



### Oconto County

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### Oconto County

**We're on the web!**  
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### Oconto & Marinette County

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# Agriculture Newsletter

## February, 2016



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The frigid temperatures the past few weeks have caused us to realize it truly is winter in Wisconsin. However, compared to years past, we should really not complain about the few days of bitter cold we experienced.

If we did want to complain about anything, it could be the lack of snow. Time will certainly show the consequences of having unseasonably warm temperatures combined with a lack of snow cover on our crops. We may have a challenging cropping year ahead of us especially with the forecasted low commodity prices.

UW-Extension is offering focused educational programming this winter to help producers of dairy and cash grain enterprises to handle the downward swing of the market. A full calendar list of all the programs offered both locally and regionally can be found on page two of this newsletter. Please take advantage of the many opportunities hosted by UW-Extension.

As always if you have additional questions, please do not hesitate to call or email. As one of your local county Agriculture Agents, I am here to help you make informed decisions for your operation. I look forward to hearing from you.

*Sarah Mills-Lloyd*  
Agriculture Agent—Specializing in Dairy and Livestock  
Oconto County UW-Extension Office

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

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# Events, Deadlines and Notes

## UW-Extension Nondiscrimination Policy

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

Further, UW-Extension will not participate with organizations or in activities which discriminate on the basis of any of the legally prohibited categories of gender/sex, creed, disability, religion, national origin, ancestry, age, sexual orientation, pregnancy, marital or parental status, arrest or conviction record, or membership in the national guard, state defense force or any other reserve component of the military service. Consistent with the Americans with Disabilities Act, persons who need materials in alternative format or other accommodations must write or call the main telephone number at UW-Extension Oconto County, 920.834.6845 at least 10 working days prior to the event.

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

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

## Risk Management Programs

Contact Scott Reuss in the Marinette County UW-Extension office for any questions about these three programs

- **Dairy Price Risk Management—Thursday, February 11<sup>th</sup>**  
**Lena Town Hall: Starting at 10:00am**  
**\$15 Registration Fee—Includes Lunch**  
**Pre-Register by calling 715-732-7510 or emailing scott.reuss@ces.uwex.edu**

We will be focusing on the tools you have available as dairy producers to conduct milk price risk management. Details of how to use those tools correctly, their true costs, and what you are actually going to accomplish with them. Discussion will include all the available possibilities from simple forward contracting to the futures market, and how the MPP-Dairy or LGM-Dairy programs interact with your risk management. We will work through examples of using different methods and do 'practice' marketing to see how the methods compare. Will include broker and producer perspectives on these tools.

- **Crop Insurance for 2016—Thursday, February 18<sup>th</sup>**  
**Oconto Falls Community Library: Starting at 1:30pm**  
**Free—Coffee and Snack Provided**  
 Join Scott for a discussion of the crop insurance programs for 2016 crop production. Although there aren't lots of new things, there are always tweaks to the system and considerations for your decision-making as we approach the March 15 deadline. In particular, we'll be looking at ways to have sufficient coverage, but without having excess premium costs. Discussion of the new whole-farm products available for small or highly diversified farms will take place toward the end of the workshop, so feel free to stop in at 4 p.m if your farm fits into these types of insurance products.
- **Grain Marketing—Wednesday, March 2<sup>nd</sup>**  
**Lena Town Hall: Starting at 10:00am**  
**\$15 Registration Fee—Includes Lunch**  
**Pre-Register by calling 715-732-7510 or emailing scott.reuss@ces.uwex.edu**  
 Unfortunately, the blunt approach to marketing grain from 2015 and 2016 production is that we need to minimize losses, unless we see a significant, long-term weather event. There are certain cycles to the grain marketing year that any crop producer can take into account to help them plan out their grain marketing strategies. This can be especially true in a lower grain price climate. We will be concentrating on the grain price annual cycle and how to put a plan into place through which you make sound decisions that take emotion out of your pricing decisions. In the process,

we will analyze the different pricing or protection tools that you can use in your marketing plan.

One step of proper marketing is knowing your cost of production, so we will start the day with a review of different methods for estimating 2016 cost of production. Having an understanding of your costs will allow you to make better, more confident decisions regarding pre-harvest pricing opportunities.

## Annual CAFO Meeting Green Bay—February 12<sup>th</sup>

This is the annual update meeting for WPDES permitted farms and all the consultants that work with them. If your farm is on the verge of WPDES permit size or you are wondering about some of the logistics of post-permit management, you may want to consider attending.

## Florence Farm Management Update

A farm management update meeting will be held on Thursday, February 25 at the Florence Natural Resource Center starting at 11:30 am with registration and a light lunch. Agencies (FSA, NRCS and LWCD) will be present to discuss updates and opportunities in 2016. A presentation at 1:30pm will discuss crop costs in 2016 followed by a focused issues discussion on major issues facing Northern Wisconsin agriculture and future field research projects.

## MAQA Training Dates

Please note... all youth exhibiting market **beef, sheep, swine, poultry, meat goats, dairy, dairy goats and rabbits** at the fair must attend a MAQA (Meat Animal Quality Assurance) training every year. If you are not MAQA certified, you will not be eligible to sell in the Sale of Champions at the 2016 Oconto County Fair.

## The MAQA trainings scheduled for this year:

Thursday, March 24 – Pound Town Hall, Coleman 7:00-8:30 pm  
 Saturday, April 30 – Washington Middle School, Oconto Falls, 2:30-4:00 pm

Registration for these trainings is required at least two weeks prior to the event date. You can register by calling the Oconto County UW-Extension Office (920) 834-6845.

The Pulaski FFA Chapter is also hosting one MAQA training:

Tuesday, June 21 – Pulaski High School Ag Room 6:00 pm

Registration for this training is required by June 8, 2016. It is preferred if you register for this event via email at [kmsanty@pulaskischools.org](mailto:kmsanty@pulaskischools.org), or you may call (920) 737-6893.

Exhibitors must attend the entire training to be certified. Please choose the date and location that works best for you! Please call Sarah Mills-Lloyd with any questions, 920-834-6845.



## U2U—Useful to Useable

Weather and climate patterns are a driving force behind the success or failure of Corn Belt cropping systems. Useful to Usable (U2U) is an integrated research and extension project working to improve farm resilience and profitability in the North Central U.S. by transforming existing climate data into usable products for the agricultural community. Our goal is to help producers make better long-term plans on what, when and where to plant, and also how to manage crops for maximum yields and minimum environmental damage. Access unbiased, timely climate data at <https://mygeohub.org/groups/u2u>.

## Calendar of Events

Remember you can find all this information and more detailed information on our websites—<http://oconto.uwex.edu> or <http://marinette.uwex.edu>.

Month	Day	Location	Event	Month	Day	Location	Event
Feb	4/5	Madison	Dairyland Initiative Workshop	Mar	1	Kimberly	Modernization: Building Our Dairy Future
	5	Oconto Falls	Private Pesticide Applicator Training		1		Sesquicentennial & Century Farm Application Deadline
	11	Lena	Dairy Price Risk Management		2	Lena	Grain Marketing Workshop
	12	Green Bay	Annual CAFO Meeting Update		9	Gillett	What's Your Farm's Future Estate & Farm Succession Planning
	16	Kimberly	Raising Quality Dairy Heifers		11	Platteville	Wisconsin Dairy & Beef Well-Being Conference
	17	Seymour	Grain Crops Production Clinic		15	Stevens Point	On-Farm Food Safety Workshop for Diversified Vegetable Farmers
	18	Oconto Falls	Crop Insurance Seminar		24	Coleman	Meat Animal Quality Assurance Trng
	24	Oconto Falls	Private Pesticide Applicator Training		30	TBD	Heart of the Farm
	24	Madison	Cover Crops Symposium				
	25	Florence	Florence Farm Management Update				

## Weekly Hay Price Report as of January 8, 2016

Current hay demand and price reports can be found at <http://fyi.uwex.edu/forage/h-m-r/>

Hay Grade	Bale type	Price (\$/ton)		
		Average	Minimum	Maximum
Prime (> 151 RFV/RFQ)	Small Square	\$282.00	\$220.00	\$400.00
	Large Square	\$175.00	\$125.00	\$285.00
	Large Round	\$94.00	\$93.00	\$95.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$195.00	\$125.00	\$315.00
	Large Square	\$150.00	\$63.00	\$210.00
	Large Round	\$93.00	\$65.00	\$125.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$102.00	\$23.00	\$145.00
	Large Round	\$86.00	\$60.00	\$112.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$86.00	\$50.00	\$125.00
	Large Round	\$83.00	\$60.00	\$105.00