



Taylor'd Ag News

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This newsletter is also available on our website:

taylor.uwex.edu/

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Newsletter Wins National Award

The Taylor'd Ag Newsletter was selected as the First Place National Winner in the National Association of County Agricultural Agents Communications Contest (NACAA). Peer reviewed by the NACAA Communications Committee, submissions from Extension County Agents across the US are judged for their content, readability, and appearance. Two editions of the Taylor'd Ag Newsletter were submitted by author and editor Sandy Stuttgen, Agriculture Educator for Taylor County. Judges commented, "These newsletters contain strong, reader-oriented content and have a pleasing appearance that balances visual interest and simplicity. The headings and article lengths are very reader-friendly."

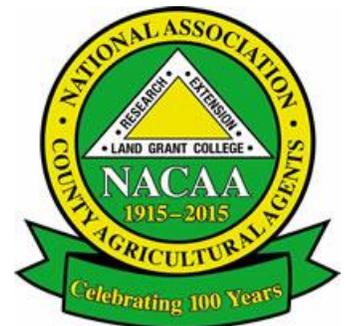
Stuttgen's PowerPoint presentation *Deworming: Relationships, Resistance, Refugia*, which she co-authored with Sarah Mills-Lloyd, Agriculture Agent, Oconto County, was selected as a National Finalist. In 2015, this presentation was taught at seven cow-calf workshops offered throughout Wisconsin.

NACAA Mission Statement

The mission of the National Association of County Agricultural Agents (NACAA), an organization of professional extension educators, is to further the professional improvement of its members, communication and cooperation among all extension educators and provide for enhancement of the image of extension and the development of personal growth opportunities for extension professionals.

Goals for NACAA

- In order to improve the County Extension Agent's role as a professional educator, the goals for the National Association of County Agricultural Agents are:
- Promote the Extension educator as a credible, research based educational resource. Enhance their leadership skills.
- Increase participation in NACAA Programs and activities, including the Annual Meeting and Professional Improvement Conference, and professional improvement programs as access to academic credit and educational resources.
- Strengthen the involvement in NACAA of early career Agents, women and minorities.
- Enhance NACAA's visibility with CSREES-USDA and the Land Grant Universities.



Unless otherwise indicated, all articles in this issue of Taylor'd Ag News have been written by Sandy Stuttgen, Agriculture Educator, UW-Extension, Taylor County.

Ask Sandy

A sampling of questions
to Taylor County Agriculture Educator
Sandy Stuttgart

Q: How am I supposed to survive low milk and commodity prices?

A: I, and every ag advisor I know, especially those who work with dairy and crop farmers, are receiving this question. We are now into a period of low prices that is expected to last for the next few years. There is no quick, one size fits all answer, and I am all out magic wands. But if there is one universal response I can offer, it's this: talk about it!

Farmers tend to be the eternal optimists, suffering in silence as they adopt the attitude "if I just hang on a little longer, I'll will it through." To be frank, the business of agriculture will no longer support this mantra. Today more than ever before, farmers need to put their business hats on, analyze their situation, and talk through options with their lender and other advisors. Too often, farms in trouble wait too long to acknowledge their situations. They end up in their banker's office in dire straights because they failed to plan.

This stretch of low prices is not likely to go away soon. So now is the time to put together an accurate balance sheet, cash flow statement, and projection of future cash flow. Go over your plan, and write down your strengths, weaknesses, and goals. Armed with this information, seek counsel from your lender. Lenders do want to work with those who want to succeed, and together it is possible to weather cycles of low prices.

Talk about financial stressors; internalizing them usually leads to anger, frustration, depression and lashing out—lashing out on the people who love you. Farmers are family farmers. The family suffers during periods of low prices. I would hope to encourage care of your family and your own emotional health over that of the farm. The farm is a business or a career that can be traded in for another.

Join an ag advocacy group and join your voice with theirs in order to improve agriculture pricing. Why do farmers accept the cyclical nature of farming? Pick a group and get involved. From Farm Bureau and Farmer's Union to PDPW, National Farmer's Organization, and others, there are organizations already fighting to improve agriculture pricing in this county, and they are excellent peer networks with whom you can talk over your frustrations.

In this newsletter, I have included a few articles that talk about some of the stressors being realized on farms today. Don't hesitate to call our office for other specific resources you may need!

June Is Dairy Month



Celebrate our Dairy Community by taking part in area Dairy Breakfasts:

- * **June 5, Abbotsford Dairy Breakfast near Athens, 7 a.m.–noon**
- * **June 5, Riverside 4-H Dairy Breakfast Jump River, 8 a.m.–11 a.m.**
- * **June 11, Rusk County Dairy Breakfast Rusk County Fairgrounds 7 a.m.–11 a.m.**
- * **June 12, Town & Country Dairy Breakfast, Taylor Co Fairgrounds 6:30 a.m.–12:30 p.m.**
- * **June 18, Gilman 4-H Dairy Breakfast 7a.m.–11 a.m., part of Gilman Dairy Days**
- * **June 19, Loyal Dairy Breakfast in Spencer, 7 a.m.–12:30 p.m.**
- * **June 26, Greenwood Dairy Breakfast 7 a.m.–1 p.m.**
- * **June 26, Colby Dairy Breakfast, Halopka Field Services, Draper Rd near Dorchester, 7 a.m.–noon**

DAIRY CELEBRATIONS

**June 3–5
Thorpe Dairy Days**

**June 17-19
Gilman Dairy Days**

**July 15–17
Colby Cheese Days**

Which Bills Do I Pay When Cash is Limited?

Adapted from an article written by Ken Bolton UW-Extension Center for Dairy Profitability and Bruce Jones, UW-Madison/UW-Extension, Extension Farm Management Specialist.

Liquidity is the ability to pay bills as they come due. In tough times when selling prices are low or input costs are high, farmers may not have the liquidity-cash-necessary for paying bills. So decisions have to be made as to which bills should be paid

first.

Managers approach cash flow problems differently. Some reduce input purchases (grain, DHIA, repro services, etc) while others seek off-farm employment. Open accounts including credit cards or accounts payable can also be used to work through cash flow problems.

Cutting costs in the short run generally comes at the expense of long run profitability. So reducing grain and protein fed to the cows or selling off young stock compounds the cash flow

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Pricing Hay? Try the UW-Extension App

It's that time of the year when fresh mowed hay fills the air across Wisconsin, which also means many farmers and rural neighbors will be negotiating the sale of standing hay. Unfortunately, there is not an established commodity market for hay like there is for corn or soybeans. Finding reliable hay market information can be a challenge, and trying to value standing hay while it's still in the field can be even more difficult.

To help farmers and landowners identify the price of hay, and/or negotiate the sale or purchase of standing hay, a UW-Extension educator has published a free Smartphone app that can quickly find hay price information. Users of this app can also enter projected hay yield, cutting schedule, and harvest costs to calculate a standing value per acre.

The app is free and available for Android smart phones and tablets on the **Google Play store by searching for "Hay Pricing"** or go to:

<https://play.google.com/store/apps/details?id=com.smartmapsconsulting.haypricing>

According to Greg Blonde, a UW-Extension Agriculture Agent involved with developing the app, "this mobile tool helps farmers and rural landowners access the latest hay market information on the go, plus give them a simple tool to help estimate field value when considering buying or selling standing hay." Blonde also noted the app is a very useful tool for Extension educators, feed and crop consultants, as well as lenders, rural appraisers and real estate professionals.

This is the second mobile app developed by Blonde through Smart mAPPS Consulting. A **free app for pricing wet corn** to help buyers and sellers better manage the immature corn crop is also available. That app features a link to current local elevator bid prices, a comparative value for wet corn vs. the current dry shell corn price, as well as an adjustment for drying cost.

What's Standing Alfalfa Worth in 2016?

By Greg Blonde, Waupaca County UW-Extension Agent

There has been a significant drop in hay price, in some cases almost half of what it was going for just a few years ago. So the price for standing hay last year might not be appropriate this year. Here is one example for pricing standing hay in 2016:

Assuming a four (4.0) ton dry matter (DM) yield/acre for the entire year of quality dairy alfalfa hay ranging from \$100 to \$150/ton baled (\$.06 to \$.09/lb DM) with half the value going to the land owner for input costs (land, taxes, seed, chemical and fertilizer), and half the value credited to the buyer for harvesting, field loss, and weather risk, standing value for this alfalfa field for the entire season would be \$230 to \$360/acre. Based on a three crop (43% / 31% / 26%) or four crop (36% / 25% / 21% / 18%) yield distribution by cutting schedule, the following price range (rounded to the nearest \$5) could be a starting point for buyers and sellers to negotiate a sale agreement for high quality standing alfalfa in 2015:

	Four cuts \$/acre	Three cuts \$/acre
1 st crop ...	85-130	100-155
2 nd crop ...	60-90	70-110
3 rd crop ...	50-75	60-95
4 th crop ...	40-65	

Obviously, pricing standing hay is an estimate that will vary from farm-to-farm and field-to-field (i.e. price for standing grass or a grass/alfalfa mix may be 25-50% less to account for lower quality).

Keep in mind ownership costs can run \$300-400/acre or more when considering lost rent income, annualized establishment cost, and top-dress fertilizer to maintain soil fertility. So the old saying still holds true..."a fair price is whatever a willing seller and an able buyer can agree on", which is why the price of standing is never the same.

NOTE: Taylor County averages 3 tons dry matter yield/acre for alfalfa forage, not 4 ton as used in the example above. So a quick estimate could be derived by multiplying the above figures by 75% (or 3/4). Keep in mind this is ONLY AN ESTIMATE to help the buyer and/or seller come up with their own numbers!

Tail Docking Ends for NMPF members, FARM Participants in 2016

By Lucas Sjoström

Retrieved April 27, 2016, from

<http://www.bovinevetonline.com/news/tail-docking-ends-nmpf-members-farm-participants-2016>

If you currently dock tails on the farm, and your cooperative or farm is one of the many members of National Milk Producers Federation (NMPF) or the National Dairy FARM (Farmers Assuring Responsible Management) program, December 31, 2016, will be your last day using the practice.

NMPF has hastened the deadline for tail-docking from 2022 to January 1, 2017. "On this issue, the science, the advice of our technical experts and requests from our dairy customers and consumers are all aligned," said NMPF President and CEO Jim Mulhern, in the release.

Emily Meredith, vice president of animal care for NMPF, addressed that the announcement was consistent with other changes to the program. "Our technical writing group is always front lines in the process, the first iteration of National FARM was in 2009, and tail docking has always been a recommendation to be phased out," she said. "In 2012, NMPF directors voted to phase it out by 2022."

This year again, the technical

committee recommended phasing out tail-docking, which the board took up in its meeting on that recommendation and voted to phase it out faster, by 2017.

"We've heard from customers all across the country, large and small, that tail docking is the number one issue they hear about from their consumers – not from activist groups," Mulhern said in addressing a question. "It started many years ago as an activist driven issue. Today, it's jumped the shark."

"It's not going to be popular across the country, but that's leadership," Mulhern said, noting that he realizes there will be future issues, "But this will be in the rear-view mirror."

Several questions from meeting attendees asked what was next, and what NMPF was doing to prevent that. "There's two sides to it, there's the science and the emotion," Mulhern answered. "We have to have the science, and address the emotion. "It's all about trust; trust in what we do with food, and the way we produce it," he said. "We're on the right track, and we just need to keep this up."

The announcement coincided with new communications resources in the form of a re-launched website (found here), and a new Facebook and Twitter account, both with the handle @FARMProgram.

NMPF announced that 370 evaluators took on 33,381 second party evaluations, representing 90% of the U.S. milk supply since the National FARM program started in 2009. NMPF made the National FARM program mandatory for NMPF member farms, with all evaluations needing completion by December 2016.

Meredith announced that the National FARM program's science based committee wrapped up its meetings for the FARM 3.0 technical writing group in 2015. They met in June, then broke into small groups by chapter. As result, there were minor revisions and reference changes throughout the FARM manual, but significant revisions to chapters 6 and 10, representing animal health and dairy beef.

Meredith said the changes will be forwarded to NMPF's animal health and well-being committee, then out for public comment. What will change going forward, is National FARM evaluations will dip into a double certification with the Beef Quality Assurance (BQA) programs, and also teamed with the training announced earlier this summer with the Merck Animal Health Dairy Care365™.

Farm Service Agency (FSA) Updates

It is that time of year again when you should file your crop report with FSA. If you have crop insurance, FSA will provide you a copy for your agent. You can report your crops after they are planted, but you need to do so **before July 15**. Do not wait until the last minute to make your appointment because you may not get the appointment time you want. If you only have hay, please call the office and we can arrange to have your report sent to you for signature.

ARC/PLC: 2016, 2017, and 2018 enrollment will begin December 1 and end August 1 of the applicable year. 2016 enrollment will begin December 1, 2015, and end August 1, 2016.

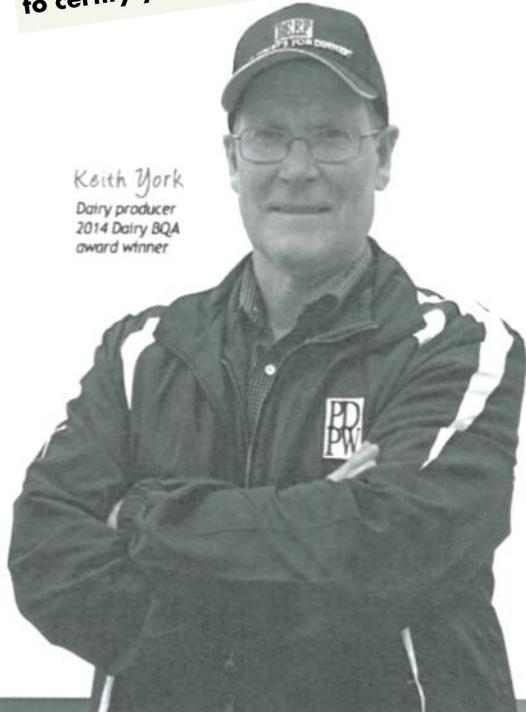
MPP: Margin Protection Program—Dairy (MPP), the registration period for coverage year 2017 is from July 1 to September 30, 2016. If you have not purchased an MPP policy, this will be your opportunity to do so.

For questions or more information, please contact the Taylor-Price FSA at 715-748-4121

USDA is an equal opportunity provider and employer.

DID YOU KNOW

Contact Sandy at the Taylor County UW-Extension office if you would like to certify your farm!



Keith York
Dairy producer
2014 Dairy BQA
award winner

I provide quality dairy and beef products for consumers?

"Our consumers deserve a quality product — be it milk or beef — and the checkoff-funded Beef Quality Assurance (BQA) program is a tool we use on our dairy. If we take care of our cows, they'll take care of us."



While you and Keith are managing your dairy operations, your beef checkoff is providing the tools to help you produce a quality beef product.



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Wisconsin Beef Council

www.beeftips.com

1-800-728-BEEF (2333)

Bills, continued from p. 2

problems over time.

Be careful about selling assets you don't own (cattle mortgaged to the lender) and the tax consequences you may incur from those sales. Sales can trigger significant income tax liabilities, including depreciation recapture and capital gains tax. So care must be taken to allow for the taxes that will need to be paid in the future on assets sold in the near term. Otherwise new cash flow problems will be encountered in the future.

Credit is another short run source of cash. Unfortunately short term borrowing results in subsequent interest and principal payments. So borrowing money does not eliminate cash flow problems; it only delays them.

The following is a list of suggested spending priorities that operators may consider for how cash should be spent

in the short run. This list starts with payments that have to be made and then moves to those expenditures that can be made or delayed depending on the severity of cash flow problems:

1. Accounts Payables (feed mill, veterinarian, AI, fertilizer, electricity, etc). Check with these accounts, do you know what late fees or interest your unpaid balance will incur? Many have cash discounts. Talk with these account managers, don't assume there aren't any adjustments which can be made.
2. Interest Due on all accounts and loans
3. Principal Payments on credit cards and open accounts, operating loans, intermediate loans and long term loans.
4. Invest in short term and intermediate term assets that offer

the potential to increase profit. For example cattle, livestock equipment and facilities, or perhaps another farm enterprise. Have a business plan vetted with your lender for how these assets will impact your situation long before you invest in them.

Care should be taken not to select short term solutions which may severely limit long-term success. While profit may be a limited prospect, careful cash management can limit the negative effects tough times have on business solvency and often can maximize available liquidity until overall business financial performance improves.

Contact your County UW-Extension Agent for more information on a variety of farm management topics, including decision-making tools.

Taylor County UW-Extension

Take a moment to bookmark
taylor.uwex.edu

on your computer and check-in to find current information and programming valuable for your family, farm, or business.



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<https://www.facebook.com/profile.php?id=100009405459563>

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Resources for Wisconsin Farmers

WI Farm Center

www.datcp.state.wi.us

Keyword search: Resource Guide for the WI Farmer's Resource Guide. Or call 1-800-942-2474 to visit with the knowledgeable staff who provide everything from financial consultation, stress management and animal health.

Agriculture & Natural Resources

Extension <http://anre.uwex.edu/>

Resources and links at your fingertip

Farmer to Farmer

buying and selling corn and forage <http://farmertofarmer.uwex.edu/>

UWEX Dairy Resources

<http://fyi.uwex.edu/dairy/>
<http://milkquality.wisc.edu/>

UWEX Livestock Resources

Beef – <http://fyi.uwex.edu/wbic/>
Horse – <http://fyi.uwex.edu/horse/>
Poultry – <http://fyi.uwex.edu/poultry/>
Sheep/Goats – <http://fyi.uwex.edu/wisheepandgoat/>
Small Farm Resources – <http://fyi.uwex.edu/smallfarms/>
Grazing – <http://fyi.uwex.edu/grazres/>
Swine – <http://fyi.uwex.edu/swineextension/>
Youth Livestock – <http://fyi.uwex.edu/youthlivestock>

UW Extension BY THE NUMBERS

University of Wisconsin-Extension

STATEWIDE PRESENCE

OFFICES
IN ALL **72** COUNTIES

ON **5** FOUR-YEAR
UNIVERSITY
CAMPUSES

AND **3** TRIBAL
WITHIN
NATIONS



UW Campus
County Office
Tribal Nation



26,000+
STATEWIDE
VOLUNTEERS

**MORE THAN
1 MILLION
TEACHING
CONTACTS
IN 2014**

ECONOMIC IMPACT

**MORE THAN
\$52.6 MILLION
IN VOLUNTEER HOURS**

OUR PROGRAMMING SUPPORTS WISCONSIN'S FARMS AND AGRICULTURAL BUSINESSES, WHICH GENERATE MORE THAN \$88.3 BILLION IN ECONOMIC ACTIVITY AND 413,500 JOBS.



THE EXPANDED FOOD AND NUTRITION EDUCATION PROGRAM HAS A SUCCESSFUL 40-YEAR HISTORY AND SAVES STATES AND FAMILIES MONEY. FOR EVERY DOLLAR INVESTED IN EFNEP, HEALTH CARE COSTS WERE REDUCED BY \$8.82 IN A GROUP OF MIDWESTERN STATES.



DID YOU KNOW?

4-H CLUBS CONDUCT AN AVERAGE OF 5 COMMUNITY SERVICE PROJECTS PER YEAR. THAT EQUALS 10,000 COMMUNITY SERVICE PROJECTS ANNUALLY.



THE LEADERSHIP WISCONSIN ORGANIZATION HAS OVER 400 ALUMNI FROM 67 DIFFERENT COUNTIES, WHO ARE LEADING AT THE LOCAL, STATE AND NATIONAL LEVEL.



WISCONSIN GEOLOGICAL AND NATURAL HISTORY SURVEY HAS A LIBRARY OF OVER 600,000 FEET OF ROCK CORE USED BY RESEARCHERS FROM MINING COMPANIES, WATER UTILITIES, ACADEMIA AND NON-PROFITS WORTH 120+ MILLION.

OUR WATER RESOURCE PROGRAMS WORK TO PROTECT WISCONSIN'S 15,000 LAKES AND 84,000 MILES OF RIVERS. SINCE 1997 VOLUNTEERS HAVE CLEANED UP GARBAGE, COLLECTING MORE THAN 130,000 LBS OF TRASH.



THE AGRICULTURE AND NATURAL RESOURCES PROGRAM HAS A POSITIVE IMPACT ON NEARLY EVERY WISCONSIN COW, GALLON OF MILK, QUART OF SPECIALTY ICE CREAM, WEDGE OF CHEESE, BRATWURST, BAG OF POTATO CHIPS AND DISH OF CRANBERRY SAUCE.



Communication Skills to Deal With Farm Stress

First posted on September 30, 2009 by Extension News, this is one in a series of articles produced by University of Wisconsin-Extension agents and specialists to address farming through difficult times. More articles can be found on the Extension Responds website at: www.uwex.edu/ces/ag/farmingindifficulttimes.html and at <http://fyi.uwex.edu/farmfinances>

Contact: Roger T. Williams, UW-Madison/Extension professor emeritus, 608-839-4758, rtwillia@wisc.edu

Most families find communication to be interesting and difficult. Each of us is a unique individual with his or her own beliefs, feelings, needs and agendas. It's not always easy to be heard or to get our unique needs and agendas met within the family setting.

Communication can be even more difficult in farm families. Why? For one thing, farm family members live and work side-by-side. There is no separation between work and family and the tensions of farming often spill over into the family arena. But there is another factor as well. Farming often involves intergenerational or multi-family arrangements and significant tensions can develop between father and son, between mother and daughter-in-law, or between the various families involved in a family corporation.

It helps if farm families understand a basic concept: interpersonal issues are a lot like weeds—they don't go away unless you root them out and, if left alone, they can choke out the crop. Farm families need to find ways of promoting self worth and preventing interpersonal conflict so interpersonal issues don't "choke out the crop." The following skills can be helpful in doing

this.

Practice the art of active listening.

Active listening involves paraphrasing or restating the other person's ideas and feelings in the listener's own words. It's a way of drawing out the other person and checking on whether you really heard what the speaker was saying. The active listener avoids evaluating what the other person has said and refrains from blaming, interpreting, persuading or giving advice to the other person. You simply feed the message back in a caring way that encourages a response. The use of certain phrases lets the other person know that you are actively listening. These include: "I hear you saying ____." "It sounds like you ____." "You seem to be feeling ____."

Watch for early warning signals that conflict is just around the corner. External signals (in others) include sarcasm, teasing, nit-picking, criticism, yelling, avoidance, and the stony, silent glare. Internal signs (in yourself) include accelerated heart rate, faster and shallower breathing, increased muscle tension, butterflies in the stomach, and cold clammy hands. These external and internal signals indicate that there is tension occurring within a relationship. It's important to recognize these signals, pay attention to them, and take some action to head off future conflict. Remember that conflict can be good if it makes people aware that a problem exists and if it causes them to become involved in solving that problem.

Share something of yourself—disclose what you are thinking, feeling and

wanting. One of the biggest problems in communication is not knowing what other persons are thinking, feeling or wanting. Sharing our thoughts and feelings sometimes involves risk—risk that the other person won't listen or care; risk that your wants and needs will conflict with those of other persons. But it's the only way others can know what we want and need in our relationships. It's also helpful to share what you are willing to do to resolve a conflict. Use of the following statements can be helpful: "I sense that we're in conflict over this issue." "I'm concerned (or worried, anxious, afraid) about it." "What I'd really like is ____." "I'm willing to ____ to resolve the issue."

When you feel angry, count to 10...or 50...or 1000 and then report this anger to the other person. The two most common forms of dealing with anger—burying it and exploding at others—are not very effective.

Burying it hurts the person who is angry and exploding at others hurts those other people. It's helpful to take a few moments (or a few hours) to cool off and reflect on the situation—to get in touch with what you are thinking, feeling and wanting.

Then report this anger to the other person in ways that encourage a productive response. Use words that describe what the person did or what happened to make you angry. Here is an example of phrases that communicate anger without putting the other person on the defensive: "John, I was angry at you when _____. I don't like feeling that way. What can we do

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2016 WISCONSIN FARM TECHNOLOGY DAYS

Walworth County

Snudden Farms, Lake Geneva

July 19, 20, 21, 2016



Communication, continued from p. 7

to resolve this issue?”

Use one-minute criticisms as a way of expressing interpersonal gripes in families. One-minute criticisms (delivered in a minute or less) can be an important problem-solving tool since they allow individuals to raise concerns and feelings without demeaning or demoralizing the other person.

The following guidelines should be kept in mind when giving one-minute criticisms:

- a) focus on the other person's behavior (what's bugging you),
- b) do it soon (unless you're angry),
- c) express your true feelings (if angry or resentful, say so),
- d) stop for a moment of silence,
- e) emphasize that you value the other person,
- f) give support through touch,
- g) allow time for the other person to respond, and
- h) recognize that the criticism is over.

Criticism can be an important problem-solving tool, but not when it's used to punish or demean the other person.

Use one-minute praisings as a way of expressing support and caring in families. A supportive, caring family will be in a much better position to deal with conflict when it does arise. One-minute praisings provide other people

with positive feedback on something they've done. Thus, it's one of the best tools for strengthening an individual's self-concept and for creating a supportive climate within farm families.

Guidelines to be kept in mind for one-minute praisings are:

- a) focus on the other person's behavior (what you liked or appreciated),
- b) do it soon,
- c) express your true feelings (if happy, say so!),
- d) stop for a moment of silence,
- e) emphasize how much you value the other person
- f) give support through touch, and
- g) encourage more of the same behavior.

Use adult-to-adult problem-solving in farm businesses that involve intergenerational arrangements.

Significant problems arise if a parent treats a son or daughter like a child when that person is a full-grown adult. Parent-type actions such as finger pointing, head shaking, and use of such evaluative words as “always,” “never,” “remember,” “you ought to know better,” and “if I were you” can get in the way of intergenerational problem-solving.

Problems also arise when adult children fall back into kid-like behaviors (using Mom as a conduit rather than approaching Dad with

problems or ideas) or when either party resorts to profanity or name-calling.

It's important that both parties in the relationship treat each other as adults and enter into a mutual problem-solving process that involves a clear definition of the problem, a look at what options are available, an exploration of which option will work best, and the choice of a specific course of action. Problem-solving works best when it's focused on one issue—try not to bring up past history or solve all of your problems at one time.

Since farm and family issues are closely intertwined, minor issues can escalate into major conflicts within a short time. Thus, it's important to deal with interpersonal issues when they first arise—when there is a low level of emotions, little distortion of the other person's position, a reasonable level of trust, and a willingness to listen to the other person. The skills outlined above should be helpful in promoting self worth and in preventing interpersonal conflict. Try them—they work!

To access more information and/or tools to help analyze your situation, link to the Extension Responds web page at: www.uwex.edu/ces/ag/farmingindifficulttimes.html

For assistance in making these tough decisions, contact your UW-Extension county agent, your Farm Business and Production Management Instructor in the Technical College, or the DATCP Farm Center at 1-800-942-2474.



Celebrate Agriculture This Summer: Visit a Fair!

- Northern WI State Fair, Chippewa Falls, July 13–17
- Lincoln County Fair, Merrill, July 20–24
- Wisconsin Valley Fair, Wausau, August 2–7
- Taylor Co Fair, Medford, August 4–7
- Rusk County Jr Fair, Ladysmith, August 4–7
- Wisconsin State Fair, West Allis, Aug 4–14
- Clark County Fair, Neillsville, August 10–14
- Price County Fair, Phillips, August 24–28
- Central Wisconsin State Fair, Marshfield, August 31–September 5

Preventive Services: What's Included in Your Health Plan?

Making financial decisions about health insurance can be difficult for people who are unable to understand what's included in their coverage plans.

Struggling to understand the details of an insurance plan is a common problem for many Americans, particularly for people new to having coverage. While the health insurance expansions established through the Affordable Care Act aim to improve access to care, reduce costs, and lead to healthier outcomes, achieving these goals depends on consumers knowing how to use their coverage.

The Affordable Care Act established that all health insurance plans now come with free preventive services that include an annual checkup and tests that depend on age and gender. For example, children can get hearing and

vision tests at various ages, women can get an additional "Well Woman" checkup or mammograms after their fortieth birthday, and all adults can get blood pressure screenings. Patients are not charged additional fees for these services.

All insurance plans also now include services such as drug and alcohol counseling, obesity testing and counseling, help to quit smoking, breastfeeding support, and birth control (excepting plans sponsored by exempt employers affiliated with religious organizations).

Patients should ask their insurance companies which tests are included in their plans and which are right for them. For additional information, healthcare.gov provides details about preventive health services.

Covering Wisconsin is a federally designated Navigator entity for the Affordable Care Act and provides a series of consumer fact sheets, including ones addressing basic care, the BadgerCare program, and the federal Health Insurance Marketplace.



For more information, visit www.coveringwi.org

or

Contact Stephanie Severs, 608-261-1455, ssevers@wisc.edu or

Nancy Crevier, 715-732-7510, ncrevier@marinettecounty.com

Meet Taylor County's New Interim 4-H Youth Development Educator

Hello! My name is Sasha Busjahn, I am the new Interim 4-H Youth Development Educator for Taylor County. I'm really excited for this opportunity to work with all of you from Taylor County and the 4-H program!

I am from the southwestern part of the state where I was a 4-H member early on. After I graduated high school, I attended the University of Wisconsin-Stevens Point for my undergraduate degree in Wildlife Ecology with an emphasis in Information and Education and minors in Captive Wildlife and Biology. Some of the other places I have worked that you may be familiar with include Wildwood Wildlife Park in Minocqua and Upham Woods Outdoor Learning Center near Wisconsin Dells. At Wildwood Wildlife Park, I worked as an intern providing education to the public about the animals of the park and also as a part-time zookeeper caring for the animals of the park. At Upham Woods Outdoor Learning Center, I got the opportunity to be a fall and winter seasonal naturalist teaching environmental education while working with a wide variety of groups including school and 4-H groups. Through both of these experiences, I found my passion for teaching and making sure that there are great opportunities for youth to gain valuable life experiences to look back on when they are adults. I believe that 4-H can be this great opportunity, and I know that it has shaped part of who I am today. I hope to be able to give back to the 4-H program during my time here because of what it has given me.

I started in the Interim 4-H Youth Development position on February 15 and have been getting up to speed on everything my position entails, but I still have a lot to learn about the program and I welcome comments and suggestions you might have. Everyone I have already met has been very welcoming and helpful, so thank you all for that! Please feel free to contact me if there is any way I can support you. I look forward to meeting all of you!

Contact:
Sasha Busjahn
sasha.busjahn@ces.uwex.edu
715-748-3327 ext. 4



UPCOMING PROGRAMS

See back cover for
Beef Program info

It's About Time to Test Your Water!

The Taylor County Land Conservation Department is once again offering a discount to test your private well drinking water. Testing bottles may be picked up August 8-12 at the Land Conservation Department office in Medford or on August 12 in Gilman and Westboro. Bottle drop-off will be August 15.



Choose from the homeowners package and/or the metals package. They will cost \$25 each (originally \$49 and \$45).

- Homeowners Test: total coliform bacteria, nitrate, pH, alkalinity, hardness, chloride, conductivity, and corrosivity index.
- Metals Test: arsenic, calcium, copper, iron, lead, magnesium, manganese, potassium, sodium, total sulfur, and zinc.

Watch the newspaper for drop-off locations and times, check the Land Conservation Facebook page (www.facebook.com/pages/Taylor-County-Land-Conservation-Department/506949142685658) for updates, or call the Land Conservation office at 715-748-1469.

Area Tractor Safety Classes

Medford Tractor Safety Course—June 8–10
Medford Area High School Ag. Room
June 8 (8 a.m.–4 p.m.), June 9 (8 a.m.–3 p.m.),
and June 10 (8 a.m.–11 a.m.)

Attendance required all three days.

RSVP by June 3 to Mrs. Kopp at the High School. No cost to attend



Abbotsford/Colby Tractor Safety Course—Colby High School
June 20–23 8 a.m.–2 p.m.

RSVP to Melissa Ploeckelman, 715- 223-2338 ext. 5147

Thorp High School Tractor Safety Course—June 6-9
8 a.m.–2 p.m.

RSVP to Glen Schraufnagel 715-669-5401

Goat AI Training Offered

Goats are becoming more and more popular as commercial enterprises and for hobby farmers. The fastest genetic improvement in your herd is made through using artificial insemination. Take this opportunity to learn to AI your goats and increase the genetic value of your herd at a Goat AI Clinic, June 21-22 at the Kewaunee County Fairgrounds, 625 3rd Street, Luxemburg, Wisconsin.



Youth discount \$200 (Youth 19 years and younger enrolled in a youth program such as 4-H, FFA, or other verified youth organization). Adult \$250

Bring your own goat to the class to be inseminated with the purchase of semen. We will have goats on hand if you can't bring your own animal.

To register: <http://kewaunee.uwex.edu/2016/05/04/goat-ai-training-offered/>

Beekeeping

If you have honeybees or are thinking of getting bees, you're invited to join us to explore options for forming a Taylor County beekeepers network. Benefits could include sharing information about beekeeping in general, help with resolving beekeeping problems, advice on getting started in beekeeping, or whatever else network members might need.



Wednesday, June 15

6-8 p.m.

We Grow LLC

N7975 Zimmerman Rd, Westboro

Please RSVP by June 12.

715-748-3327 ext. 2 or ext. 9

*Hosted by area beekeepers &
Taylor County UW-Extension*

Learning Store Resources

Free download at
<http://learningstore.uwex.edu/>

Guide to Raising Healthy Goats (A3858-05)

If you're thinking about starting a small-scale goat operation, learn the basics before deciding whether it's right for you. This fact sheet provides an overview of goat care and management, including food and housing requirements, how to protect your animals from disease, the basics of handling, and more (4 pages; 2011).
<http://learningstore.uwex.edu/Guide-to-Raising-Healthy-Goats-P1461.aspx>
Also available in Spanish.

Biological Control of Insects and Mites: An Introduction to Beneficial Natural Enemies and Their Use in Pest Management (A3842)

This colorful, richly illustrated booklet offers an introduction to beneficial natural enemies and their use in pest management (116 pages).
<http://learningstore.uwex.edu/Biological-Control-of-Insects-and-Mites-An-Introduction-to-Beneficial-Natural-Enemies-and-Their-Use-in-Pest-Management-P1392.aspx>

Estimating pasture productivity—two methods

Direct estimate method

Example weights are given for each step and are used in the final calculations.

- 1. Clip and collect** the forage in 1 square yard of pasture. Clip at the intended grazing height; this will vary with species.
- 2. Weigh and record the forage.** Take all measurements in pounds (example: 2.07 lb/sq yd).
- 3. Dry a sample:**
 - Record the weight of an empty paper plate (example: 1 oz).
 - Take a half pound (approximately) sample of the forage. Place it on the plate and weigh it accurately (example: 9 oz).
 - Place the sample in a microwave oven along with a cup of water. Microwave on high for 3 minutes, then weigh the sample. **Note:** It is extremely important to leave water in the microwave throughout the drying process. Water reduces the chance of ruining the microwave or possibly starting a fire.
 - Microwave the sample for another minute, then reweigh the sample. Repeat this step until the weight remains the same.
 - Record the final sample weight (example: 3 oz).

4. Calculate percent forage dry matter (DM):

$$\% \text{ forage dry matter} = \frac{(\text{final weight of sample}) - (\text{weight of plate})}{(\text{original weight of sample}) - (\text{weight of plate})}$$

$$\text{Example: } \frac{3 \text{ oz} - 1 \text{ oz}}{9 \text{ oz} - 1 \text{ oz}} = 0.25 \text{ (25\% forage dry matter)}$$

5. Determine pasture yield:

$$\text{Pasture yield (lb/acre)} = \frac{[\text{total weight of forage (step 2)}] \times [\% \text{ forage DM (step 4)}] \times (43,560 \text{ sq ft/acre})}{(9 \text{ sq ft/sq yd})}$$

$$\text{Example: } \frac{2.07 \text{ lb/sq yd} \times 0.25 \times 43,560 \text{ sq ft/acre}}{9 \text{ sq ft/sq yd}} = 2505 \text{ lb/acre}$$

Pasture plate method

A much faster way to estimate yield is through use of a pasture plate. You can make your own plate using the following directions:

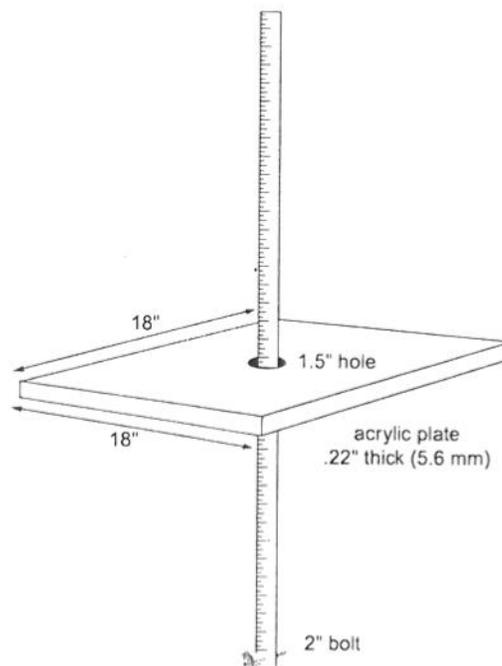
Materials: An 18-inch square sheet of acrylic (0.22-inch thick), a yardstick, and a 2-inch bolt.

Assembly: Drill a 1.5-inch hole in the center of the plate. To make it easy to lift and carry the plate and yardstick together, insert a large bolt through the bottom of the yardstick.

Procedure: Place the yardstick on the ground. Hold the plate (on the yardstick) 1 foot above the standing forage and let it drop. Record the plate's height (in inches) off the ground. Take measurements in 5 to 10 locations in the pasture and use the average height. To calculate dry matter yield (lb/acre), multiply the height by 390. For accurate results, the plants must be dry when taking measurements.

$$\text{Pasture yield (lb/acre)} = 390 \times \text{height (inches)}$$

$$\text{Example: } 390 \times 6 \text{ inches} = 2340 \text{ lb/acre}$$



From *Pastures for Profit: A Guide to Rotational Grazing* (A3529) by Dan Undersander, et al. 2002. Cooperative Extension Publishing, University of Wisconsin Extension.

Farm Land Leasing Arrangements

Many examples of rental arrangements are available. Your Taylor County UW-Extension office has several forms available, and there are forms available online at Ag Lease 101, To access, visit <http://www.aglease101.org/> Included here is a simple two page farm land lease created by Ken Williams, Agriculture Agent, UW-Extension, Waushara County

Cash Farm Lease

SECTION I: Date, Contracting Parties, Description of Property and Term of the Lease

This lease is made this _____ day of _____, 20_____,
between _____, herein call the Landowner,
and _____, herein called the Renter.

2. The Landowner, in consideration of the agreements with the Renter herein set forth, hereby leases to the Renter, to use for agricultural purposes only, approximately _____ acres of crop land on the _____
_____ farm, located at _____, in
_____ Township, _____ County, Wisconsin, legally described as the _____ Twp.
_____ Range _____ with all fixed improvements thereon except:

3. This lease shall become effective on the _____ day of _____, 20____ and shall continue in force until the _____ day of _____, 20____ and from year to year thereafter unless written notice of termination is given by either party to the other on or before the _____ day of _____, during the existing crop year.

Section II: Land Use and Cropping Program

1. Approximately _____ acres of the farm are to be cropped, _____ are to remain in permanent pasture.

Section III: Rental Payments and Security

1. Amount of rent and time of payment. The cash rent for this land to be paid by the renter to the landowner is \$_____ per acre for _____ acres. The annual cash rent for this land to be paid by the renter to the landowner is \$_____ and is to be paid in _____ installment (s) of \$_____ each. The first installment is to be paid on _____. The other installments are to be paid as follows:

Other provisions to rental payments: _____

Section IV: The Landowner Agrees as Follows:

1. **Taxes:** To pay all the taxes and assessments against the real estate, all taxes on the Landowner's personal property on the farm.

2. **Additional Provisions:** _____

Section V: The Renter Agrees as Follows:

1. Good land management practices will be followed.
 2. Farm will be operated in an efficient and husband-like manner.
 3. The renter will apply manure and/or fertilizer to meet crop removal needs.
 4. The farm or any part thereof cannot be subleased to a third party.
 5. Additional provisions: _____
-
-

Section VI:

In the event that this lease is terminated before the renter has the opportunity to recover costs of liming, fertilizer application and legume seeding, he shall be reimbursed by the landowner at the following rates:

Beyond Crop Removal	Lime Fertilizer Seeding		
For amount applied after last cropping season	100%	100%	100%
For amount applied and after which one crop season has passed	75%	66%	66%
For amount applied and after which two crop seasons have passed	50%	33%	33%
For amount applied and after which three crop seasons have passed	25%	0%	0%

Section VII : Binding on Heirs

The provisions of this lease shall be binding upon the heirs, executors, administrators, and successors of both landlord and renter in like manner as upon the original parties, except as provided by mutual written agreement.

Section VIII: Right of First Refusal:

In the event of any offer acceptable to Landowner, or to Landowner’s successor in interest, at any time or times during the original or extended term hereof, for the sale of the premises or for a lease to commence upon the expiration or earlier termination of the original or extended term hereof, the Landowner, prior to acceptance thereof, shall give the Renter, with respect to each such offer, written notice thereof and a copy of said offer including the name and address of the proposed purchaser or lessee; and Renter shall have the option and right of first refusal for sixty (60) days after receipt of such notice within which to elect to purchase or lease the Premises, as the case may be, on the terms of said offer. If Renter shall elect to purchase or lease the Premises pursuant to the option and first refusal herein granted, it shall give notice of such election within such sixty (60) day period. Renter’s failure at any time to exercise its option under this paragraph shall not affect this lease and the continuance of Renter’s rights and options under this and any other paragraph herein.

(To fully protect renter, signed lease needs to be registered with the Register of Deeds in the county where the land is located)

Signatures

Renter	Date
Landowner	Date

This form is provided by University of Wisconsin-Extension as part of its educational programming and is not intended as a substitute for legal advice. The University of Wisconsin-Extension does not provide legal advice or make any representations about the legal effect of this document. Users should consult an attorney regarding the legal effect of this document.

Are You Ready for VFDs?

A Veterinary Feed Directive or VFD Order is a written statement allowing you to feed antibiotics shared between humans and animals or have them administered into drinking water. In order for the VFD Order to be considered lawful: it must be issued by a veterinarian licensed to practice veterinary medicine and in compliance with all licensing and practice requirements in the state where the livestock live and must be written within the context of a VALID veterinary client patient relationship (VCPR). The order must be WRITTEN not verbal, not with only a handshake.

This written document will go directly to the feed distributor. It's the feed mills who will handle the actual product and get it mixed correctly into your feed. Of course there are some exceptions to this, which we won't get into right now (like the big operations who mix their own feed on site can apply to be their own VFD distribution).

Veterinarians are now engaged in the learning process of which drugs are VFDs and how they may be fed either alone or in combination with other fed non-medically important drugs; for example, some products can be mixed with Rumensin or Decoxx and some cannot and it depends upon if you are feeding dairy versus beef animals. The FDA Rules apply even when at first they don't make sense.

The things you can do right now in preparation for using VFD Orders on your farm include:

1. Inventory the products you are currently using: do they contain

antibiotic which are now impacted by VFD? Will you be able to get these in the future? Do you or your hoof trimmer currently use chlortetracycline powder in foot wraps? Or chlortetracycline foot baths or soaks? This antimicrobial use now falls under the VFD rule.

2. Walk your farm: identify the hazards which contribute to your risk for needing antibiotics: practice the process of Hazard Analysis Critical Control Points: and for those of you trained in BQA, you know what HACCP entails. Re-evaluate those hazards, figure out ways to fix them which do not include the use of antibiotics. In other words redefine your Control Points: vaccination strategies, backgrounding, stocking rates, ventilation, ration balancing, application of micro and macro minerals and vitamin feeding rates. You can solicit non-veterinary help to organize this process. Look to your farm advisors: Extension agents, and nutritionists. Attend a BQA certification or get re-certified: as this program covers all the objectives concerning best management practices, especially those regarding antibiotic use.

A VFD Application Summary is available online at the WI Beef Information Center as a hard copy for handwritten records or as a fillable spreadsheet.

You are required to correctly apply VFD Orders and retain all VFD Orders for two (2) years, producing them for



inspection when requested to do so. VFD Orders may be stored electronically or as hard copy paper. Use of this summary sheet will help you to organize the application of multiple paper VFD Orders. This form allows you to use various veterinarians and distributors for the VFD Drugs used on your farm. Use this summary sheet as the cover sheet in the VFD File and then file all VFD Orders written between the dates indicated on this summary sheet.

For example: Dr. VCPR issues a VFD Order for your farm business, for AS-700 on 1/5/2017, which expires on 5/4/2017. Dr VCPR selects the expiration date, and the maximum is 6 months.

The VFD specifies the species and production classes of animals to be fed this product alone or as a combination VFD feed and the vet details multiple drug concentrations, or levels you may feed for a range of animal weights on your farm. The VFD Order is filed with Sunshine Feed Mill on 1/5/2017.

On 2/1/2017, following the protocol set by Dr. VCPR, you decide to treat the yearlings in

Continued on p. 15

Date began feeding	Location Description and/or Premise ID	Animals Description and ID	VFD Drug and how applied feed or water	Date finished Duration from label	Withdrawal date calculate from label	Veterinarian	VFD Expiration date	Where purchased from
2/2/17	Dad's heifer barn	Yearlings Ear tags 301-334	AS700 feed	28 days: 3/2/2017	7 days: 3/9/2017	Dr. VCPR	5/4/2017	Sunshine Feeds

Are Your Truck & Trailer Ready for Transporting Livestock?

Are you ready for the trip? It is risky to transport livestock, regardless of whether you are transporting to market, pasture, or between your own facilities. Take time now to inspect your truck and trailer, making needed repairs in order to keep you and your livestock safe. Use the checklist below to guide your inspection.

- Check the axle rating of your truck and use the appropriately sized truck capable of transporting your fully loaded trailer. Truck dealers tell me it is generally not a problem for a truck to pull a weighted trailer; the problem is getting the moving trailer stopped. It is possible for a full trailer to ‘drive the truck’, pushing or tipping the truck as the weight and velocity of the trailer overpowers the truck. Make sure brakes are in optimum condition.
- Have your toolbox equipped and ready to handle the worst case scenario of changing a flat tire when the trailer is full. Is your jack strong enough? Can you even get to the jack when the trailer is full? Do not hold livestock on a stationary trailer. Have contacts ready to bring another trailer or gating so you can off-load them.
- Know your route. If possible avoid high traffic areas and school and road construction zones.
- Discuss insurance needs with your agent: while covering the trailer, insurance may not cover your property inside the trailer, and it will probably not cover your neighbor’s livestock if you are doing him or her a favor for by hauling their livestock.

Call Sandy Stuttgen, Taylor County Agriculture Educator (715-748-3327 ext. 1) to get resources regarding loading and livestock placement within the trailer.

Date inspected:	Good condition	Repairs needed
Truck tires/wheel bearings		
Truck spare tire		
Truck brakes		
Truck lights/brake lights/signals		
Tools: jack, wrench, blocks, warning triangle		
Trailer tires/wheel bearings		
Trailer spare tire		
Wiring harness		
Trailer lights		
Hitch: correct ball/fittings/pins		
Hitch safety chains		
Trailer door hinges/latches, safety chain		
Trailer floor		
Trailer cut gates, latches		
Trailer side walls, roof		

VFDs, continued from p. 14

Dad’s heifer barn, so you call Sunshine Feeds and request they fill the VFD Order for 33 calves each weighing approximately 600 pounds. From the VFD Order, copy over the information requested by the summary sheet. You begin feeding it when it is delivered on the next day. From the label you see the duration is 28 days, so you will stop feeding it on 3/2/2017. Further, the label

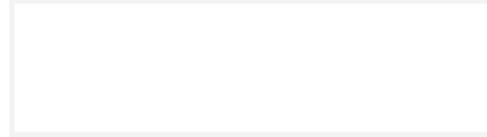
states the withdrawal time for this dose is seven days, so you will not market these treated calves for sale until after 3/9/2017.

In July, 2017 an inspector calls requesting an appointment to review your records as he is following up on Sunshine Feed’s distribution of products in February 2017. Using the Summary

Sheet you can quickly determine that you did indeed use a VFD feed from Sunshine Feeds in February, sorting through the corresponding file to find the actual VFD Order.

For more information and to download the Summary Sheet visit

<http://fyi.uwex.edu/wbic/>



Would you like to receive this newsletter by Email?

If you would prefer to receive your Taylor'd Ag News by email, send an email to cathy.mauer@ces.uwex.edu with the subject "Email Ag Newsletter."

Is your address label correct?

If you are moving or are receiving a newsletter with the incorrect name on it, please call Cathy at 715-748-3327 ext. 9 or email cathy.mauer@ces.uwex.edu.

June 23 Beef Program

Save the date and make plans to attend a beef program at Guden Farms, producers for Wisconsin Grass-fed Beef Cooperative.

- 1479 County Road M near Athens
- Begins at 6 p.m.
- Includes pizza and refreshments
- No fee to attend, but please RSVP by June 20 by calling 715-748-3327 ext. 9 so we can prepare
- Bring your own chair
- Will be held rain or shine

Agenda includes:

- *Lameness & locomotion scoring with Floyd Sutton from Zinpro*
- *Finishing cattle with managed intensive grazing*
- *Working with the Gudens' new animal handling system*

Dave, Jan, Dan, and Chris Guden will host the evening along with Taylor County UW-Extension and Heartland Cooperative.

