



Shawano County UWEX  
311 North Main Street  
Shawano, WI 54166  
(715) 526-6136

**Website:**

<http://shawano.uwex.edu>

**Like us on Facebook at:**

[uwex.shawano.ag](http://uwex.shawano.ag)

**Hours:**

**Monday - Friday**  
**8:00 am - 4:30 pm**

**Ag Agent:**

**Jamie Patton**  
[jamie.patton@ces.uwex.edu](mailto:jamie.patton@ces.uwex.edu)

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*Your county  
extension office*



**UW  
Extension**  
Cooperative Extension  
Shawano County

# *Shawano Ag Newsletter*

University of Wisconsin Cooperative Extension

November 2013

## *Happy November!*

As harvest is coming to a close, I hope yours was a fruitful and bountiful season!

The educational programming season is ramping up for agriculture. Shawano County has already been host to successful corn and cover crop field days, a bilingual winter calf care workshop, the Reproduction Roadshow and a farm safety training workshop. Thank you to all who attended! Several great workshops are coming up over the next four months. I will keep you apprised of these opportunities through this newsletter, postcards, on the Shawano County UWEX website and through Facebook. Several of our more popular offerings—Soil, Water and Nutrient Management meeting, Cow College, and Pesticide Applicator's training—are included in this newsletter!

This winter, I will be working on improving communications between my office and your farm or business by updating my newsletter database. I would like to begin e-mailing newsletters to those who are interested rather than mailing them through the postal service. E-mail not only saves time and postage, but is more sustainable and environmentally conscious in the long run. You should receive a communications survey after the first of the year and I would appreciate your feedback and e-mail address (if you choose).

As a heads-up, for those of you with a non-541XX zip code (for example, Clintonville), due to changes in bulk mailing protocols, you may receive your newsletter up to two weeks later than the rest of the county. I just wanted to let you know that I am not forgetting you; it is a postal service change outside of my control. We will work hard to keep our Shawano UWEX website up-to-date, so no one is left out of the loop.

In addition to the communications survey, this winter I will also be conducting a land rent survey to gather information on rental prices throughout the county. Questions regarding land rental rates is one of the most common calls I receive throughout the year. I will also be conducting a needs assessment to help guide my programming and research endeavors over the next several years. I would love to hear about your agricultural education needs and what programs and topics are important to you.

If I don't talk to you personally in the next week or so, have a wonderful Thanksgiving, enjoying the numerous bounties Wisconsin agriculture has to offer!

Jamie



THE UNIVERSITY OF WISCONSIN – UNITED STATES DEPARTMENT OF AGRICULTURE

UW-Extension provides equal opportunities in employment and programming including Title IX requirements. UW-Extension programs are open to all persons without regard to race, color, ethnic background or economic circumstances. Please make requests for reasonable accommodations to ensure access to educational programs as early as possible preceding the event. Requests will be kept confidential.

# *Farm Families and the Affordable Care Act*

December 3, 2013

6:30-8:30 pm

Shawano County Boardroom

Shawano County Courthouse, 311 North Main Street

University of Wisconsin Extension will offer an overview of what the Affordable Care Act (ACA) means for farms, both as small employers and the self-employed, on December 3, 2013 from 6:30-8:30 pm. The presentation will be delivered as a free webinar to 21 counties across the state. In this area, Shawano, as well as Marathon, Oconto and Waupaca counties will be hosting the event at local venues.

The webinar will highlight what ACA requirements are currently in place and additional changes set for 2014. Heidi Johnson, Dane County Agriculture Agent, will discuss the law's implications on farm families purchasing their own health insurance, as well as farms exploring the option of providing health insurance for their employees. Additionally, the workshop will cover accessing the online marketplace to shop for health insurance.

Under the currently law, operations employing 50 or more full-time employees or 50 full-time equivalents are required to offer affordable and adequate health insurance to employees. The ACA defines a full-time employee as one that works 30 hours each work week or an average of 130 hours per month. The ACA law does provide a seasonal work exemption for those employing workers less than 120 days during the calendar year.

Farmers should also be aware that the ACA law may consider companies that share common owners to be a single employer. For example, if a producer owns and operates three, legally separate business enterprises, each employing 20 employees, the producer may be obligated to offer health insurance because the total number of employees for all commonly-owned enterprises is above the 50 full-time employee threshold.

According to a November 5<sup>th</sup> article published in *The Hawkeye News*, the U.S. Department of Agriculture's Economic Research Service estimates that U.S. farm families are more likely to have health insurance than the average population. In 2011, farmers were insured at a rate of 90 percent, while 84 percent the general population was insured.

Of insured farm families, it was estimated that 57 percent were enrolled in employment-based insurance through an operator or spouse who worked off the farm. However, a significant number of farm families acquired insurance through private-direct purchase, which is the population most likely to be affected by the changes in the Affordable Care Act.

Preregistration for the free ACA webinar in Shawano County is not required. The webinar will be presented in the County Boardroom at the Shawano County Courthouse, 311 North Main Street, beginning at 6:30 pm, on December 3<sup>rd</sup>.

If interested in attending the ACA webinar in another county, please contact the local coordinator, as seating may be limited.

The contacts for surrounding counties are listed below:

Marathon County – 715-261-1230

Oconto County – Scott Reuss, 715-732-7510, [scott.reuss@ces.uwex.edu](mailto:scott.reuss@ces.uwex.edu)

Waupaca County – Greg Blonde, 715-258-6230, [greg.blonde@ces.uwex.edu](mailto:greg.blonde@ces.uwex.edu)

covering  
kids & families  
wisconsin

## 2013 SOIL, WATER AND NUTRIENT MANAGEMENT MEETINGS

The Department of Soil Science at UW-Madison will offer this annual update meeting, geared to crop consultants, fertilizer dealers, soil and water conservation staff, etc. in downtown Shawano on **Tuesday, December 10, 2013**. Interested farm operators are also welcome to attend. These meetings combine the former Soil & Water Management and Fertilizer Dealer Meetings into one 4-hour session (10 am to Noon/1 to 3 pm). Matt Ruark, John Peters, Carrie Laboski, Sue Porter, and Francisco Arriaga will present current soil & water management and soil fertility information. All speakers may not be present at all meetings.

A \$35.00 registration fee (which includes lunch) will be charged for the meeting. Certified Crop Adviser CEU credits (2 hours in soil and water management and 2 hours in nutrient management) have been requested.

### 2013 Discussion Topics

- Cover crop and fertilizer technology research update ( Matt Ruark)
- Nutrient management BMPs on tile-drained land (Matt Ruark)
- Efficacy of aglime and pell lime in no-till and chisel systems (Carrie Laboski)
- Minimizing nitrate loss from manure-amended sandy soils (Carrie Laboski)
- Current topics in soil testing and nutrient management (John Peters)
- Better and faster nutrient management planning: Version 2 (Sue Porter)
- Tillage options for crop residue and soil compaction management (Francisco Arriaga)

This event will be held at Angie's Main Café, 132 South Main Street in downtown Shawano. Please send in your meeting reservation (use clip sheet below) with your payment of \$35 per person by December 2<sup>nd</sup> to Shawano County University Extension, Room 101 Courthouse, 311 North Main Street. Please plan to arrive by 9:30 am for registration. The meeting will start promptly at 10 am. Lunch will be a baked chicken buffet with all the trimmings (potatoes, dressing, vegetable, dinner rolls, coffee, milk or water). For more information contact Jamie Patton, Shawano County UW-Extension at 715-526-6136 or [jamie.patton@ces.uwex.edu](mailto:jamie.patton@ces.uwex.edu). Free parking is available in the parking lot behind the restaurant and behind the Shawano City/County Library.

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### REGISTRATION FORM 2013 SOIL, WATER AND NUTRIENT MANAGEMENT UPDATE MEETING Angie's Main Café, Shawano, December 10<sup>TH</sup>

**PREPAYMENT IS REQUIRED BY December 2nd, 2013**

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

\_\_\_\_\_

Business Address \_\_\_\_\_

\_\_\_\_\_

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

Number attending \_\_\_\_\_ @ \$35.00 each = \$ \_\_\_\_\_

**Make checks payable to "Shawano County UW-Extension" and send to Shawano County UWEX, Room 101 Courthouse, 311 North Main Street, Shawano, WI 54166.**



# Cow College 2014

1:00 pm – FVTC Regional Center, Clintonville

## January 7 – Dairy Outlook & Farm Bill Update

**Mark Stephenson – Extension Dairy Policy and Marketing Specialist, UW-Madison**

Get the latest details on dairy provisions included in the new / proposed farm bill and what it will mean for your dairy farm and dairy farm customers, as well as an updated milk price forecasts for 2014-15.

**New WI Dairy Farm Heifer Cost & Farm Labor Survey Data**

Greg Blonde and Zen Miller, local Extension Agriculture Agents will share updates on recent WI farm research projects including: Real Heifers, Real Farms: What it Cost WI Dairy Farms to Raise Their Own Heifers in 2012; and, survey results on what WI dairy farms are paying for hired labor.

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## January 14 – New Concepts in Dairy Cow Management

**Dr. Bob Leder, DVM – United Vet Clinic, Bear Creek**

Dr. Leder chairs the WI Veterinary Medical Association Large Animal Wellbeing Committee will share examples of what local dairy farmers are doing to improve their management of cull and downer cows.

**Dr. David Kammel – UW-Madison, Extension Ag Engineer**

Dr. Kammel will review past, present and future building considerations for transition (dry, pre- & post-fresh) and other cows with special needs.

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## January 21 – Farm Tour

...more details, including directions to the farm & panel participants, will be provided during first two sessions, or contact Zen Miller in the Outagamie County UW-Extension office for more information.

**10 A.M. Wichman Farms (Hwy EE, Five Corners)**

...new 240 cow robotic dairy

**11 A.M. Neighborhood Dairy (Van Asten Rd, Kaukauna)**

...manure solids separator & bedding system

**12:30 P.M. Lunch & Panel Discussion (Freedom Town Hall)**

Dr. Doug Reinemann, Extension Ag Engineer/Milking System Specialist at UW-Madison, will answer questions about advanced milking systems technology, including robotics. Company reps working with host farms will also provide more details about their milking & manure separating systems.

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Register for the sessions you plan to attend: ☐ January 7 ☐ January 14 ☐ January 21 (Tour)

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

Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_

Cost is \$5.00/day or \$10.00 total for all three = \$ \_\_\_\_\_ (Call or send check to UW-Extension by Dec. 31)

Waupaca County UWEX  
Courthouse 811 Harding St  
Waupaca WI 54981  
715 258-6230

Shawano County UWEX  
Courthouse, Rm 101  
Shawano WI 54166  
715 526-6136

Outagamie County UWEX  
3365 W Brewster Street  
Appleton WI 54914  
920 832-5119



## 2014 Wisconsin Agronomy Update Meetings

The Department of Agronomy will offer Crop Production and Management Meetings at eight locations during 2014. Joe Lauer, Dan Undersander and Shawn Conley will present the latest information on hybrid/variety performance, an analysis and discussion of last year's growing season, and updated recommendations for field crop production. The registration fee includes a meal and information materials. Certified Crop Advisor CEU credits have been requested (3.0 hours-Crop Management). Below is a list of meeting sites, dates and times. A "walk-in" fee will be charged to those who have not preregistered. Extra information packets are available for \$18.00 each.

**Make your reservations with the host agent one week prior to the scheduled meeting date.**

<b>Kimberly</b> Wednesday, Jan. 8 at 7:30 am	<b>Liberty Hall</b> 800 Eisenhower Drive (Hwy. 441, College Avenue Exit, East 1 block)	<b>Kevin Jarek</b> Outagamie County 3365 W Brewster St. Appleton, WI 54914 (920) 832-5121
<b>Wausau</b> Wednesday, Jan. 8 at noon	<b>Best Western/Midway Motor Lodge</b> 2901 Martin Avenue (near I39 and County Road NN)	<b>Dan Marzu</b> Marathon Co. Extension Office 212 River Drive, Suite 3 Wausau, WI 54403 (715) 261-1230

## Annie's Project in Northeast Wisconsin

Registration  
Form:

Annie's Project is an educational program dedicated to strengthening women's roles in the modern farm enterprise. The Winnebago County UW-Extension office will be offering four separate program dates throughout January 2014 that will cover various topics listed below.

**When:** Thursdays, January 9th, 16th, 23rd, and 30th  
**Time:** 10:00 am-2:30 pm  
**Where:** J.P. Coughlin Center, 625 E. Cty Rd Y, Oshkosh WI  
**Cost:** \$30 (includes lunch)  
**\*\*\*REGISTRATIONS ARE DUE BY FRIDAY, JANUARY 3rd**

Agenda:

<i>January 9:</i>	<b>Discover the Color of Your Personality</b> <i>Rene Mehlberg, Winnebago County Youth Development Educator</i> <b>How Does the Affordable Care Act Affect Farm Families?</b> <i>Kristi Cutts, Winnebago County Family Living Educator</i> <b>Make the Most Of Your Relationship with the Farm Service Agency</b> <i>Vicki Wiese, Outagamie County FSA Director</i>
<i>January 16:</i>	<b>Financial Record Keeping Basics and Beginning to build your Farms Financial Statement</b> <i>Jenny Vanderlin, UW Center For Dairy Profitability Outreach</i> <b>Build and Interpret Your Farms Financial Statements</b> <i>Dr. Nate Splett, Retired UW River Falls Ag Economics Professor</i>
<i>January 23:</i>	<b>Calf Care to Improve Respiratory Health and Improving Animal Husbandry</b> <i>Dr. Amy Stanton, UW Dairy Specialist</i> <b>Improving Herd Reproductive Performance</b> <i>Connie Cordoba, UW Reproductive Management Specialist</i> <b>The Cost of Raising Heifers</b> <i>Liz Binversie, Outagamie County Dairy Educator</i>
<i>January 30:</i>	<b>Marketing 101</b> <i>Kevin Jarek, Outagamie Co Crops and Soils Agents</i> <b>Starting Up a Grazing Operation</b> <i>Melanie Boone, Soil Conservation Technician with NRCS</i> <b>Shifting Gears for the Golden Years and Communication Across Generations</b> <i>Nick Schneider, Winnebago County Agriculture Agent</i>

To insure equal access, please make requests for reasonable accommodations as soon as possible prior to the scheduled program, service or activity. If you need this material in another format please contact the program coordinator.

Amount Enclosed:

\$30 per person/per session=  
\$

Return this form along with your check payable to the:

"Winnebago Co. UW-Extension"

Send to:

Winnebago County UWEX

625 E. County Rd. Y, Suite 600

Oshkosh, WI 54901

Questions? Call:

920-232-1971 or email

nick.schneider@ces.uwex.edu

Name(s)

Address:

Phone Number:

Email:

DATE(S) OF  
ATTENDANCE:

January



The University of Wisconsin-Extension provides equal opportunity in employment and programming, including Title IX & ADA.



# Join us!

**March 14-15, 2014**  
Madison Marriott West  
Madison

Wisconsin

## Ag Women's SUMMIT

Presented by:



*Great line-up of speakers! See inside for more details and a full agenda.*

### SAVE \$25 BY REGISTERING EARLY

Early Registration Fee: \$115/person  
(if received on or before February 14, 2014)

After February 14, 2014: \$140/person

Registration deadline: March 7, 2014

### SAVE \$ ON HOTEL RESERVATIONS

You are responsible for your own room reservations at the Madison Marriott West. Request the "WI Ag Women's Summit" room block on or before February 14, 2014 to receive the REDUCED standard room rate (up to 4/room): \$116/night + tax. Regular rates will apply for reservations made after February 14, 2014. Call 888.745.2032 for reservations.



Get all the latest updates! [www.facebook.com/Wisconsin.Ag.Womens.Summit](http://www.facebook.com/Wisconsin.Ag.Womens.Summit)

TO REGISTER: Complete the mail-in form below

-OR- register and pay online at [wfbf.com/programsevents/event-registration/](http://wfbf.com/programsevents/event-registration/)

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

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_

Phone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Are you a WI Farm Bureau member? Yes ☐ No ☐ Are you a Badgerland Financial customer? Yes ☐ No ☐

Note: You do not have to be a member or customer to attend. All are invited and welcome!

Do you have special dietary needs? Yes ☐ No ☐ If yes, please indicate: \_\_\_\_\_

Do you require non-meat meals on Friday for Lent? Yes ☐ No ☐

Please mail form and payment to: WI Farm Bureau/Women's Summit, P.O. Box 5550, Madison, WI 53705

Please make checks payable to: WI Farm Bureau Foundation

# Summary of 2013 Economic Costs and Labor Efficiencies Associated with Raising Dairy Herd Replacements on Wisconsin Farms

A recent study by the University of Wisconsin Cooperative Extension (UWEX) Dairy Team found the cost of raising dairy replacements is the second largest cost on Wisconsin farms in the production of milk. Since 1999, the UWEX Dairy Team has completed three calf and heifer raising cost surveys in Wisconsin. The results of the 1999, 2007 and 2013 surveys can be found here: <http://eauclaire.uwex.edu/uwex-icpa-project/>

In 2013, 36 dairy herds in 12 Wisconsin counties were surveyed. Of these operations, 30 included a calf enterprise. The team determined that the average cost across operations to raise a calf (from birth to when she is moved into group housing), excluding calf value, was approximately \$363.69. This equates to \$5.34 per day per calf, given an average of 68.6 days on feed. Calf rearing costs ranged from \$3.81 per day per animal for custom calf growers to \$5.59 per day per animal for free-stall farms. Tie-stall farms averaged \$5.48 in expenses per day per calf. The average cost of raising a calf in 2013 was up 12 percent from 2007, when per calf costs were estimated at \$326.07. Since 1999, the average weaning age has increased from 7.4 weeks to 7.61 weeks in 2013.

Of the \$5.35 in calf costs per day, feed costs accounted for nearly 45 percent of the cost at \$2.37 per day. Labor and management, both paid and unpaid, accounted for an additional \$1.99 per day. Variable and fixed costs contributed \$1.63 and \$0.35 per day, respectively.

The survey also found the average cost across operations to raise a heifer (animal raised in group housing to freshening or in the case of the custom heifer grower, the time the heifer is returned to the producer), not including the animal's value, was \$1863.19. This equates to \$3.04 per day per animal. The average daily cost of raising a heifer has almost doubled since 1999, when the average daily cost was estimated at \$1.61 or an average of \$1099.12 per animal. The 2013 average days on feed decreased approximately 11 percent from a survey high of 683 days in 1999 to 611 days in 2013.

Breaking down the \$3.04 per day raising costs per heifer shows that feed accounts for nearly 56 percent of the average cost, at an expense of approximately \$1.71 per day. Feed costs were the highest for freestall producers at \$1.83 per day per animal and lowest for custom growers at \$1.55 per day per animal. Looking at total costs for heifer production, excluding cost of the animal itself, custom growers incurred the lowest average cost per animal per day at \$2.57, while tiestall and freestall producers incurred \$3.20 and \$3.15 in costs per day per heifer, respectively.

The study also found that the cost of calf starter nearly tripled from 2007 to 2013. However, price increases associated with milk



## ICPA PROJECT

**Economic Costs and Labor Efficiencies Associated with Raising Dairy Herd Replacements on Wisconsin Dairy Farms and Custom Heifer Raising Operations Reports are now available.**

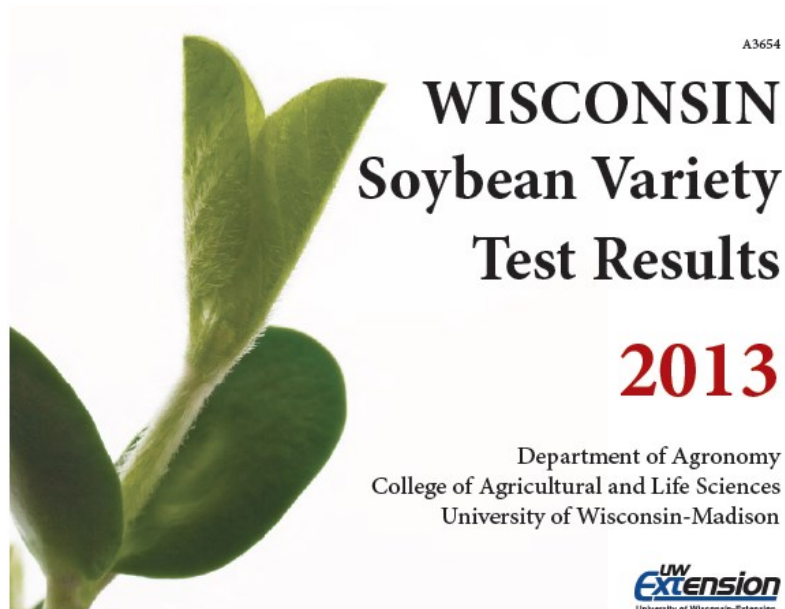
To view the **ICPA Research Reports** please visit our website at: [tinyurl.com/kqd2npv](http://tinyurl.com/kqd2npv) or use the scan code located below.



replacer were offset by more producers feeding pasteurized waste milk. As a result, across all herds, the cost of liquid feed fed to dairy calves increased only 9.3 percent between 2007 and 2013. During this same time period, heifer bedding costs nearly doubled accounting for a portion of the increase in total raising costs.

In summary, in 2013, the total cost to raise a replacement dairy animal from birth to freshening increased 35 percent over 2007 costs to \$2,226.88 per animal, not including calf cost. During this time the average days on feed decreased from 743 days to 680 days and average calving age decreased from 24.6 months to 23.4 months. Without considering the opportunity cost of the calf, the total cost to raise a dairy replacement from birth to calving on Wisconsin dairy and custom calf and heifer operations has increased approximately \$600 in the last six years, primarily due to increased labor and feed prices.





### 2013 Variety Performance Results for Wheat, Oats, Barley, and Soybeans are now available

Wheat— [http://www.coolbean.info/pdf/small\\_grains/variety\\_trail\\_results/2013\\_WI\\_Winter\\_Wheat\\_Tests.pdf](http://www.coolbean.info/pdf/small_grains/variety_trail_results/2013_WI_Winter_Wheat_Tests.pdf)

Oats and Barley— [http://www.coolbean.info/pdf/small\\_grains/variety\\_trail\\_results/2013\\_WI\\_Oats\\_and\\_Barley\\_Tests.pdf](http://www.coolbean.info/pdf/small_grains/variety_trail_results/2013_WI_Oats_and_Barley_Tests.pdf)

Soybean— [http://www.coolbean.info/pdf/soybean\\_research/variety\\_trail\\_results/2013\\_Soybean\\_Trials.pdf](http://www.coolbean.info/pdf/soybean_research/variety_trail_results/2013_Soybean_Trials.pdf)

## Calendar of Upcoming Events

Date	Workshop	Location	Cost	Registration Required
December 3	Affordable Care Act Webinar	Shawano County Courthouse—Boardroom	-	-
December 10	Soil, Water and Nutrient Mgmt Meeting	Angie's Café Shawano	\$35	By Dec 2
January 7, 14, 21	Cow College	FVTC Clintonville	\$5/day	By Dec 31
January 8	Agronomy Update Meetings	Kimberly <u>or</u> Wausau	Contact host	By Dec 30
January 9, 16, 23, 30	Annie' Project	Coughlin Center Oshkosh	\$30/day	By January 3
February 4	Pesticide Applicator's Training	Courthouse Shawano	\$30	Yes, Shawano UWEX Office
February 21	Shawano County Forage Council Annual Mtg	The Main Event Cecil	\$15	More to come
March 6	Pesticide Applicator's Training	Courthouse Shawano	\$30	Yes, Shawano UWEX Office

*More workshops—Grains, Beef, Transferring the Farm, Heart of the Farm—in the planning stages for this winter...  
More info to come in upcoming newsletters!*