



Extension

UNIVERSITY OF WISCONSIN-MADISON

OUTAGAMIE COUNTY

WINNEBAGO COUNTY

# Agriculture Report

## Winter 2025

Greetings Producers,

I hope the first month of 2025 has provided you and your family with renewed optimism for what lies ahead in the new year. We have seen slight improvement in some commodities like corn and soybeans given the recent USDA estimates moving downward on the 2024 final corn and soybean yields, unfortunately other commodities like milk and wheat are trying to hold ground but may trend lower. As was the case in 2024, margins are expected to be tight as we plan for the 2025 planting season over the next few months. This is not an unfamiliar position for many. Understanding and accepting what you can control and what you cannot control is one of the most important aspects of mitigating risk.

“What is predictable is preventable” is a quote often attributed to law enforcement expert Gordon Graham, who uses it to emphasize the importance of risk management in public safety situations. However, we can easily apply this statement’s significance to the agricultural industry. We experienced very difficult conditions during the alfalfa harvest this past year resulting in significant damage to crowns/plants as well as costly compaction that may influence the 2025 crop. Recognizing patterns can help us identify potential problems months before they manifest themselves. Some strategies to consider are included in this newsletter.

The UW Crop Enterprise Budget Tool can be used to help you identify what inputs/portions of your crop enterprise budgets may need to be adjusted to accommodate the potential revenue each acre may yield in 2025. The excel spreadsheet version of this tool is available at: <https://cropsandsoils.extension.wisc.edu/article-topic/economics-budgets-financial/>. However, a print copy of a corn budget has been included in this mailing for those who still prefer hard copies to work from when calculating costs and returns. Knowing your cost of production is going to be critical to understanding when markets offer an opportunity for profit in 2025.

One of the more extreme methods of whole farm risk management planning was recently captured in an article by Allison Lynch, Senior Editor Farm Progress magazine titled Try ‘dropping dead’ for farm transition planning. The exercise includes putting every member of the farm team’s names in a hat and drawing out the one unlucky person who is no longer available to help the operation carry on. David Kohl, professor emeritus at Virginia Tech, recommends families try this simulation to see how they would proceed should that pivotal family member die. While none of us want to talk about it, this exercise could be a significant activity in helping identify where weaknesses or threats to the family farms continued operation and long term viability exist. Having what may be difficult conversations now may ensure those who remain have the best plan/strategies available to continue the family farm’s legacy. The full article is available at: <https://www.farmprogress.com/farm-business-planning/try-dropping-dead-for-farm-transition-planning>. There are multiple professional development meetings and activities available to you and members of your family in the coming months. We hope you will take advantage of the opportunities provided. As always, please feel free to reach out to Stephanie Bowers, Regional Dairy Educator, or myself if we can be of any assistance in the coming months.

*Kevin Jarek*

Crops and Soils Educator

Outagamie and Winnebago Counties

3365 W Brewster St, Appleton, WI 54914  
920-832-5121 | [outagamie.extension.wisc.edu](http://outagamie.extension.wisc.edu)

# Upcoming Events

## January

- 28 CAFO Update | 12:00 - 4:00 pm | Tundra Lodge, 865 Lombardi Ave
- 29 CAFO Update | 12:00 - 4:00 pm | Fond du Lac County Highway Dept, 1820 S. Hickory

## February

- 5 Focus on Forage | 12:30 - 1:30 pm | Presented via Zoom
- 6 Cultivating Your Farm's Future | 6:30 - 8:00 pm | Presented via Zoom
- 6, 7 Corn Soy Expo | Kalahari Conference Center, Wisconsin Dells | <https://cornsoyexpo.org/>
- 12 Focus on Forage | 12:30 - 1:30 pm | Presented via Zoom
- 13 Cultivating Your Farm's Future | 6:30 - 8:00 pm | Presented via Zoom
- 13 Forage Council Annual Meeting | 9:30 am - 4:00 pm | Buzz's Pub and Grill
- 17-19 Midwest Forage Association Symposium | Chula Vista, Wisconsin Dells | <https://www.midwestforage.org/>
- 18 Fox-Wolf Farmer Roundtable | 10:00 am - 4:00 pm | Van Abel's of Hollandtown
- 19 Fox-Wolf Farmer Roundtable | 10:00 am - 4:00 pm | Brighton Acres, Oshkosh
- 20 Ag Drainage Workshop | 9:00 am - 3:30 pm | Fond du Lac County Highway Department
- 20 Cultivating Your Farm's Future | 6:30 - 8:00 pm | Presented via Zoom
- 24 Ag Drainage Workshop | 9:00 am - 3:30 pm | Fond du Lac County Highway Department
- 24 Optimizing Nitrogen Management Event | 10:00 am - 2:00 pm | Fox Valley Tech, Appleton
- 26 Focus on Forage | 12:30 - 1:30 pm | Presented via Zoom
- 26 Midwest Manure Summit | Lambeau Field, Green Bay | <https://dairy.extension.wisc.edu/events/midwest-manure-summit/>
- 27 Cultivating Your Farm's Future | 6:30 - 8:00 pm | Presented via Zoom

## March

- 4, 5 Fox Wolf Watershed Conference | UW-Oshkosh Welcome & Conference Center, Oshkosh | <https://fwwa.org/what-we-do/conference-2025-2/>
- 5 Focus on Forage | 12:30 - 1:30 pm | Presented via Zoom
- 11-13 Custom Applicator Training | Fox Valley Tech, Appleton

## FOCUS ON FORAGE

February 5, Focus on Alfalfa  
February 12, Focus on Corn Silage  
February 26, Focus on Forage Crops  
March 5, Focus on Alfalfa

Focus on Forage is a FREE, 4-part webinar series highlighting research-based information and farmer strategies to optimize forage yield, quality, and profitability in Wisconsin. Webinar speakers include forage industry experts, UW-Madison Specialists, and Extension Educators. Certified Crop Advisor CEUs and ARPAS credits are available for each webinar. Webinars take place online via Zoom from 12:30 - 1:30 pm. Registration is free but required.

Learn more and register: <https://cropsandsoils.extension.wisc.edu/focus-on-forage/>

# Upcoming Events

## Cultivating Your Farm's Future

February 6, 13, 20, 27, 6:30 - 8:00 pm, Presented via Zoom

Join Extension Farm Management Specialists, Joy Kirkpatrick, Steph Plaster, Kelly Wilfert, and Kevin Bernhardt as they lead discussions and activities during this series. This program will provide tools and resources for farmers who want to start their succession plans.

The program will explore the three-step process of planning your business succession: Where are you now? Where do you want to be? How do you get there?

This workshop series will prepare you to shape and communicate your ideas about the future of the farm and business as well as save time by having these crucial conversations before visiting with professionals.

Learn more and register: [www.go.wisc.edu/79d2f7](http://www.go.wisc.edu/79d2f7)

## Fox-Wolf Farmer Roundtables

February, 18, 10:00 am - 4:00 pm, Van Abel's of Hollandtown

February, 19, 10:00 am - 4:00 pm, Brighton Acres, Oshkosh

9:30 am	Registration
10:00 am	Keynote Presentation, Barry Fisher, Fisher Soil Health
11:30 am	Lunch
12:15 pm	Farmer Panel, Topic: Contingency Planning
1:00 pm	Lightning Talks Water Quality 101, Common Mistakes Made in Soil Health Systems, Slug Issues, Alternative Seeding Methods, Planning Ahead-Dealing with the Unexpected
3:00 pm	Networking

Learn more and register: <https://fwwa.org/2025-farmer-roundtables/>

## Nitrogen Optimization Pilot Program Updates

February 24, 10:00 am - 2:00 pm, Fox Valley Technical College

Extension's on-farm research team is excited to bring you three regional meetings that will explore on-farm research and how it might inform our nitrogen management decisions.

### Topics Covered

- Nitrogen Optimization Pilot Program updates and data will be shared by NOPP staff and program participants.
- A UW-Madison faculty member will share their work related to on-farm research, peer-to-peer learning, or technology in nitrogen applications.
- Extension's new On-Farm Research Program will be introduced, and we'll share opportunities to get involved.

### Who should attend?

Farmers, agricultural professionals, consultants, and agricultural partners (non-profits, governmental agencies) who are looking to understand what we're learning from on-farm nitrogen research and how to take the first step themselves. Nitrogen Optimization Pilot Program participants are encouraged to attend.

Learn more and register: <https://bit.ly/NitrogenMeetings>

# Upcoming Events

## Ag Drainage 2025

**Update on drainage design, Wisconsin water law, water quality research and drainage regulations**

**Thursday, February 20, 2025, 9 AM–3:30 PM**

Fond du Lac County Highway Department, 1820 S. Hickory, Fond du Lac



Photo credits: Kevin Erb, UW-Madison Extension, Champaign County, IL, SWGP

### Agenda highlights

- **Designing and maintaining drainage systems for peak efficiency**
- **Wisconsin drainage law: What you need to know before you install**
- **Understanding regulations that may impact your decisions**
- **How to find old tile in your fields**
- **Water quality and conservation considerations**

**Register online today at <http://go.wisc.edu/drainage25>**

This event is sponsored by:



**Conservation Professional  
Training Program**

An EEO/AA employer, University of Wisconsin–Madison Division of Extension provides equal opportunities in employment and programming, including Title VI, Title IX, the Americans with Disabilities Act (ADA) and Section 504 of the Rehabilitation Act requirements. Contact Kevin Erb at 920-391-4652 (711 for Wisconsin Relay) for more information on this program or for accommodation requests.

# 2025 ANNUAL CAFO UPDATE

Hosted by UW–Madison Division of  
Extension in collaboration with the  
Wisconsin DNR

## Locations And Dates

Engineering technical sessions: 9:30-11:30am

**Tuesday Jan. 28 | Green Bay | Tundra Lodge**  
**Tuesday Feb. 11 | Mauston | Outdoors Forever  
Clubhouse**

### Permit holder / consultant sessions

Tuesday, Jan. 28 | Noon-4pm | Green Bay  
Tundra Lodge  
865 Lombardi Ave, Green Bay

Wednesday, Jan. 29 | Noon - 4 p.m. | Fond du Lac  
Fond du Lac County Highway Dept.  
1820 S. Hickory, Fond du Lac

Thursday, Jan. 30 | 8 a.m. - Noon | Manitowoc  
Farm Wisconsin  
7001 Gass Lake Rd, Manitowoc

Tuesday, Feb. 4 | Noon - 4 p.m. | Darlington  
Multipurpose Building  
11974 Ames Rd, Darlington

Wednesday, Feb. 5 | 8 am– Noon | Jefferson  
Jefferson County Highway Dept.  
1425 S. Wisconsin Drive, Jefferson

Tuesday, Feb. 11 | Noon - 4 p.m. | Mauston  
Outdoors Forever Clubhouse  
W4890 Cty Rd N, Mauston

Wednesday, Feb. 12 | 8 a.m. - Noon | Eau Claire  
29 Pines Conference Center  
5872 33rd Ave, Eau Claire

## Advance Registration Online

<https://go.wisc.edu/CAFO2025>

1. Fill out online registration form
2. Choose location and session
3. Select payment type
4. Click: "Submit"
5. Proceed to payment by card or check

You **MUST** promptly complete payment to confirm your registration.

A confirmation email will be sent to you within 2-3 business days.

**For more information on this program:**  
Contact Kevin Erb at 920-391-4652 or  
[Kevin.Erb@wisc.edu](mailto:Kevin.Erb@wisc.edu)

**For questions on registrations:**  
Email: [Extension@browncountywi.gov](mailto:Extension@browncountywi.gov)  
Phone: 920-391-4610

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**Outagamie Forage Council and Midwest Forage Association  
2025 Annual Meeting & Educational Program  
Buzz's Pub/Grill – W2116 County Rd S, Freedom, WI 54130  
Thursday, February 13, 2025  
9:30 a.m. Registration 10:00 a.m. Meeting**



- 9:30 A.M.**                    **Registration**
- 10:00 A.M.**                **Welcome - Matt Van Wychen, President, OFC and Kevin Jarek, Advisor**
- 10:10 A.M.**                **Planning for Alfalfa Success!**  
*Scott Newell, Ph. D., Alfalfa Outreach Specialist, UW-Madison Division of Extension*
- 11:00 A.M.**                **The Impact of Seeding Rates on Cereal Rye Forage Quality (MPT) & Yield (MPA)  
& Update on Ongoing 2025 Forage Council Research and Demonstration Projects**  
*Kevin Jarek, Crops & Soils, UW-Madison, Div. of Extension, Outagamie & Winnebago*
- 11:40 A.M.**                **Lunch and Outagamie Forage Council Youth Scholarship Presentation**
- 12:30 P.M.**                **What's New with Corn Silage - MILK 2024 Updates & Strategies to Reduce Losses**  
*Luiz Ferraretto, Ph. D., Ruminant Nutrition Extension Specialist, UW-Madison*
- 1:30 P.M.**                    **Midwest Forage Association 2024 Program Update**  
*Chelsea Russell, Local Council Director, Midwest Forage Association*
- 1:45 P.M.**                    **Annual Business Meeting - Matt Van Wychen, President, Outagamie Forage Council**
- 2:00 P.M.**                    **Auction Fundraiser with Refreshments...**
- 3:30 P.M.**                    **Directors' Reorganization Meeting**  
*2025 Outagamie County Forage Council Executive Board*



**2025 Outagamie County Forage Council Registration Form**  
*Please fill out a separate form for each person (may combine payment on one check)*

Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

Business/Organization \_\_\_\_\_ E-mail \_\_\_\_\_

Registration & Membership Payment Choices-Please Read Carefully

- \_\_\_ Midwest Forage Association & Outagamie Forage Council Membership & Lunch @ \$75.00=\$ \_\_\_\_\_
  - \_\_\_ Outagamie Forage Council Membership & Lunch @ \$45.00=\$ \_\_\_\_\_
  - \_\_\_ Midwest Forage Association & Outagamie Forage Council Membership (Not Attending) @ \$55.00=\$ \_\_\_\_\_
  - \_\_\_ Outagamie Forage Council Membership (Not Attending) @ \$25.00=\$ \_\_\_\_\_
  - \_\_\_ MFA members who renewed in December (\$55 already paid to MFA) only need to buy lunch @ \$20.00=\$ \_\_\_\_\_
- TOTAL AMOUNT ENCLOSED                    \$ \_\_\_\_\_**

**CHECK PAYABLE TO: OUTAGAMIE FORAGE COUNCIL**

**PLEASE RETURN BY: MONDAY, FEB. 10, 2025    TO: Extension Outagamie County, Attn: Forage Council, 3365 W  
Brewster Street, Appleton, WI 54914**

I hope this correspondence finds you well and in good spirits as we begin 2025. Dairy and beef were two of the few bright spots in an otherwise forgettable year when it came to the ag commodities markets. Let's hope 2025 is better.

Scott Newell, Ph.D., Alfalfa Outreach Specialist, UW-Madison Division of Extension will focus on planning alfalfa management for maximum yield in the context of a dairy. It will start with a presentation of the UW Alfalfa Cutting tool, presenting various use cases throughout the growing season and ways to use the tool to better plan and adapt cutting schedules in changing conditions. The talk will also focus on techniques required to maximize dry matter production in a dairy system, increasing productivity and profit per acre.

Luiz Ferraretto, Ph.D., Ruminant Nutrition Specialist, UW-Madison, will first discuss the new version of the MILK model for corn silage, changes in milk prediction values and advantages compared to previous versions. The second part will discuss strategies to reduce DM losses and the importance of feed hygiene to dairy cows.

This past year, the Outagamie Forage Council continued as the only Forage Council in the state to track and report height, maturity, and quality data for winter cereal forages. Winter cereal forages continue to increase in acreage here in northeast/east-central Wisconsin and **cereal crops** will now be a new category for the **2025 World Forage Analysis SuperBowl (WFAS)**. Maximizing yield and quality requires not only timely planting and fertility, but most importantly, harvest management.

Kevin Jarek, Regional Crops & Soils Educator, UW-Madison Division of Extension will share information from the 2023-2024 Cereal Rye Seeding Rate Plots hosted at Sunny Daze Dairy this past year. Additionally, Kevin will also update the ongoing OFC research and demonstration projects as we head into the 2025 growing season.

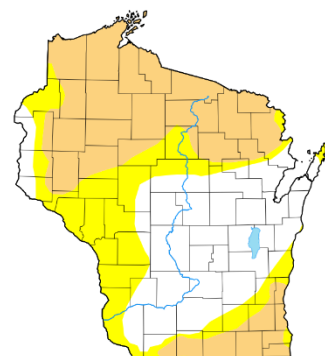
As has been the case every year, we will recognize our Forage Council Youth Scholarship winner, get an update from Chelsea Russell, Local Council Director, Midwest Forage Association (MFA), conduct our Annual Business Meeting, and conclude with the auction fundraiser that helps support the many on-farm activities and educational outreach programs the Outagamie Forage Council conducts on an annual basis.

***Continuing Education Credits will be available for CCA's All of us know more than some of us... plan to attend now!***

**Looking forward to seeing you all on Thursday, February 13, 2025 at Buzz's Pub/Grill in Freedom!!!!!!!!!!!!!!**

Kevin Jarek

## Wisconsin



Map released: Weds. January 1, 2025  
Data valid: December 31, 2024 at 7 a.m. EST

**Intensity**

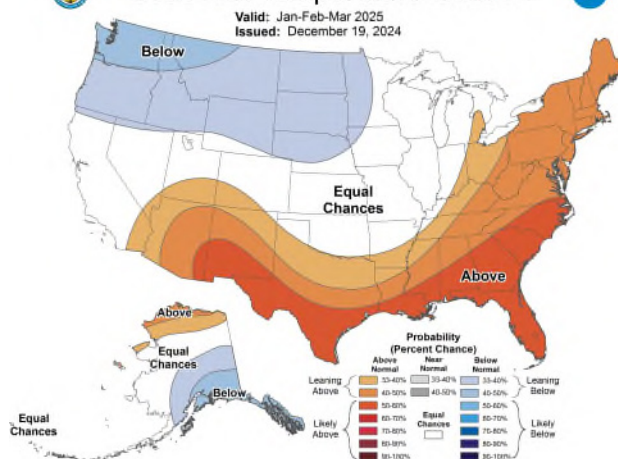
- None
- D0 (Abnormally Dry)
- D1 (Moderate Drought)
- D2 (Severe Drought)
- D3 (Extreme Drought)
- D4 (Exceptional Drought)
- No Data

**Authors**

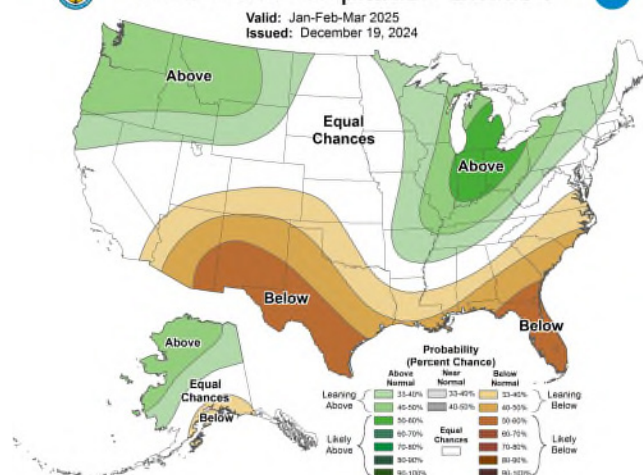
United States and Puerto Rico Author(s):  
Rocky Blotts, NOAA/NCEI

Pacific Islands and Virgin Islands Author(s):  
Brad Rippey, U.S. Department of Agriculture

## Seasonal Temperature Outlook



## Seasonal Precipitation Outlook





# CUSTOM APPLICATOR TRAINING



## About this Program

This program is designed to provide hands on training and classroom instruction to new applicators.



## Attendees

The Custom Applicator Program (CAP) is base training for new applicators who want behind-the-wheel experience and training.



## Investment

WABA Members: \$910

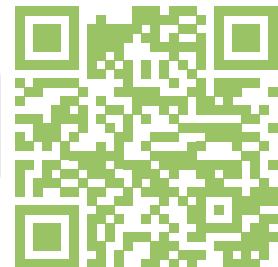
This event is for WABA Members only

## Save the Date

**MARCH  
11-13**

Fox Valley Technical  
College, Appleton

Learn more by scanning  
the QR code or visit  
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# Crops & Soils

## How 2025 Alfalfa Yields May Be Influenced by the Impact of the 2024 Growing Season

Kevin Jarek, Regional Crops and Soils Educator, University of Wisconsin-Madison Division of Extension, Outagamie and Winnebago Counties

British statesman Winston Churchill once told the British House of Commons *“Those that fail to learn from history are doomed to repeat it.”* These famous words from Mr. Churchill’s 1948 speech are often quoted as an attempt to remind us that what has happened in the past may have a negative influence on current or future outcomes if we fail to acknowledge the consequences of previous events. These words, while profound, may not be an overstatement, but instead the exact advice alfalfa growers should consider as we head towards the 2025 growing season.

Alfalfa dry matter (DM) yields can vary significantly from one growing season to the next depending on several factors including, but not limited to, age of the stand (vigor), soil type (water holding capacity and drainage characteristics), fertility (especially potassium soil test levels), intensity of the cutting schedule applied (aggressive vs. persistence), impact of previous winter(s)/winterhardiness, etc. The 2024 growing season presented challenges throughout the Upper Midwest. Statewide Wisconsin received more than 5.5 inches of precipitation in May 2024 followed by just under 7 inches of precipitation in June 2024. As a result, we set a record for the combined May-to-June rainfall at 12.51 inches.

When you break a record covering a span of 129 years dating back to when records began in 1895, it should be no surprise why so many farmers and agricultural professionals struggled with getting the early cuttings of the 2024 alfalfa crop out of the field. When compared with last year’s (2023) third driest May-to-June period on record, Wisconsin’s recent “precipitation ping pong” pattern shows no signs of resolving itself anytime soon (University of Wisconsin Madison State Climatology Office).



The delayed cutting and harvesting of the 2024 alfalfa crop resulted in yields not typically observed in first cutting alone. Over the scale verified weights indicated 2.0-2.5+ tons DM from the June harvested first cutting alone. Unfortunately, while many were thankful for the quantity of the forage they harvested, the quality of the 2024 alfalfa crop has left a lot to be desired.

An ongoing collaborative effort between the University of Wisconsin-Madison Division of Extension and the Midwest Forage Association (MFA) has resulted in 17 years (through 2023, 2024 data is still being processed at the time of this writing) of on-farm data collected and

# Crops & Soils

analyzed through the Wisconsin Alfalfa Yield and Persistence (WAYP) project. The data from this effort may be helpful in providing us with a snapshot of where most producers fall in terms of productivity when it comes to total season DM yields. Table 1 illustrates the distribution of yields over the nearly two decades the WAYP project has been active. Participating farms are managing fields yielding less than 3.0 tons DM to more than 6.0 tons DM in any given year.

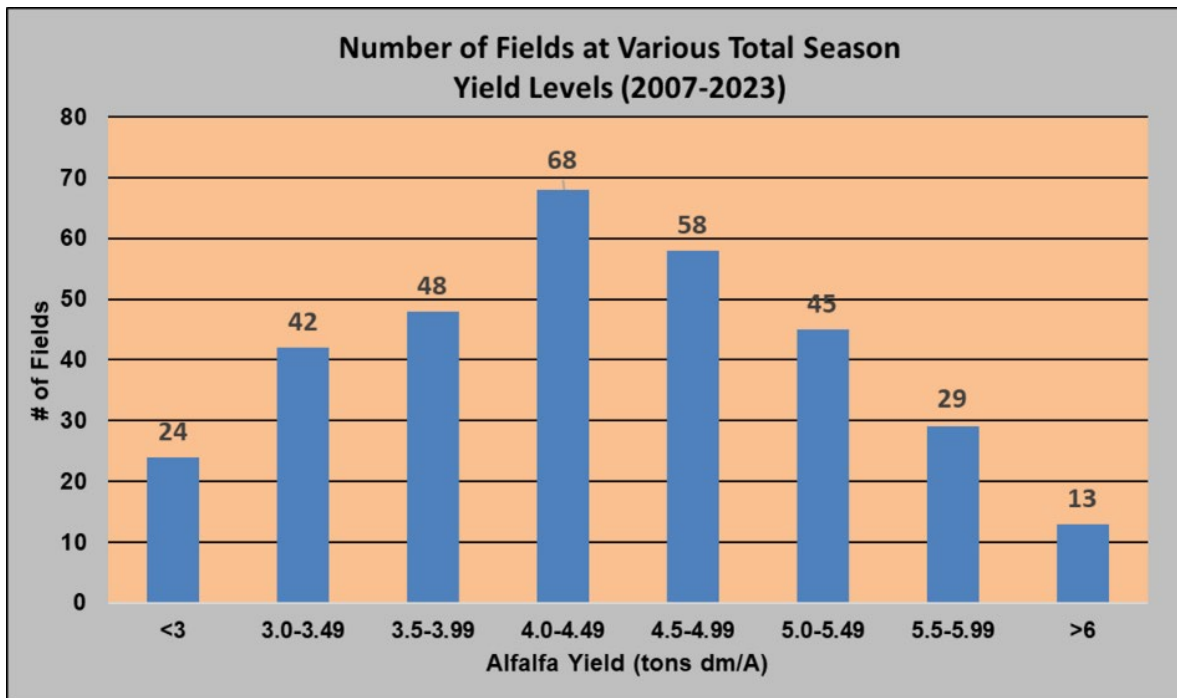
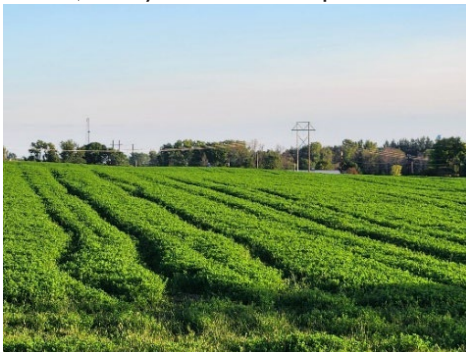


Table 1. Dry Matter (DM) Yields - Wisconsin Alfalfa Yield & Persistence (WAYP) Project

Every farm has its own management practices resulting in the wide range we see in the data above. Table 1 clearly illustrates the most commonly occurring yield during the lifetime of this effort is 4.0-4.9 tons of DM harvested annually. Regardless of where you fall on the bell curve above, everyone needs to plan around realistic values for their own farm given the condition of



fields remaining in the rotation for the 2025 growing season.

Wheel traffic and compaction remain as a visible reminder of how harsh 2024 was on our alfalfa stands.

# Crops & Soils

While the most severely damaged fields have likely been identified and are prematurely being rotated to another crop, we know there are many damaged alfalfa stands that will need to remain in production for at least another year. It is this knowledge that brings us to our history lesson today. The nice thing about long term publicly supported efforts like the Wisconsin Alfalfa Yield and Persistence (WAYP) project is that we can use past information to identify potential patterns.

As you can see in Table 2 below, there are only three years where the mean (average) total season dry matter (DM) yield for fields participating in the project were below 4.0 tons DM.

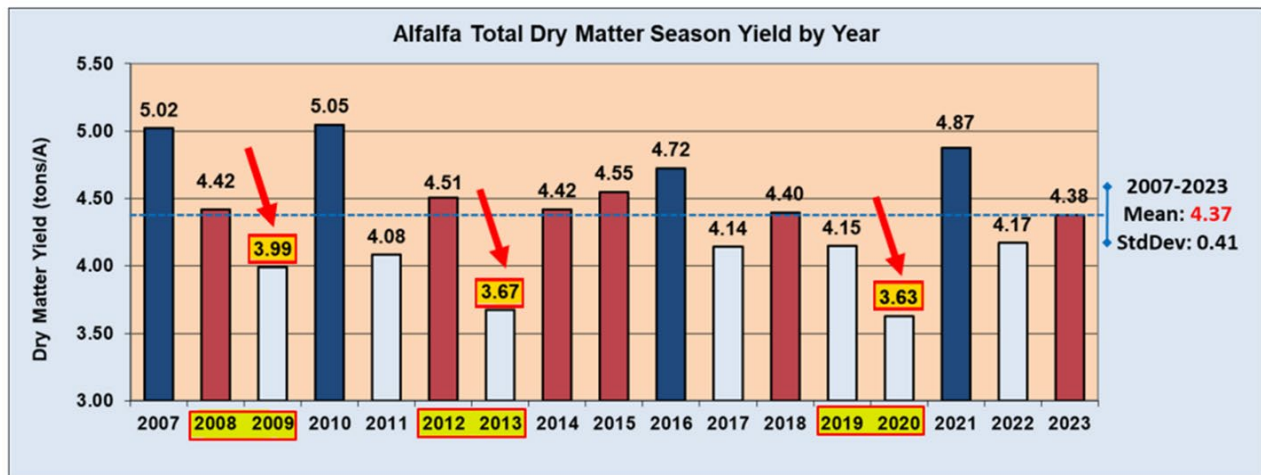


Table 2. Alfalfa Total Dry Matter (DM) Season Yield by Year

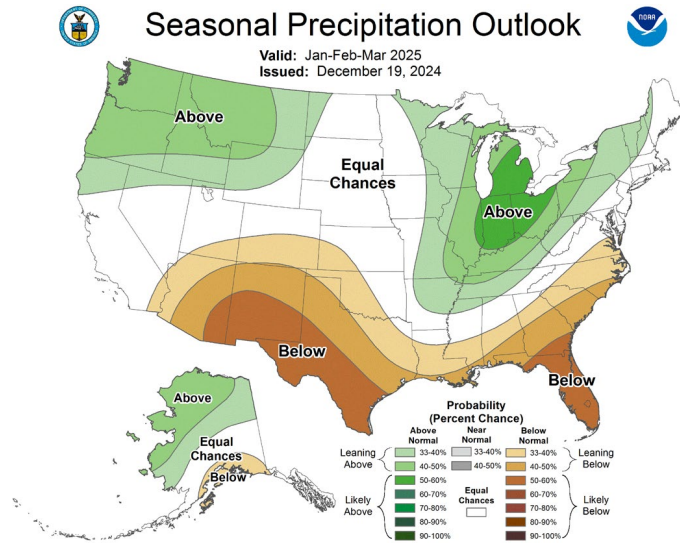
Those years were 2009, 2013, and 2020. However, we need to understand that while no one may consider any of those individual growing seasons to be particularly spectacular (2009 and 2013 were both cold and wet in WI, while 2020 was mixed), the seeds for the much lower than average DM yields were already planted the year before. Let me explain. During the summer of 2008, Wisconsin received enough rainfall that Lake Delton was compromised and the results for the surrounding area were devastating. Those who wish to revisit those events can view them at: <https://www.youtube.com/watch?v=HUxHPAsxIOs>. As many readers likely recall, the growing season of 2012 was a significant drought, not exactly 1988, but devastating for many, nonetheless. Lastly, 2019 will long be remembered as the worst growing season in the past half century across the Badger State. That was the one and only one year we will ever see corn classified as a “cover crop”.

The takeaway here is each of the lowest recorded DM yield years (2009, 2013, & 2020) were preceded by a growing season that resulted in significant stress or damage to the alfalfa crop the year prior (2008, 2012, 2019). Does this mean we will experience less than 4.0-ton DM yield averages once again in 2025? I am not Nostradamus, but one should at least consider the risk and have a plan in place to deal with any issues that may arise as we have the next few months to

# Crops & Soils

plan for what may be inevitable for many given the condition some of these stands were in as winter approached.

One of the most important lessons in life is to understand the difference between the things you can control and those you cannot control. The National Oceanic Atmospheric Administration (NOAA) is suggesting an enhanced probability for above normal precipitation over the next several months in Wisconsin and throughout the Upper Midwest. This matters because dehydrated alfalfa roots can better withstand temperature extremes than wet ones. We have observed alfalfa breaking dormancy multiple times during the winter months across Wisconsin for the past five years, however it appears that there are equal chances for temperatures to move in either direction over the coming months. Again, these things are out of your control.



So, what can you do? There are three things I would be focusing on...

1. Conduct an inventory of your alfalfa supplies, paying particular attention to quality. Resources are available to assist with this task at <https://www.youtube.com/watch?v=0xusEej5Jnl> and <https://livestock.extension.wisc.edu/articles/do-you-have-enough-forage-four-steps-to-figure-forage-inventory/>.
2. Monitor your fields closely over the next few months noting significant weather events that may impact winterhardiness. Plan to be vigilant this spring, understanding that early scouting will be key. Understanding that green-up in March/April doesn't always equate to May survival. Read more at: <https://fyi.extension.wisc.edu/forage/files/2014/01/StandEvaluationFOF.pdf>
3. Have a plan to inter-seed damaged stands with an annual forage crop like Italian ryegrass or other specie(s) if needed. More info at: <https://fyi.extension.wisc.edu/forage/files/2014/01/Thickening-Alfalfa-StandsFOF.pdf>

We cannot avoid some of the negative impacts we may experience as a result of the 2024 growing season. However, given the historical pattern identified in the WAYP, those who have stands that were compromised in 2024 should probably consider a plan to offset any of the potential issues that may be waiting for them in 2025.

## 2025 Pesticide Applicator Training

(Recertification or Certification)

Outagamie County and Winnebago County will be hosting three on-site sessions for Pesticide Applicator Training for General Farming that will include the exam after the training.

1. You will need to purchase a copy of the Wisconsin Pesticide Applicator Training Manual (\$43) available from the UW PAT store website at <https://patstore.wisc.edu/secure/collection/private/17>. Those who wish to purchase materials via mail order form can download it directly at <https://fyi.extension.wisc.edu/pat/files/2019/05/private-order-form-1.pdf>.

2. After purchasing the manual, you must register for the training session you would like to attend for an additional \$10 at <https://patstore.wisc.edu/secure/collection/private/45>. You must bring the manual with you as it will be needed during the exam, and it also contains your receipt, which admits you to the testing session. Do not detach receipt before the testing session.

Space is limited to 20 people per session in Outagamie and 25 people for Winnebago.

Online registration must be completed ahead of time.

**Thursday, January 30, 2025** - 9am to approximately 3pm

Extension Outagamie County Office - 3365 W Brewster Street, Appleton

Lunch on your own-bring bag lunch or eat at a nearby restaurant

**Friday, February 21, 2025** - 9am to approximately 3pm

Extension Outagamie County Office - 3365 W Brewster Street, Appleton

Lunch on your own-bring bag lunch or eat at a nearby restaurant

**Tuesday, February 25, 2025** - 9am to approximately 3pm

Extension Winnebago County Office - 625 E County Road Y, Oshkosh

Lunch on your own-bring bag lunch or eat at a nearby restaurant

Please arrive at 8:45am (15 minutes before the scheduled time) to get signed in, receive instructions, etc. Training begins promptly at 9am.

The training manual is more in-depth than required for certification, but past experiences have shown that individuals who have reviewed the manual in a conscientious manner prior to taking the evaluation had a higher success rate than those who did not. You will find the manual to be an excellent reference for information on pest management principles that you may need in the future.

Also remember to bring a pocket calculator, proof of identification, (driver's license or photo ID) and social security number. Cell phones must be turned off during testing.

If you have any questions, please contact the Extension Outagamie Office at 920-832-1859.

If you have any questions, please contact the Extension Winnebago Office at 920-232-1970.

Additional training options are listed on the next page.

# Crops & Soils

## Additional Training Options

Option 1: Self-Study (must have 70% pass grade) Testing times and locations TBD

Purchase the manual, study on your own and take the test. Visit the UW PAT Program website <https://fyi.extension.wisc.edu/pat/county-testing-sites/> to find out which counties are providing tests. Tests are by appointment only.

Option 2: Online Self-Paced training (50% pass grade)

If applicators would like to attend an online training, registration is on the UW PAT Store [https://uwmadison.co1.qualtrics.com/jfe/form/SV\\_d4DVfjmVBmP1ZRA](https://uwmadison.co1.qualtrics.com/jfe/form/SV_d4DVfjmVBmP1ZRA). You must purchase a manual and show the proctor the course completion confirmation email coded as "attended a training."

Option 3: In-Person Training with Exam (50% pass grade)

If applicators would like to attend an in-person training, those are now also all being conducted by the UW PAT Program. Registration is on the UW PAT Store <https://patstore.wisc.edu/secure/collection/private/45>.

Option 4: Testing with Pearson VUE (must have 70% pass grade)

Farmers can take the test with the private testing company Pearson VUE.

- Purchase a training manual at the PAT Store <https://patstore.wisc.edu/secure/collection/private/17>.
- Pearson VUE provides your test results right after the exam and your certification will be sent to you via email within 3 business days.
- The exam costs \$45.
- You need a score of 70% or greater to pass. Attending a training does not reduce the passing score.
- A copy of your manual will be embedded in the on-screen test. Pearson VUE does not allow printed manuals to be used while testing.

If you have questions about your certification status/when your license expires, please visit:

<http://www.kellysolutions.com/WI/Applicators/index.asp>.

## 2024 Corn Hybrid and Soybean Trial Results & UW Wants Your Opinion

Please Complete 2025 Surveys Below

Corn Hybrid Trials and Survey:

<https://cropsandsoils.extension.wisc.edu/wisconsin-corn-hybrid-trials-available-management-survey-for-wisconsin-open/>

2024 Soybean Variety Trial Results:

<https://coolbean.info/soybean-research/variety-trial-results/>

Corn Herbicide Survey:

<https://cropsandsoils.extension.wisc.edu/2024-wisconsin-corn-herbicide-survey-open/>



# Crops & Soils

## Corn Enterprise Budget

Enter your numbers and information in blue cells

Green Cells are calculated values

Directions in yellow boxes to the right of the entry section


### Crop Description

#### Revenue

	Bu / acre	X	\$ / bu	=	Total / acre
Grain			\$ -		\$ -
Misc. Income (i.e. bedding, others )					\$ -
<b>Total Revenue per Acre</b>	<b>( _____ Bu x \$ _____ / Bu ) + Misc. Income =</b>				<b>\$ -</b>

1.

#### Expenses

#### Fertilizer

Fertilizer applied on a pounds of product per acre basis

	gal / acre	X	\$ / gal	=	\$ / acre
Liquid Starter			\$ -		\$ -

2.

	lb product / acre	X	\$ / ton	=	\$ / acre
Dry Starter			\$ -		\$ -
Bulk Blend			\$ -		\$ -
Bulk Blend			\$ -		\$ -
			\$ -		\$ -

3.

Fertilizer applied on a pounds of nutrient per acre not accounted for above

Nitrogen fertilizer		lb N / acre	X	\$ / lb N	=	\$ / acre
Urea				\$ -		\$ -
28%				\$ -		\$ -
32%				\$ -		\$ -
Anhydrous				\$ -		\$ -
N Stabilizer / Extender				\$ -		\$ -
lb N from Phos products used below*				\$ -		\$ -

4.

	lbs P2O5	X	\$ / lb P2O5	=	\$ / acre
Phosphorus			\$ -		\$ -

5.

	lbs K2O	X	\$ / lb K2O	=	\$ / acre
Potassium			\$ -		\$ -

6.

Manure			\$ -		\$ -
			\$ -		\$ -
Sulfur			\$ -		\$ -
Other			\$ -		\$ -
			\$ -		\$ -

7.

Custom hired fertilizer applications		# passes	X	\$ / pass	=	\$ / acre
broadcast P & K				\$ -		\$ -
				\$ -		\$ -
Side dress N				\$ -		\$ -

8.

Ag Lime (prorated)	X	(tons / acre	X	\$ / ton)	+ Spreading \$)	=	\$ / acre
% / year (4 yrs = 25%)				\$ -	\$ -		\$ -

9.

<b>Total Fertilizer Including Hired Application Costs per Acre</b>						<b>\$ -</b>
--	--	--	--	--	--	-------------

10.

2+3+4+5+6+7+8+9=10

# Crops & Soils

<b>Seed Costs</b>				
	seeds / acre X	\$ / 80k kernals =	\$ / acre	
Corn Seed		\$ -	\$ -	11.
	lb / acre X	\$ / lb =	\$ / acre	
Cover Crop Seed			\$ -	12.
	bu / acre X	\$ / bu =	\$ / acre	
Cover Crop Seed			\$ -	13.
<b>Total Seed Cost per Acre</b>	<b>11+12+13=14</b>		\$ -	14.
<b>Pesticides</b>				
<b>Weed Control</b>			<b>\$ / acre</b>	
Burndown Herbicide Product			\$ -	
Application Cost*			\$ -	
Pre-plant Herbicide Product			\$ -	
Application Cost*			\$ -	
Post Herbicide Product Pass 1			\$ -	
Application Cost*			\$ -	
Post Herbicide Product Pass 2			\$ -	
Application Cost*			\$ -	
<b>Fungicide Application</b>			\$ -	
Fungicide Product Pass 1			\$ -	
Application Cost*			\$ -	
Fungicide Product Pass 2			\$ -	
Application Cost*			\$ -	
<b>Insect Control</b>			\$ -	
Insecticide Product			\$ -	
Application Cost*			\$ -	
Seed treatment			\$ -	
Soil applied			\$ -	
<b>Total Pesticide and Custom Application Cost per Acre</b>			\$ -	15.
<b>Irrigation</b>				
			<b>\$ / acre</b>	
Annual overhead cost per acre				16.
	# inches applied X	\$ / inch =	\$ / acre	
Direct cost per acre inch applied			\$ -	17.
<b>Total Irrigation per Acre</b>	<b>16+17=18</b>		\$ -	18.
<b>Other Expenses</b>				
			<b>\$ / acre</b>	
Land Rent / Ownership Cost			\$ -	
Crop Insurance			\$ -	
Crop Scouting			\$ -	
Nutrient Management Plan (annual cost / acre)			\$ -	
Soil testing cost per acre per year			\$ -	
<b>Total other Expenses per Acre</b>			\$ -	19.
<b>Total Direct Production Inputs per Acre</b>	<b>10+14+15+18+19=20</b>		\$ -	20.



# Crops & Soils

## Field Operations

### Preharvest Field Operations

	passes / acre X	\$ / pass =	\$ / acre
Chisel plow		\$ -	\$ -
Field cultivator		\$ -	\$ -
Planter		\$ -	\$ -
No Till Planter		\$ -	\$ -
		\$ -	\$ -
Plant cover crop		\$ -	\$ -
		\$ -	\$ -
		\$ -	\$ -
		\$ -	\$ -
<b>Total Preharvest Field Operations per Acre</b>			<b>\$ -</b>

21.

### Harvest Field Operations

	passes / acre X	\$ / pass =	\$ / acre
Combine		\$ -	\$ -
Grain Cart		\$ -	\$ -
Hauling to farm		\$ -	\$ -
		\$ -	\$ -
		\$ -	\$ -
		\$ -	\$ -
<b>Total Harvest Field Operations per Acre</b>			<b>\$ -</b>

22.

### Hauling

	load cost/acre X	(miles hauled X \$ / mile) =	\$ / acre
to point of sale			\$ -

23.

load cost/acre = bu/acre / bu/load (i.e. 180/900=0.20)

<b>Total Pre &amp; Post Harvest Operations per Acre Including Hauling</b>			<b>\$ -</b>
	<b>21+22+23=24</b>		

24.

## Drying and Storage

	points to dry X	cost / point / bu =	\$ / acre
Drying		\$ -	\$ -
	bu/acre stored X (# of mos X	cost / bu / mo) =	\$ / acre
Storage		\$ -	\$ -

25.

26.

## Hired Labor not Accounted for Elsewhere

	hr / acre X	\$ / hr =	\$ / acre
Labor		\$ -	\$ -

27.

	% interest rate X	loan amt /acre	=\$/acre
Interest cost of operating loan per acre			\$ -

28.

	Mgt rate % X	Total Revenue/Acre (Line 1.) =	
Management Expense		\$ -	

29.

<b>Total Expense / Acre</b>	<b>20+24+25+26+27+28+29=30</b>		<b>\$ -</b>
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30.

	(Total Revenue - Total Expense) =	Net Return/ac
<b>Net Return / Acre</b>		<b>\$ -</b>
	<b>1-30=31</b>	

31.

	Total expense /	Total Revenue =	Cost/bu
<b>Cost per Bushel (Breakeven)</b>		<b>\$ -</b>	
	<b>30 / 1 = 32</b>		

32.

# Crops & Soils

## Hay Market Report

Most Current report as of January 7, 2025

All data have been compiled by Jason Cavadini, Grazing Outreach Specialist, UW-Madison Division of Extension. Prices are reported for alfalfa hay and grass hay. Alfalfa hay includes pure alfalfa and alfalfa/grass mix.

All values are compiled from public and private quality tested sales through Wisconsin and the Midwest and reported on the first and third weeks of each month. All prices are reported on an as-fed basis, and not on a dry matter basis.

Where there is only an average price listed, no minimum or maximum prices were reported for that category. Average, minimum, and maximum prices in this report are the mean of all average, minimum and maximum prices reported from other sales in the Midwest. Thus, occasionally the "average" in this report will fall outside of the minimum and maximum range.

The Hay Market Report can be found at <https://cropsandsoils.extension.wisc.edu/>.

Hay Grade	Bale Type	-----Price (\$/ton)-----		
		Average	Minimum	Maximum
<b>Alfalfa</b>				
Prime (>151 RFV/RFQ)	Small Square	\$256.00	\$224.00	\$352.00
	Large Square	\$174.00	\$148.00	\$175.00
	Large Round	\$98.00	\$103.00	\$126.00
Grade 1 (125-150 RFV/RFQ)	Small Square			
	Large Square	\$98.00		
	Large Round	\$112.00	\$119.00	\$135.00
Grade 2 (103-124 RFV/RFQ)	Small Square			
	Large Square	\$82.00		
	Large Round	\$66.00		
<b>Grass</b>				
Prime (>151 RFV/RFQ)	Small Square	\$266.00		
	Large Square	\$113.00	\$100.00	\$125.00
	Large Round	\$94.00	\$74.00	\$85.00
Grade 1 (125-150 RFV/RFQ)	Small Square			
	Large Square			
	Large Round	\$74.00	\$73.00	\$88.00
Grade 2 (103-124 RFV/RFQ)	Small Square			
	Large Square	\$90.00		
	Large Round	\$53.00	\$63.00	\$90.00



# Extension

UNIVERSITY OF WISCONSIN-MADISON  
OUTAGAMIE COUNTY

**Winter 2025 Ag Newsletter**  
**3365 W Brewster St**  
**Appleton, WI 54914**



# Extension

UNIVERSITY OF WISCONSIN-MADISON  
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