\$10 additional fee will be  
charged after February 15<sup>th</sup>



University of Wisconsin-Extension

- ♦ Cockscrew Claw Syndrome—An Unexpected Challenge!  
Nigel Cook, DVM, UW-School of Veterinary Medicine
- ♦ Strategic Use of Sexed and Beef Semen on Heifers for Maximum Profitability  
Victor Cabrera, Extension Specialist in Dairy Farm Management, UW-Madison
- ♦ Managing Heifer Inventory to Save Costs  
Matt Akins, Extension Dairy Specialist, UW-Madison
- ♦ Effects of Sorting Characteristics and Pen Overstocking on the Growth Performance of Pregnant Dairy Heifers  
Wayne Coblenz, Researcher, US Dairy Forage Research Center
- ♦ The Forgotten Herd—Housing the Growing Heifer  
Nigel Cook, DVM, UW-Madison School of Veterinary Medicine

An EEO/AA employer, University of Wisconsin-Extension provides equal opportunities in employment & programming, including Title VI, Title IX and the Americans with Disabilities (ADA) requirements.

## 2019 Better Heifers, Better Cows Meeting Registration

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

Company: \_\_\_\_\_ Telephone: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/ZIP: \_\_\_\_\_

Email address (for a direct mailing in future years): \_\_\_\_\_

Registration: \_\_\_\_\_ People x \$40 per person (includes meals & materials) = \$ \_\_\_\_\_

\_\_\_\_\_ Additional Walk-in/Late Fee after February 15 x \$10 per person + \$ \_\_\_\_\_

Total Enclosed: = \$ \_\_\_\_\_

Make Check Payable to: **UW-Extension Fond du Lac County**

Mail to: UW-Extension Fond du Lac County  
400 University Drive, Room AE-227  
Fond du Lac, WI 54935

Or call: 920.929.3171

Credit card payment for registration  
available, small surcharge applied.  
Please call for this option.

Registration **due Friday, February 15<sup>th</sup>** or a \$10 per person Late/Walk-in fee will be added.

# FREE! Industrial Hemp Educational Meeting

*Financial support provided by the Brown County Farm Bureau*

**Please note: This is NOT marijuana!**

February 25, 2019

1:00-4:30 pm

Neville Public Museum, Auditorium  
210 Museum Place, Green Bay, 54303



**Extension**  
UNIVERSITY OF WISCONSIN-MADISON  
BROWN COUNTY

***Space is limited to the first 120 pre-registered***

The Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) has extended the application deadline for the [Industrial Hemp Pilot Program](#) to March 1, 2019.

This meeting is intended for interested growers and those who support them, including service providers, consultants, agency staff, lenders, and others interested in growing industrial hemp.

## **Topics/Speakers**

### **Hemp Agronomics**

**Dr. David Williams, Agronomist, University of Kentucky**

Dr. Williams will provide information on general agronomic parameters for hemp production including variety selection, establishment, crop culture, harvesting, and post-harvest issues. This will include information for all three harvestable components; fiber, grain, and cannabinoids. Additionally, he will provide information on the economics/profitability of hemp production both within and beyond the U.S.



### **Industrial Hemp Legal Considerations**

**Larry Konopacki, Partner Stafford Rosenbaum LLP; General Counsel, Wisconsin Hemp Alliance**

Larry Konopacki will discuss legalities that should be taken into consideration when growing industrial hemp. Larry serves as general counsel to the Wisconsin Hemp Alliance.

### **Department of Agriculture, Trade and Consumer Protection (DATCP) Industrial Hemp Research Pilot Program Jennifer Heaton-Amrhein, DATCP**

Jennifer will cover federal and state law and regulations governing the hemp pilot program, 2019 licensing requirements, 2018 program results, and answer questions.

### **Local Grower Perspective**

**Growers from the Northeast Wisconsin region**

Hear from growers in Northeast Wisconsin who participated in the first ever 2018 research pilot program. They will share their experiences and have a discussion about what they did and what they learned in 2018.

## **Questions about the program?**

Contact Liz Binversie

[elizabeth.binversie@wisc.edu](mailto:elizabeth.binversie@wisc.edu)

920-391-4612

## **To register by phone:**

Call Alyssa Zirbel, 920-391-4653

## **To register by computer:**

<https://goo.gl/forms/huJkpZQFS2gGR0ag2>



# Midwest Manure Summit

<http://midwestmanure.org>

**FEBRUARY 27, 2019**

Lambeau Field Atrium  
1265 Lombardi Ave | Green Bay, WI



## MORE INFORMATION

Visit <http://midwestmanure.org>  
- OR - Contact:

Liz Binversie  
UWEX Brown County  
920.391.4612  
elizabeth.binversie@uwex.edu

Stephanie Plaster  
UWEX Ozauska & Washington Co  
262.335.4477  
stephanie.plaster@uwex.edu

## AGENDA

- 9:00 am Registration and Refreshments  
9:30 am Doors open and Welcome  
9:45 am **Selecting Appropriate Manure Technology**  
Becky Larson, UW-Madison & UW-Extension  
10:30 am **Manure Phosphorus Extraction System**  
Clinton Church, USDA-ARS Pennsylvania  
11:15 am Breakout Sessions (Choose 1)  
**Recovering Ammonia from Manure as Fertilizer**  
Shulin Chen, Washington State University  
**Phosphorus Trade-Offs With No-Till: What if Manure Had No Phosphorus?**  
John Chastain, Clemson University  
12:00 pm Lunch  
**Manure Management Outlook**  
Sara Walling, UW-Extension  
12:45 pm **Successes and Challenges Panel**  
2:00 pm Break  
2:30 pm **Groundwater Update**  
Mark Borchardt, USDA-ARS Wisconsin  
3:15 pm **Controlling Antibiotic Resistance and Bacterial Pathogens in Manure**  
John Brooks, USDA-ARS Mississippi  
4:00 pm **Closing Remarks**

NAME(S)

FARM/BUSINESS

ADDRESS

CITY / STATE / ZIP

PHONE NUMBER

E-MAIL ADDRESS

## REGISTRATION FEES

- ☐ \$125 Early Bird Fee (before Feb 1)  
☐ \$145 Registration Fee (after Feb 1)

## MAIL FORM & PAYMENT TO:

Midwest Manure Summit  
Room 227 Administrative/Extension Building  
400 University Dr  
Fond du Lac, WI 54935

☐ Check - Payable to UW-Extension

☐ VISA\*

☐ Mastercard\*

\*Credit card payment subject to \$6 convenience fee per registrant

\*Credit card payment may be called in to: (920) 929-3171

CARD NUMBER

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# Midwest Manure Summit

<http://midwestmanure.org>



## 2019 Cattle Feeder Clinic



**Tuesday, February 26th**  
**Equity Livestock Sale Barn, Marion WI**  
**Free, No Cost (advance registration required)**

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

*Register by calling:*

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

**Controlling Costs in the Feedlot**— A handful of considerations for cattle feeders regarding cost efficiencies - Garland Dahlke, Iowa State University Beef Center

### **Comparing Self Feeders to Fenceline Feeding**

Bill Halfman, Monroe Co Extension Agriculture Agent

**Tips for Selling Beef Direct to Consumers** – Adam Hady, Richland & Crawford Co Extension Agriculture Agent

## 2019 Cattle Feeders Clinic Tuesday, February 26th

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State: \_\_\_\_\_

Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Or send this registration form to:

**Waupaca County UW-Extension**  
**811 Harding Street**  
**Waupaca, WI 54981**

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# Supporting Farmers During Challenging Times

*A meeting for agribusiness professionals and agency staff*

WEDNESDAY, MARCH 20, 2019

9:00 AM TO 12:00 NOON

TUNDRA LODGE, GREEN BAY

## **AG LENDING IN TRYING TIMES**

*Michelle Backhaus, VP of Traditional Lending - GreenStone Farm Credit Services*

*Dan Kaufman, VP of Commercial Lending - GreenStone Farm Credit Services*

## **TAKING CARE OF YOU**

*Renee Koenig, UW-Extension Kewaunee County Family Living Educator*

## **MANAGING WINTERKILL - MAKING DECISIONS**

## **FOR THE 2019 CROPPING SEASON**

*Mark Kirk, Business Development and Customer Relations Manager,*

*Rock River Laboratory, Inc*

**\$10 per person. Light refreshments and materials will be provided.**

**Please RSVP by March 15. Register online: <https://goo.gl/forms/NV8wfut5o3oOJCiE2>**

**FOR MORE INFORMATION OR TO REGISTER BY MARCH 15, PLEASE CONTACT YOUR  
UW-EXTENSION AG AGENT:**

Brown Co  
**Liz Binversie**

920.391.4612

[elizabeth.binversie@uwex.edu](mailto:elizabeth.binversie@uwex.edu)

Door Co  
**Annie Deutsch**

920.746.2263

[adeutsch@co.door.wi.us](mailto:adeutsch@co.door.wi.us)

Kewaunee Co  
**Aerica Bjurstrom**

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Waupaca Co  
**Greg P. Blonde**

715.258.6230

[greg.blonde@uwex.edu](mailto:greg.blonde@uwex.edu)

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# This Thing Called Debt – A Value or Danger

By Kevin Bernhardt

Farm Debt – savior of the farm business or morally repugnant and evil? If you have been in the farm business long enough you have probably heard and felt both extremes. As almost always, the truth is somewhere in-between. One of my mother's great wisdoms was "moderation" and that value seems appropriate advice for debt in the farm business.

Debt is a valuable tool for the farm manager, but too much, too little, or unwise management of debt can hurt financial performance. This brief provides an overview of the value of debt as a farm business management tool, a key to its wise use, and its place in the financial structure of the business. Later briefs will focus on the evaluation of debt structure in a farm business.



Photo Image: Creative Commons

## Value of Debt in the Farm Business

The value of debt as a farm management tool is that the manager can use other people's money to create profits for the business. This is called "leverage." In a physical sense a person can use a long pole as a lever to lift a heavy object. In business, other people's money, or debt financing, can be used to lever or lift additional economic activity, for example:

- a tractor that allows the growing of more corn at a profitable level
- new facilities or a facilities upgrade that will result in greater production due to improved feed efficiency, lower death loss, and greater conception rates
- land for use in growing and selling crops

## The "Big" Key to the Use of Debt Financing

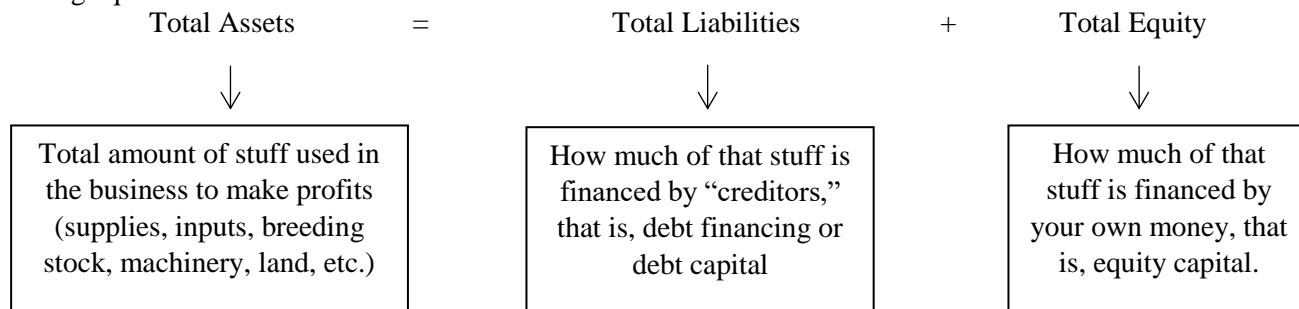
Get ready, the next sentence is the most important of the article.

*The key to successful use of debt financing is to assure that the profit you get from the use of assets purchased by debt financing is greater than the cost of debt financing (interest).*

In terms of financial ratios, is the Return on Assets (ROA) greater than the interest rate? If you get a return of 10% on assets financed by debt and have to pay 7% interest, then you have leveraged someone else's money for 3 percent. However, the double-edged sword of debt is that the opposite is true as well. That is, if the return is 4% and the cost of using the debt is 7% then the business has lost 3 percent!

## Where Debt Financing Fits in the Financial Structure of the Business

To understand the place of debt and leverage in the financial structure of the business let's begin with the universal accounting equation.



When the farm business puts its assets to work to make profits, those profits are a return to all assets, both those financed by the owner (equity capital) and those financed by somebody else (debt capital). Two common financial measures used to assess profit performance are the Return on Assets (ROA) and the Return on Equity (ROE) ratios. These two ratios also provide a way to assess the use of debt financing.

(Continued on Page 13)

## This Thing Called Debt – A Value or Danger (Continued)

An example will help illustrate the value and danger of debt financing. A business owner has \$60,000 of equity to invest in a business. Let's assume that once put to work the assets will return \$4,800 or 8% ROA. In addition the owner can borrow up to \$40,000 if they choose to do so and the return on the debt financed assets will also be 8 percent ROA. Of course, the owner will have to pay somebody for the use of their money (interest). Below are situations with varying levels of debt financing and interest rates.

<b>Situation</b>	<b>1</b>	<b>2</b>	<b>3</b>
Owner Financed (Equity Capital)	\$60,000	\$60,000	\$60,000
Creditor Financed (Debt Capital)	\$0	\$40,000	\$40,000
Interest Rate	6%	6%	10%
Return to Debt Capital Before Interest Deduction	\$0 [.08 * \$0]	\$3,200 [.08 * \$40,000]	\$3,200 [.08 * \$40,000]
Interest Costs	\$0 [.06 * \$0]	(\$2,400) [.06 * \$40,000]	(\$4,000) [.10 * \$40,000]
Net Return (Profit) from Debt Capital After Interest is Paid	\$0 [\$0 - \$0]	\$800 [\$3,200 - \$2,400]	-\$800 [\$3,200 - \$4,000]
Return (Profit) from Equity Capital	\$4,800 [.08 * \$60,000]	\$4,800 [.08 * \$60,000]	\$4,800 [.08 * \$60,000]
Total Return (Profit)	\$4,800 [\$0 + \$4,800]	\$5,600 [\$800 + \$4,800]	\$4,000 [-\$800 + \$4,800]
<i>Rate of Return on Equity (ROE)</i>	8% [\$4,800 / \$60,000]	9.3% [\$5,600 / \$60,000]	6.7% [\$4,000 / \$60,000]

In situation 1 the owner is employing his \$60,000 of equity only, getting \$4,800 of profit, or 8% ROE. In situation 2, the owner uses his \$60,000 of equity, but also borrows another \$40,000 and puts that to work earning an 8% return. He earns \$3,200 on the \$40,000 of borrowed money, pays the creditor \$2,400 of interest for use of the debt financing, and ends up pocketing an additional \$800 for a total return of \$5,600 or 9.3% ROE. He has successfully leveraged someone else's money for greater returns. However, situation 3 shows the double edged sword of debt financing. All is the same except the interest rate has increased to 10 percent. The same 8% return on debt capital (\$3,200) does not cover the \$4,000 interest cost (8% ROA < 10% *i*-rate). The \$800 loss must come from the owner and ROE falls to 6.7 percent.

Another consideration when using debt capital to expand a business is that other risks may be amplified. If a dairy uses debt capital to expand a dairy operation then the business has hopefully levered greater profits (value of using debt capital). However, it may also have levered greater risks. More cows, more outside labor, more animal waste, and etc. may increase production, human resources, legal, and environmental risks. If these risks are beyond management's ability and result in returns that are less than interest costs then the danger of debt capital may come to bear. It always circles back to management.

I don't believe mother's advice to me for "moderation" was referring to the use of debt capital! Nevertheless, the idea of too much of a good thing may very well apply to debt financing. It is a valuable tool and the risk management challenge is assuring that the return on debt financed capital is greater than the cost (interest) of using the debt. If the return is greater than the interest rate then the extra is a leveraged payment to the owner. If the return is less than the interest rate then the cost must be subsidized from another part of the business (usually the owner's equity!).

- PowerPoint presentation of "This Thing Called Debt – A Value or Danger" available at the Center for Dairy Profitability website (<http://www2.cdp.wisc.edu/>).
- Author contact: Kevin Bernhardt, [bernhardk@uwplatt.edu](mailto:bernhardk@uwplatt.edu), 608-342-6121
- Article reviewed by Arlin Brannstrom, Farm Management Specialist, Center for Dairy Profitability, Madison, WI.

## **Dairy Situation and Outlook**

**January 28, 2019**

*By Bob Cropp, Professor Emeritus*

University of Wisconsin Cooperative Extension  
University of Wisconsin-Madison

With the government shutdown key USDA reports we not available—Milk Production, stocks of dairy products, production of dairy products, dairy exports, and slaughter cow numbers—all useful in assessing the dairy situation and milk price outlook. But, I will make some observations based on what we do know.

Dairy producers faced a very difficult year last year. Milk prices have been depressed for four years with last year being the worse of the four. Milk prices fell sharply the last quarter of the year. In September the Class III price was \$16.09 but had fallen to just \$13.78 in December. The average for the year was \$14.61 compared to \$16.16 in 2017. The Class IV price did better with improving nonfat dry milk prices. The Class IV price was \$14.14 in July but improved to \$15.09 in December. The average for the year was \$14.23 compared to \$15.16 in 2017.

Milk prices will average higher in 2019 depending upon the level of milk production, domestic sales and dairy exports. Most forecasts are not overly optimistic as to how much high with increases no more than \$1. The latest milk production report was for November of last year. At that time cow numbers were declining and averaged 3,000 head or 0.03% lower year-to-date. With four years of low milk prices more than the usual number of dairy producers were exiting the industry. Milk per cow was running below the normal trend at just 1.0% higher and averaged 1.0% higher year-to-date. The result was milk production less than 1.0% higher than a year ago for September to November and averaging just 1.0% higher year-to-date. It seems logical with low milk prices that cow numbers continued to decline in December and going into January. Likewise the increase in milk per most likely continued to be no more than 1.0% for December going into January netting less than a 1.0% increase in milk production for December and probably for January.

USDA's latest dairy forecast was last December. At that time USDA forecasted the average number of milk cows for 2019 would be 20,000 head or 0.02% lower than 2018 and milk per cow would be 1.5% higher netting an increase in total milk production of 1.3% over 2018. But, milk production could well turn out less than this. The number of dairy producers exiting for at least for the first half of the year is expected to remain relatively high, and if so the decline in cow numbers could well be more than 20,000. Wet weather the spring and again the fall of 2018 lower the quality of hay and corn silage potentially dampening the increase in milk per cow to less than 1.5%. Domestic demand normally can handle about a 1% increase in milk production for reasonable milk prices. Increase above 1% require exports.

The 2018 economy was favorable for domestic demand with low unemployment and higher wages. However, beverage milk sales continue to decline. The latest milk sales was for November of last year. Sales January through November were 2.0% lower than the year before. When less milk is drank milk needs to be made into manufactured dairy products like cheese. Both cheese and butter sales were modestly higher last year. Concerns are rising that the economy may slow from last year which could dampen milk and dairy product sales.

Dairy exports will be important for higher milk prices in 2019. As long as there is a trade war between the U.S. and Mexico and China dairy exports will be curtailed. As of now this trade war doesn't appear to be ending soon. The latest export data was for October of last year. Nonfat dry milk/skim milk powder exports were still running 19% higher than a year ago with cheese exports even, butterfat exports 75% higher and whey exports 19% lower. Mexico placed a retaliatory tariff on U.S. cheese but not nonfat dry milk. Mexico is U.S. largest market for cheese and nonfat dry milk and China is the largest market for whey products and China had cut whey imports by about half. On the positive side world milk production is not increasing and world dairy product prices are improving which may offer opportunities for U.S. exports. While New Zealand's milk production is running well above a year ago, drought in Australia and the EU has reduced feed supplies forcing reduced cow numbers and lowering milk production. Also higher whey and nonfat dry milk exports to Southeast Asia replaced some of the loss exports to China. Mexico is still buying cheese with October sales to Mexico actually higher than the year before. So exports are likely to be lower than last year but still at a level to give some support to milk prices.

In summary, the increase in milk production not much more than 1%, modest growth in domestic sales and a level of exports to support milk prices I am a little more optimistic about milk prices this year. The Class III price is likely to be in the \$14's first quarter, in the \$15's second and third quarters but then in the \$16's fourth quarter and averaging \$1.10 to \$1.20 higher than last year. Class IV will start the year in the \$15's and could be in the \$16's the last half of the year and averaging \$1.40 to \$1.50 higher than last year. Yet these prices are not what dairy produces need to start to recover from four years of low milk prices. But, I am also not ruling out that we could see a better recovery in milk prices by fourth quarter.



## Scholarship Information

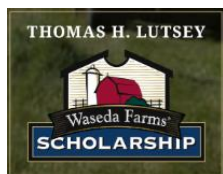
### Wisconsin Cattlemen's Scholarship Program

The scholarship application is now open for the 2019 Wisconsin Cattlemen's Scholarship Program. Scholarships are available to any high school senior enrolled or planning to enroll in any university, technical college, community college in the United States, and the University of Wisconsin-Madison Farm and Industry Short Course Program. Applications must be post marked no later than February 18, 2019.

Visit [https://www.wisconsin cattlemen.com/resources/scholarships?fbclid=IwAR0C2tDrJr\\_nGqAwcwODuhppn1BWgszLPcyucZVttKedf-Xqdotd22kP7o](https://www.wisconsin cattlemen.com/resources/scholarships?fbclid=IwAR0C2tDrJr_nGqAwcwODuhppn1BWgszLPcyucZVttKedf-Xqdotd22kP7o) for more information.



### Supporting the Future of Agriculture Through Education



The Thomas H. Lutsey-Waseda Farms Scholarship is a four-year \$10,000 scholarship for students pursuing an agriculture career that will benefit our rural Wisconsin communities. Since its inception in 1986, the scholarship has awarded over \$700,000 in gifts to more than 100 college students committed to advancing the field of agriculture in northeast Wisconsin. Visit <https://lutsey.org/application/> for more information.

### Farm First Dairy Cooperative Scholarship

With a commitment to investing in youth, FarmFirst Dairy Cooperative is proud to provide scholarships to several individuals pursuing higher education across the cooperative membership.



Visit [http://www.farmfirstdairycooperative.com/member\\_services/scholarship\\_form.php?fbclid=IwAR14FDcWc-bjeM5f-iLT8pOg93LsehelBIDyvCaKlcBu5xr5j6-bjWfmvA](http://www.farmfirstdairycooperative.com/member_services/scholarship_form.php?fbclid=IwAR14FDcWc-bjeM5f-iLT8pOg93LsehelBIDyvCaKlcBu5xr5j6-bjWfmvA) for more information.



### State Fair Dairy Promotion Board Scholarships Available

The Wisconsin State Fair Dairy Promotion Board is offering \$1,000 scholarships to be used during the second semester of the 2019-20 school year. Third and fourth-year college students pursuing dairy-related or food science degrees at one of

Wisconsin's four-year universities are eligible to apply.

Applicants will be evaluated on involvement and leadership in dairy-related activities, scholastic achievement, and career objectives. Finalists will be interviewed in mid-April, with the recipients to be recognized at the 2019 Wisconsin State Fair. The application is available at <http://wistatefair.com/competitions/dairy-promo-board/>. Application deadline is Friday, March 22. For more information, contact Katy Katzman at (262) 903-6727 or [katzman@idcnet.com](mailto:katzman@idcnet.com).

### GreenStone Farm Credit Services Scholarship Program

GreenStone awards up to \$40,000 in scholarships to incoming college freshman in the amount of \$2,000 each to selected students attending a four-year college program, and \$1,000 each to selected students attending a two-year college program.

<https://www.greenstonefcs.com/en/community/scholarships>



### Dairy Calf and Heifer Association

Each year the Dairy Calf and Heifer Association (DCHA) offers a \$1,000 scholarship. Students currently enrolled in an agriculture-related field at an accredited college or university are eligible to apply.

<https://calfandheifer.org/scholarship>

## Level I Master Gardener Volunteer Schedule: Spring 2019

Sessions are on Thursday evenings beginning April 4 and through June 20 from 6 to 9 p.m. Most sessions will have either a hands-on and/or an outdoors portion, so *please dress appropriately*. Some later sessions may be held at alternative sites, weather permitting. The schedule below will probably change, but shows topics.

Registration materials should be returned to the UWEX office by March 28, 2019 but the class may be filled prior to that date, so return them as soon as possible. If you have further questions, please call Scott Reuss at the Marinette office (715-732-7510 toll-free 877-884-4408). You can also e-mail questions to [scott.reuss@ces.uwex.edu](mailto:scott.reuss@ces.uwex.edu) and look at our web page: <http://marinette.uwex.edu>

April 4	The MGV Program and Backyard Wildlife
April 11	Soils and Soil Health
April 18	Woody Landscape Plants
April 25	Fruit Crops
May 2	Vegetables and Composting
May 9	Herbaceous Perennials and Annuals
May 16	Lawn Care; Herbs
May 23	Using Native Plants
May 30	Weed Management and Invasive Plants
June 6	Entomology; Plant Problem Troubleshooting
June 13	Plant Diseases
June 20	Test completion, correction, celebration, and Upcoming activities.

NOTE: Many nights will include mini-topics regarding Being an MGV, and Plant Propagation Methods will be demonstrated multiple nights.



The University of Wisconsin-Extension provides equal opportunities in employment and programming, including Title IX requirements. To ensure equal access, please make requests for reasonable accommodations as soon as possible prior to the program.

## Registration Form

### 2019 Master Gardener Volunteer Training

Please make check payable to UW-Extension, and mail to:

Master Gardener Program  
UW-Extension Marinette County  
1926 Hall Avenue  
Marinette, WI 54143

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

Address: \_\_\_\_\_

Phone: (day) \_\_\_\_\_

(evening) \_\_\_\_\_

Email: \_\_\_\_\_

Registration fee: \_\_\_\_\_

Individual .....\$95.00

Couple .....\$155.00

Amount Enclosed: .....\$ \_\_\_\_\_

Upon UWEX receipt of this form, or the electronic equivalent, you will be sent a registration packet. You will need to fill out those forms prior to the first session.

One of the steps in the registration process is a form that is sent to the State MGV Coordinator to allow her to conduct a criminal background check, as required by USDA for involvement in any UWEX volunteer programming.

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La Universidad de Wisconsin-Extensión, un empleador con igualdad de oportunidades y acción afirmativa (EEO/AA), proporciona igualdad de oportunidades en empleo y programas, incluyendo los requisitos del Título VI, Título IX, y de la Ley Federal para Personas con Discapacidades en los Estados Unidos (ADA).