

FARM BUSINESS NEWS

Outagamie County Agriculture – 832-5121

February/March/April 2016



February

- 10 - Pesticide Applicator Training Certification – Jackson Point, Seymour, 9:00 a.m. (KJ)
- 11 - Annual CAFO Meeting Update – UW-Fond du Lac, 11:30 a.m. (ZM)
- 12 - Pesticide Applicator Training Certification – UW-Extension, Appleton, 9:00 a.m. (KJ)
- 12 - Annual CAFO Meeting Update – Tundra Lodge Conference Center, 11:30 a.m. (ZM)
- 16 - Pesticide Applicator Training Certification – River Rail, Shiocton, 9:00 a.m. (KJ)
- 16 - Raising Quality Heifers, Liberty Hall Conference Center, Kimberly, 9:30 a.m. (ZM)
- 17 - Grain Crops Production Clinic, Doxbee's, Seymour, 10:00 a.m. (KJ)
- 22 - Forage Council Executive Board Meeting, Seymour, 8:00 p.m. (KJ)
- 23 - Rural Health Initiative Health Screenings, Deer Creek Town Hall, 8:00 – 10:00 a.m. Space limited
- 23 - Cattle Feeder Clinic, Wagenson Farm, Bear Creek, 10:30 a.m. (ZM)

March

- 1 - Dairy Modernization and Manure Meeting, Liberty Hall, Kimberly, 10:00 a.m. (ZM)
- 2 - Heart of the Farm and Annie's Project, Liberty Hall, Kimberly 10:00 a.m. (KJ)
- 9 - Heart of the Farm and Annie's Project, Liberty Hall, Kimberly 10:00 a.m. (KJ)
- 11 - Wisconsin Dairy and Beef Well-Being Conference, UW-Platteville & Pioneer Farm, 9:00 a.m. (ZM)
- 23 - Heart of the Farm and Annie's Project, Liberty Hall, Kimberly 10:00 a.m. (KJ)

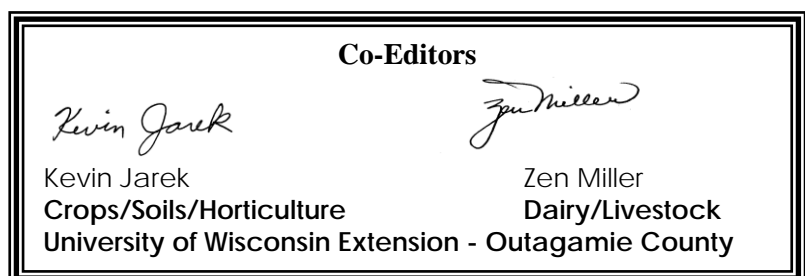
April

- 9 - Tractor Safety Certification Training, (classes go through May 7) Fox Valley Technical College (KJ)
- 15 - Holstein Spring Sale, Fairgrounds, Seymour (ZM)
- 22 - Rural Health Initiative Fund Raiser, New London (ZM)

Dear Producers,

Winter meeting season is upon us and the options seem to cover the whole territory. Crop farmers need to look at the Pesticide Applicator meetings to see when and where they can attend as Kevin is providing three places and dates to attend. He also is hosting a Grain Crops Production Clinic. I have heard several farmers tell me the budgets on crop production don't look good for 2016. There is a crop budget spreadsheet on the UW-Extension website if you want to push the pencil a little. Those of you who are involved in the dairy world have the opportunity to attend meetings with emphasis on CAFO topics, raising heifers, modernizing your facilities, manure handling, and animal well-being. Sprinkled in are a Cattle Feeding Clinic and meetings for women who are farming to sharpen their skills on finances, farm transfer and record keeping. Don't forget the Rural Health Initiative this winter. Make an appointment to get your checkup whether you have insurance or not we need to keep on top of our health vitals. Lower prices have brought some more stress back into our lives. I am hearing some people are having startling problems in our recent cold snap. When we get another cold spell be ready to bait and reduce the population.

Best wishes in 2016.



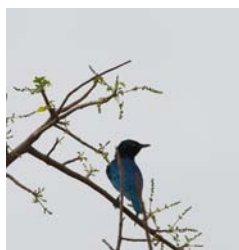
Powering America with the Sun Special Grant Opportunity to Go Solar

The USDA just announced over \$50 million in 2016 renewable energy grants through the Rural Energy for America Program (REAP). Hundreds of thousands of dollars will be awarded to Wisconsin businesses.

REAP grants offset up to 25% of total project costs. Bundled together with the 30% Federal Investment Tax Credit (ITC) and accelerated depreciation tax benefits, this brings the net cost of electricity well below utility rates. If you have considered powering your farm or business with the power of the sun, the time has never been better!

SunPeak is offering 2016 REAP grant writing assistance at zero cost to our customers. The application deadline is May 2nd. You can find the application forms and a list of grant writers at: <http://www.rd.usda.gov/programs-services/rural-energy-america-program-renewable-energy-systems-energy-efficiency/wi>

MANAGING STARLING CONFLICTS AT DAIRIES & FEEDLOTS IN WISCONSIN



European starlings often congregate in feedlots and dairies during winter in Wisconsin and cause damage by consuming and contaminating feed and potentially transmitting harmful diseases to livestock. USDA-Wildlife Services has developed a program to reduce the damage caused by starlings at dairies and feedlots.

If requested, Wildlife Services can visit the producer's operation to make a number of recommendations that can be used by the producer to reduce damage caused by the starlings. In addition, Wildlife Services can use the toxicant DRC-1339 (which is registered for use in these situations) to expediently reduce the number of starlings on the farm. DRC-1339 acts by destroying kidney function. Starlings that consume it begin to show signs of lethargy in about 6 to 8 hours and die within 24 hours. By that time, virtually all of the toxicant in their body has been metabolized and excreted, effectively eliminating the possibility of secondary poisoning. Starlings are quite sensitive to DRC-1339 while mammals and hawks are generally resistant. Therefore, hazards to non-target animals are extremely low.

The process entails applying bait high in fat and protein at locations on the feedlot for several days to establish a feeding pattern by starlings. This practice is called "enticing" and generally takes 3 to 10 days. The bait is placed in or near barns where the starlings are accustomed to feeding such as an alley between the feed bunks. After the starlings are consistently feeding on the bait, Wildlife Services will apply a limited amount of bait that has been treated with DRC-1339 at the same location where the untreated bait had been placed. Wildlife Services will provide the producer with the necessary bait, while we will apply the DRC-1339 treated bait. Wildlife Services will be on-site to monitor the project and we will remove treated bait at the end of the day. Because there are several hours between the times the toxicant is consumed and when the starlings die, it is very possible that many of the starlings will die off-site. We strongly recommend that the producer advise their neighbors that the dead starlings pose no hazard to people or pets because the toxicant has been metabolized and excreted prior to death of the starlings. Wildlife Services will return the day after treatment to remove any dead starlings from the property and any neighboring properties, if requested.

The key to a successful management project is to establish good bait acceptance. To minimize project costs, it is the producer's responsibility to conduct this part of the project. Where satisfactory bait acceptance has been established, reductions of 75% to 95% of the starlings have been achieved in most cases. Unfortunately, we cannot guarantee results.

If you have any questions regarding this program, please contact USDA-APHIS Wildlife Services at 920-324-4514 in southern WI or 715-369-5221 in northern WI.

NRCS offers Funding - to protect your Soil and improve Water Quality

Producers can apply at their local USDA NRCS Service Center at 3369 West Brewster Street, Appleton, for funding to implement conservation practices that reduce erosion and improve water quality. Some practices eligible for funding include:

- cover crops
- conservation crop rotations
- prescribed grazing
- nutrient management
- residue and tillage management
- waste storage facilities and other practices.

For more information about the funding available for conservation through the Natural Resources Conservation Service (NRCS) contact Lynn Szulczewski at (920) 733-1575, ext. 3 or go to www.wi.nrcs.usda.gov.

2016 Annual CAFO Meeting Update

An update meeting for WPDES permitted CAFO owners & managers, nutrient management plan writers and engineers.

Fond du Lac – February 11
UW-Fond du Lac
400 University Dr

Green Bay – February 12
Tundra Lodge Conference Center
865 Lombardi Ave

Registration: 11:30 a.m.

Lunch/Presentations: 12:00 noon

\$30 *in Advance*; \$45 after registration deadline and walk-ins (at the door); Lunch included
Make check(s) payable to: BCT (Brown County Treasurer) or cash only; NO Credit/Debit Cards

To register mail, fax, or email the following information to: Brown County UW-Extension, Attn: Joan, 1150 Bellevue Street, Green Bay, WI 54302 Fax: 920-391-4617. Email: Laehn_jm@co.brown.wi.us

Name(s) of Attendee(s) _____
 Firm/Farm Name _____ Phone _____
 Address _____
 Email _____

Circle location attending: **Green Bay** **Fond du Lac**

Before February 3rd: Number of people _____ x \$30.00 = \$ _____

After February 3rd: Number of people _____ x \$45.00 = \$ _____

All registrations for the following meeting notices are at the end of the newsletter

Raising Quality Heifers

Tuesday, February 16, 2016

Liberty Hall Conference Center, 800 Eisenhower Drive,
Kimberly, WI



A program geared toward dairy heifer management, producers and heifer growers will learn about the latest on heifer genomics and the veterinary feed directive (VFD). With fluctuating feed costs, producers and growers will hear about how to manage feed inputs to remain profitable. Topics of discussion will include:

- Current Views of Heifer Genomics
- Update on Heifer Feed Costs
- What's Driving the VFD & How We Got Here
- Juggling VFD with Existing Management

Presenters:

Pat Hoffman

Dairy Technical Specialist
Vita Plus

Matt Akins

Dairy Replacement Specialist
UW-Madison/UW-Extension

Dick Wallace

Senior Dairy Veterinarian
Zoetis

Registration: 9:30 a.m.

Meeting: 10 a.m.-3 p.m.

Registration Fee: \$35 per person in advance (includes lunch & materials)

\$10 *additional* "Walk-in" Fee will be charged after February 10th

For more information:

Tina Kohlman

Dairy & Livestock Agent
UW-Extension Fond du Lac Co

tina.kohlman@uwex.edu

920.929.3171

Sarah Mills-Lloyd

Agriculture Agent
UW-Extension Oconto Co

sarah.millsloyd@uwex.edu

920.834.6845

Grain Crops Production Clinic

February 17, 2016

Doxbee's, N6744 County Hwy C, Seymour

10:00 a.m. – 3:00 p.m.

Cereals are the grains



Presentations include:

- 2016 Commodity Price Outlook and Strategies for Managing Risk
Robin Schmah, Commodity Broker and Owner – AgDairy, LLC
- Maximizing Returns on Soybean Acres
Shawn Conley, UW-Extension Soybean and Wheat Specialist
- Managing Soil Fertility on Low, Medium and High Producing Fields
Carrie Laboski, UW-Extension Soil Fertility Specialist
- Soil Health and Cover Crops in Northeast Wisconsin – What do we know?
Jamie Patton and Darrel McCauley, UW-Extension Agriculture Agents
- Electing Corn Hybrids and Engaging Farmers in Crop Research and Outreach
Kevin Jarek and Annie Deutsch, UW-Extension Agriculture Agents
Scott Reuss and Eric Ronk, UW-Extension Agriculture Agents

2016 Cattle Feeder Clinic

Tuesday February 23, 2016

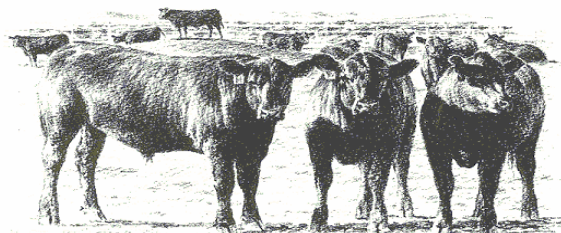
Farm Tour 10:30 a.m. - Wagenson's New Beef Facility, W9047 Cty Rd F, Bear Creek, WI

Lunch 11:30 a.m. - Deer Creek Town Hall, W9698 Cty Rd F (Corner of Hwy 76 & Cty Rd F)

Program 12:30 p.m.

Market Update & Outlook

Presented by Dr. Brenda Boetel, UW-Extension
Livestock Marketing Specialist, UW-River Falls



Veterinary Feed Directive: What You Need to Know

Presented by Adam Hady, UW-Extension Ag Agent

Yardage Survey Summary & Feeding Trial Results

Presented by Bill Halfman, UW-Extension Ag Agent

2:30 PM - Q & A / Adjourn

Pre-Registration required

Lunch provided by Equity Livestock, Marion & Bonduel

Register by calling Waupaca County UW-Extension Office 715-258-6231 or
Equity Livestock Sale Barn - Marion: 715-754-5227 or Bonduel: 715-758-2125
or Email dana.nelson@ces.uwex.edu

Dairy Modernization & Manure Meeting

Tuesday, March 1, 2016

Liberty Hall, 800 Eisenhower Dr., Kimberly, WI

9:30 a.m. Registration

10:00 a.m. Transition Cow Facility Design and Management

Dr. Gordie Jones, DVM/Dairy Consultant & Managing Partner, Central Sands Dairy LLC

Dr. David Kammel, PhD, UW-Extension Agricultural Engineering Specialist

11:00 a.m. Focus on Energy for Your Farm

Joe Kottwitz, Energy Advisor, Focus on Energy

Nicole Zaidel, Energy Advisor, Focus on Energy

11:30 a.m. Foot Baths: Good for Cows, Bad for the Soil?

Darrell McCauley, Agriculture Agent, Winnebago County UW-Extension

Jamie Patton, Agriculture Agent, Shawano County UW-Extension

12:00 p.m. Lunch

12:45 p.m. Nutrient Cycling—A Day in the Life of Phosphorous on the Dairy Farm

Liz Binversie, Agriculture Educator, Brown County UW-Extension

Jamie Patton, Agriculture Agent, Shawano County UW-Extension

1:15 p.m. Achieving Excellence in Dairy

Dr. Gordie Jones, DVM/Dairy Consultant & Managing Partner, Central Sands Dairy LLC

2:15 p.m. Break

2:30 p.m. Step by Step Transition Cow Facility Design Case Study

Dr. Gordie Jones, DVM/Dairy Consultant & Managing Partner, Central Sands Dairy LLC

Dr. David Kammel, PhD, UW-Extension Agricultural Engineering Specialist



Heart of the Farm and Annie's Project

Empowering Women in Agriculture

Wednesdays, March 2nd, 9th, and 23rd

10:00 am – 3:00 pm

Liberty Hall, 800 Eisenhower Dr, Kimberly, WI



Financial Management Workshop Series

This three day workshop series is for farm women who are interested in learning or improving their farm financial management, a part of the fabric of farm life and the farm business. This series will be inter-active between speakers and participants with in-class exercises to assist you in learning about farm financial management. This series is a "chalk talk" presentation style!"

Topics to be included in Financial Management Workshops:

- Introduction to the Financial Management Model
- Records and Recordkeeping Systems
- Financial Statements (balance sheet, income & cash flow statements)
- Analysis and Interpretation of Financial Statements
- Benchmarking of Financial Position and Performance
- Decision-Making Tools (budgeting)



Speakers:

- Nate Splett, Professor Emeritus, University of Wisconsin-River Falls Department of Agricultural Economics
- Jenny Vanderlin, Assistant Director, Center for Dairy Profitability
- Liz Binversie, Agriculture Educator, UW Extension, Brown County
- Kevin Jarek, Crops & Soils Agent, UW Extension, Outagamie County

Registration Fee: (includes materials and lunch) Financial Workshop: \$ 60.00 per person

For more information about this workshop series contact your local UW Extension Agriculture Educator:

Liz Binversie

UWEX Brown County

920-391-4612

Binversie_ey@co.brown.wi.us

Wisconsin Dairy and Beef Well-Being Conference

March 11, 2016

UW - Platteville & Pioneer Farm

1313 Markee Pioneer Student Center, Platteville, WI 53818

Registration: Early Bird (Prior to February 19th) = \$45 per person

After February 19th = \$55 per person



Continued.....

Agenda

9:00 a.m. Registration

9:30 a.m. *Keynote—Building Your Ag Story Through Social Media*

Wanda Patsche, Minnesota Farm Living

10:20 a.m. Morning Break

10:30 a.m. *Topic: Quality Assurance*

WI Beef Council, Inc.

11:20 a.m. *Topic: Cow Comfort and Transition*

Dr. Katy Proudfoot, Animal Welfare & Behavior Extension Specialist, Ohio State University

12:10 p.m. LUNCH

1:00 p.m. *Livestock Stewardship: The Puzzle of the People*

Heidi Carroll, Extension Livestock Stewardship Associate, South Dakota State University

2:15 p.m. Breakout Sessions

Dr. Ron Gill, Extension Livestock Specialist, Texas A&M University

Topic: *Getting Cattle to Work for You (Pioneer Farm Handling Facility)*

Dr. Sandy Stuttgen & Dr. Sarah Mills-Lloyd, University of Wisconsin-Extension

Topic: *Pain Management in Youngstock (campus)*

David Kammel, Biological Systems Engineering, UW-Extension

Topic: *Design & Management of Humane Animal Handling Facilities (campus)*

3:00 p.m. Adjourn

Spring 2016 Tractor & Machinery Certification Course

for youth ages 12-15

Saturdays, April 9 - May 7, 9:00 am – 3:30 pm

All training & testing will be held at:

Fox Valley Technical College

Agriculture Center

1825 N. Bluemound Dr.

Appleton



What are the Laws?

Tractor and Machinery Certification is mandated by Federal legislation for any youth 14-15 years old working on a farm not owned or operated by the youth's parents or legal guardians and who are operating tractors over 20 PTO horsepower and/or certain farm equipment.

In Wisconsin, any farm youth under the age of 16 are prohibited from operating agricultural machinery on public roads unless they have completed a Tractor and Machinery Certification Course. A law signed by the Governor in 1998 sets a lower age limit at youth 12 years of age to become certified in tractor and machinery operation.

What Can You Do?

You can make a difference in the farm injury problem that exists on Wisconsin farms by sending your children to the Tractor and Machinery Certification Course.

Registration Information

*Students should bring a lunch each day

TO REGISTER: Call Enrollment Services at (920) 735-5645

Please reference Course #64085

REGISTRATION FEE: \$ 151.75 *Payment required at time of registration*

REGISTRATION DEADLINE: April 1, 2016 (or until class reaches max. of 12 students)

Continued.....

During 1998, the Governor signed a law establishing the minimum age limit of 12 for youth to enroll in the Wisconsin Certification Program. This means that a youth must be 12 years old in order to enroll in the course for the intent of certification.

One parent or guardian must accompany his/her child to the first hour of the first session. A short presentation on parent responsibility will be conducted at that time.

Course materials and a written exam are targeted at youth who are 12-15 years old. Youth are also evaluated on how well they are able to reach and operate tractor controls on a simulated course.

This course is taught by certified instructors to meet the following objectives:

- 1) To provide youth with the means to develop positive attitudes toward tractor and machinery safety.
- 2) To provide youth with education on the basic principles of tractor and machinery safety.
- 3) To allow youth to acquire basic knowledge, and ability; and to develop safe work practices in the use of tractors and machinery.

- 4) To provide youth with education on how to identify and correct agricultural work hazards, requiring them to do inspections on their own farms or work situations.
- 5) To provide youth with basic knowledge of farm chemicals and electrical safety.
- 6) To provide youth with basic first aid/first response information in the event of an accident, using hands-on instruction by area EMTs specially trained in farm accidents.

Registrations forms for upcoming meetings

2016 Raising Quality Dairy Heifers Meeting Registration

Name(s): _____

Company: _____ Telephone: _____

Address: _____ City/State/ZIP: _____

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

Registration: _____ People x \$35 per person (includes meals & materials) = \$ _____

_____ **Additional Walk-in/Late Fee after February 10th x \$10 per person** + \$ _____

Make Check Payable to: **UW Extension**

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

Total Enclosed: = \$ _____

Or to use a credit card (\$1.50 convenience fee)
please contact program assistant
Tina Engelhardt at 920-929-3171

Registration due Wednesday, February 10 or a \$10 per person Walk-in/Late fee will be added

Grain Crops Production Clinic Registration Form

Please register by Wednesday, February 10, 2016

Name: _____

Phone: _____

Address: _____

City/Zip _____

Where do you plan to attend?

_____ Cobblestone Creek, Brillion

_____ Doxbee's, Seymour

_____ **person(s) x \$25/person = \$** _____

Make check payable to: UW-Extension

Return registration to:

For Brillion:

Grain Crops Clinic
Calumet Co. UWEX
206 Court Street
Chilton, WI 53014
920-849-1450 x5

For Seymour:

Grain Crops Clinic
Outagamie Co. UWEX
3365 W. Brewster St
Appleton, WI 54914
920-832-5121

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Dairy Modernization and Manure Meeting Registration Form

Registration Deadline: Wednesday, February 16

Name (s) _____

Address _____

City _____ State/Zip _____

Phone _____ Email _____

Cost: \$3 per person

Make Check payable to: Brown County Treasurer

Mail payment to: Brown County UW-Extension, 1150 Bellevue St, Green Bay WI 54302

Heart of the Farm and Annie's Project
Financial Management Workshop Series
Liberty Hall 800 Eisenhower Drive Kimberly, WI

Name: _____

Address: _____

City: _____ Zip Code: _____

Email: _____ Phone: _____

Registration Fee: (includes materials and lunch) Financial Workshop: \$ 60.00 per person

Make checks payable to: Brown County Treasurer

Please mail registration form and payment by February 24 to:
UWEX Brown County / FinMngt
Ag & Extension Service Center
1150 Bellevue Street
Green Bay, WI 54302

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Wisconsin Dairy and Beef Well-Being Conference

Name (s) _____

Address _____

City/State/Zip _____

Email address _____ Phone _____

attending _____ Early Bird (before February 19th) = \$45 per person
After February 19th = \$55 per person

Make check payable to: UW-Extension

Mail to: Dane County UW-Extension
Attn: Well-Being Conference
5201 Fen Oak Drive, Suite 138
Madison, WI 53718

*Contact Jennifer Blazek
at 608-224-3717
or jennifer.blazek@ces.uwex.edu
with questions.*