

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

Website:

<http://shawano.uwex.edu>

Like us on Facebook

uwex.shawano.ag

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[@Ag_UWEXShawano](https://twitter.com/Ag_UWEXShawano)

Hours:

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

Ag Agent:

Jamie Patton
jamie.patton@ces.uwex.edu

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Shawano Ag Newsletter

University of Wisconsin Cooperative Extension

December 2017

Greetings!

Where has time gone? It's hard to believe this is the last newsletter of 2017!

As the main conference season ramps up, I encourage you to stay abreast of the latest meeting postings on the Shawano County UW-Extension website (<https://shawano.uwex.edu/agriculture/calendar/>). You can also follow us on Facebook or Twitter for the latest information.

As we close the year, I wish you and yours all the best in 2018!

~ Jamie



Bilingual Agricultural Chemical Safety Videos Now Available

Objectives of the video series are to educate dairy farm employees about the potential risks of handling agricultural chemicals and the safety measures to keep themselves safe. Since many employees own smartphones, videos are available on YouTube to provide easy access.

The videos covered in the series are (English/Spanish):

- Introduction to agricultural chemical safety/Introducción a seguridad de químicos agrícolas
- Dermal exposure to chemicals/Exposición dermal a químicos
- Inhalation exposure to chemicals/Exposición por inhalación a químicos
- Eye exposure to chemicals/Exposición a ojos a químicos

Videos can be found here:

https://www.youtube.com/playlist?list=PLA9wJIB-LgX5Dsd_cvsKUXOyqeTL9hJj1

Updating the Shawano UW-Extension Ag Newsletter List

Thank you for your responses to this spring's newsletter list survey. We received several postcards with no names indicating the sender did not want to receive the newsletter. The cards were not coded, so without a name, I was unable to remove the sender from the mailing list.

If you wish NOT to receive the UW-Extension Ag Newsletter or if you would prefer an EMAIL rather than paper copy, please call our office at (715) 526-6136

A3653

Wisconsin Corn Hybrid Performance Trials

Grain • Silage • Specialty • Organic

Available for download at:
[http://corn.agronomy.wisc.edu/
HT/2017/2017Text.aspx](http://corn.agronomy.wisc.edu/HT/2017/2017Text.aspx)



Kent Kohn, Thierno Diallo, and Joe Lauer

Department of Agronomy, College of Agricultural
and Life Sciences, University of Wisconsin

University of Wisconsin-Extension

Wisconsin Crop Improvement Association

UW
Extension
University of Wisconsin-Extension

2017



Dairy Nutritionist Workshop

Incorporating Cover Crops and Other High Fiber Forages in the Ration



Interested in using cover crops for feed?

Invite your nutritionist to attend!

Tuesday, December 5, 2017

9:00am – 1:00pm

Liberty Hall, Kimberly, WI

This workshop is free to attend and includes:

- Dairy nutritionists speaking about the feed quality of alfalfa-grass mixes and cover crops (like winter rye & triticale) for the non-lactating and lactating herd
- Overview of the changing landscape in northeast WI and why farms are utilizing more high fiber forages
- Lunch & Panel discussion with nutritionists and agronomists

Contact Molly Meyers for more info at (920) 680-6484 or meyersm@uwgb.edu.

Thank you to our workshop partners:



Farmland Renting Options Workshop Provided by UW-Extension

(Oconto Falls, Coleman) University of Wisconsin - Extension of Marinette and Oconto Counties are providing owners of farmland and agricultural producers an opportunity to find out about land rent realities and options. A pair of free workshops will be held on December 7th and 12th that will focus on the different aspects that need to be considered when renting agricultural land.

UW-Extension Crops/Soils Agent Scott Reuss will lead a discussion of the details that you should consider when negotiating a farm rental contract. Such details certainly include price, but other factors such as length of lease, any limitations you may place on the property, and many other aspects can all be negotiated into the contract. There are also many different leasing options available and Reuss will detail some of the advantages and disadvantages of different types of annual or multi-year leasing contracts.

Landowners and farmers that work together to build a good rental contract are also more likely to form longer-term relationships that benefit both parties. Having flexibility and understanding of agricultural realities allows landowners to capture maximum value from their land investment, while still allowing a profitable opportunity for the producer renting their land.

Contract templates of multiple types will be available as handouts, ranging from extremely simple to more complex arrangements. However, you do need to make sure they match legal needs and the true needs and desires of both parties. The discussion will focus on basic cropland rental situations, but can expand to building leases, grazing land, and other situations which attendees are interested in discussing.

The first session takes place on Thursday, December 7th, starting at 6:30 p.m. at the Pound Town Hall. The Pound Town Hall is located on Marinette Cty. Hwy. B, on the east edge of the Village of Coleman. The second session will be held on Tuesday, December 12th, starting at 10 a.m. at the Oconto Falls Library, 251 N. Main St., Oconto Falls.

There are no fees for attending either of these programs, nor is pre-registration required. If you have questions about these topics, contact Scott Reuss in the Marinette County office at 715-732-7510 or via e-mail at scott.reuss@ces.uwex.edu or contact Sarah Mills-Lloyd in the Oconto office at 920-834-6845. If you cannot attend a program, another good source of farmland leasing information is found at <http://www.aglease101.org/>

Crop Budgeting and Planning for 2018

(Lena) Crop margins are projected to be extremely tight in 2018, especially in less predictable production areas. Tight margins create both challenges and opportunities as producers prepare for the 2018 cropping season. UW-Extension of Marinette, Florence, and Oconto Counties are sponsoring a workshop designed to help producers analyze crop budgets as they make crop rotation, crop insurance coverage, and management practice decisions.

The event is being held at the Lena Town Hall (intersection of Goatsville and Jagiello Roads - northwest of the Village of Lena) on Friday, December 8th, starting at 9:45 a.m. The producers and consultants attending this event will focus on costs of production and likely revenue for area crops, developing 2018 crop budgets for primary crops.

The group will analyze how changes in production practices such as weed control, fertilization, hybrid/cultivar selection, or seeding rates may affect overall per acre profitability, due to effects on both costs and production. The analysis process will be facilitated by Scott Reuss, UW-Extension Crops/Soils Agent, but will be driven by the producers and agronomists in attendance.

This program is free for all producers and consultants to attend. Attendees are welcome to bring their laptops along so that they can receive and work on the spreadsheets that will be utilized. Pre-registration is appreciated, but not required. To register, or if you have any questions about the program, contact Reuss at 715-732-7510 or e-mail scott.reuss@ces.uwex.edu

If you are unable to attend this event, but want to discuss cropping issues on your farm, contact Reuss to set up an appointment. Please call the Marinette County UW-Extension office, 715-732-7510 or 1-877-884-4408, to request any type of accommodation or assistance that you may require to attend this event. All requests will be kept confidential. <http://www.uwex.edu/es/cty/marinette>

University of Wisconsin-Extension Dairy Team

Better Heifers, Better Cows

Making Wisconsin's calf & heifer industry
strong & competitive through university-based research and education.

Wednesday, December 20, 2017

9:30 am registration, 10 am to 3 pm meeting
Liberty Hall Conference Center, 800 Eisenhower Drive, Kimberly, WI

Better Heifers, Better Cows will provide answers to building and implementing effective management strategies in raising replacement heifers.

Who should attend?

Dairy farmers, custom heifer raisers, veterinarians, nutritionists and anyone with a concern with raising dairy replacement.

For more information:

Tina Kohlman
Dairy & Livestock Agent
Fond du Lac County
tina.kohlman@uwex.edu
920.929.3180

Sarah Mills-Lloyd
Agriculture Agent
Oconto County
sarah.millsloyd@uwex.edu
920.834.6845



Learn and understand current research for creating heifer efficiencies on your farm from well-known dairy professors and researchers.

Topics include:

- Milk quality
- Nutrition
- Economics

Veterinary continuing education credits have been applied for this meeting through the Northeast Wisconsin Veterinary Medical Association.

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Wednesday, December 20, 2017

9:30 am registration, 10 am to 3 pm meeting
Liberty Hall Conference Center, 800 Eisenhower Drive, Kimberly, WI

Meeting Details

Registration: 9:30 am
Meeting: 10 am to 3 pm

Registration Fee:
\$40 per person early
registration fee
(includes lunch & materials)

\$10 additional fee will be
charged after December 13th



- ♦ **Using PCR Tests to Diagnose Mastitis in First Calf Heifers**
Pamela Ruegg, Milk Quality Specialist, UW-Extension
- ♦ **Neonatal Calf Nutrition Implications for Long-Term Performance**
Sonia Gelsinger, Post-Doctoral Researcher, UW-Madison
- ♦ **Calving Healthy Heifers—How to Maximize Udder Health**
Pamela Ruegg, Milk Quality Specialist, UW-Extension
- ♦ **Nutrition and Management for Transitioning the First Calf Heifer**
Noah Litherland, Dairy Youngstock Technical Specialist, VitaPlus &
UW-Madison Department of Dairy Science Adjunct/Affiliate Member
- ♦ **Finding the Balance—Management of Calf Health Versus Cost of Production**
Tina Kohlman, Dairy & Livestock Agent, UW-Extension Fond du Lac County
Sarah Mills-Lloyd, Agriculture Agent, UW-Extension Oconto County

An EEO/AA employer, University of Wisconsin-Extension provides equal opportunities in employment & programming, including Title VI, Title IX, and the Americans with Disabilities (ADA) requirements.

2017 Better Heifers, Better Cows Meeting Registration

Name(s): _____

Company: _____ Telephone: _____

Address: _____ City/State/ZIP: _____

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

Registration: _____ People x \$40 per person (includes meals & materials) = \$ _____
_____ **Additional Walk-in/Late Fee after December 13 x \$10 per person** + \$ _____
Total Enclosed: = \$ _____

Make Check Payable to:
Mail to:

UW-Extension Fond du Lac County
UW-Extension Fond du Lac County
400 University Drive, Room AE-227
Fond du Lac, WI 54935
920.929.3171

**Credit card payment for registration
available, small surcharge applied.
Please call for this option.**

Or call:

Registration due Wednesday, December 13th or a \$10 per person Late/Walk-in fee will be added.



**Announcing the
2018 Wisconsin Agronomy Update Meetings
University of Wisconsin – Madison
Department of Agronomy**

The Department of Agronomy will offer Crop Production and Management Meetings at eight locations during 2018. Joe Lauer, Shawn Conley, and Rodrigo Werle 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 materials. Please pre-register with the Host Agent. A “walk-in” (Late) fee will be charged to those who have not preregistered. Additional information packets will be available for \$21.00 each. Certified Crop Advisor CEU credits have been requested (3.0 hours in Crop Management). Below is a list of topics, meeting sites, dates and times. Please join us at meeting in your area.

Packet Materials

2017 Wisconsin Hybrid Corn Performance Trials - Grain and Silage (A3653)
2017 Wisconsin Soybean Variety Test Results (A3654)
Winter wheat varieties for grain in Wisconsin - 2017 (A3868)
Oat and Barley Variety Performance (A3874)
2017 Perennial Forage Variety Update for Wisconsin (A1525)
Extension publications
Agronomy Advice articles
Wisconsin Crop Improvement Association updates

Discussion Topics

Corn

- How many hybrids should you grow on your farm? Managing hybrid selection risk – What are the odds?
- High input systems for corn: Maximum yield versus Economic optimum yield
- Corn response to Super U

Soybeans and Small Grains

- Revisiting soybean phenological development and the role in management!
- Is strip-tillage an effective soil management tool for soybean?

Corn and Soybean Weed Control

- There is a new Weed Scientist in Town
- New corn and soybean herbicides for 2018
- Cover crops as a weed management tool: lessons learned in Nebraska

2018 Wisconsin Agronomy Update Meetings

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Location, date and time	Address	Host Agent
Janesville Tuesday, Jan. 2 at 12:00	Holiday Inn Express 3100 Wellington Dr.	Nick Baker Rock Co. Extension Office 51 S. Main St. Janesville, WI 53545-3978 (608) 757-5696 nick.baker@ces.uwex.edu
Madison Wednesday, Jan. 3 at 7:30 am	Comfort Inn 5025 County Hwy. V, De Forest, WI (Hwy V exit off of 90/94)	Heidi Johnson Dane Co. Extension Office 5201 Fen Oak Drive, Rm. 138 Madison, WI 53718 http://fyi.uwex.edu/danecountyag (608) 224-3716 Heidi.johnson@ces.uwex.edu
Fond du Lac Wednesday, Jan. 3 at 12:00	UW Fond du Lac Rm. 114 University Center 400 University Drive	Loretta Ortiz-Ribbing Fond du Lac/Dodge Co. Extension Office 400 University Drive Fond du Lac, WI 54935-2998 (920) 929-3171 loretta.ortizribbing@ces.uwex.edu
Kimberly Thursday, Jan. 4 at 7:30 am	Liberty Hall 800 Eisenhower Drive (Hwy. 441, College Avenue Exit, East 1 block)	Kevin Jarek Outagamie County 3365 W Brewster St. Appleton, WI 54914 (920) 832-5121 kevin.jarek@ces.uwex.edu
Wausau Thursday, Jan. 4 at 12:00	Marathon County UWEX Office, Room 5 212 River Drive	Heather Schlessler Marathon County UW-Extension Office 212 River Drive Wausau, WI 54403 (715) 261-1230 heather.schlessler@ces.uwex.edu
Eau Claire Friday, Jan. 5 at 7:30 am	Clarion Hotel Campus Area/Green Mill Restaurant and Bar (Campus area) 2703 Craig Road	Mark Hagedorn Eau Claire Co. Extension Office 227 1 st Street West Altoona, WI 54720-1601 (715) 839-4712 mark.hagedorn@ces.uwex.edu
Sparta Friday, Jan. 5 at 12:00	Jakes Northwoods Hwy 21 (NE side of town) 1132 Angelo Rd.	Bill Halfman Monroe County - UW Extension 14345 County Highway B, Room 1 Sparta, WI 54656-0309 (608) 269-8722 bill.halfman@ces.uwex.edu
Belmont Monday, Jan. 8 at 12:00	Belmont Inn & Suites Convention Center 103 W Mound View Ave. (North of Hwy 151 at Belmont)	Gene Schriefer Grant Co. Extension Office 916 E Elm St. Lancaster, WI 53813-0031 (608) 723-2125 gene.schriefer@ces.uwex.edu

**Wisconsin Agribusiness
Classic**
January 9-11, 2018
Alliant Energy Center, Madison

**Midwest Forage Association
Forage Production and
Use Symposium**
February 19-21, 2018
Chula Vista, Wisconsin Dells

**Wisconsin Corn Growers Association
Wisconsin Soybean Association
CORN / SOY EXPO**
February 1-2, 2018
Kalahari Resort, Wisconsin Dells



2018 Cow College

FVTC Regional Center
Hwy 22/45 Clintonville, Wisconsin



January 9 (1-3 PM)

Using Genomic Testing to Improve Your Herd

Dr. Kent Weigel, Extension Dairy Genetics Specialist, UW-Madison

Dr. Weigel will discuss what we've learned about genomic testing in just the last few years to help improve dairy herd genetics and management. Is it really worth the effort and the cost?

Premium Beef Programs: An Option for Your Dairy Farm?

Dr. Victor Cabrera, Extension Dairy Management Specialist, UW-Madison

Dr. Cabrera will share economic analysis of cross-breeding low potential heifers and low producing dairy cows to beef bulls with superior carcass traits as an option for adding value to your bottom line.

January 16 (1-3 PM)

Feeding 2017 Forage & Grain Crops to Dairy Cows

Dr. Randy Shaver, Extension Dairy Nutrition Specialist, UW-Madison

Dr. John Goeser, Rock River Lab Director of Research & Innovation, Watertown WI
& Dairy Science Department Adjunct Assistant Professor, UW-Madison

Dr. Goeser will review forage and grain quality from lab results in 2017, including energy, protein and fiber levels, as well as mycotoxins. Dr. Shaver will then provide an update and outlook on dairy nutrition and feeding strategies for 2018.

January 23 Farm Tour – Shawano County

10:00 am - **Wagner Farms** - N6928 County Road BB, Oconto Falls, WI

11:30 am - **Green Valley Dairy Calf Facilities** - W3171 Lodge Rd, Cecil WI

12:30 pm - Lunch - Village of Cecil Hall - 111 East Hofman St, Cecil WI

*Lunch Speaker - **Matt Akins**, Extension Dairy Specialist - Updated Cost of Raising Dairy Replacements*

Register for the sessions you plan to attend: ☐ **January 9** ☐ **January 16** ☐ **January 23 (Farm 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 Fri. Jan 5**)

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

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

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

Shawano County Forage Production Clinic

Forage Production Clinic

February 15, 2018

10:30 am to 2:30 pm

The Main Event

206 Lemke St, Cecil, WI

Shawano County Forage Council
will pay the first year of local
membership for all NEW
members, regardless of county of
residence, who attend the
meeting!

Presentations

Potential for Growing and Feeding Forage Sorghum in Wisconsin

~ Matt Akins, Dairy Heifer Management Specialist, Univ of Wisconsin—Extension

Matt will discuss his research on growing photoperiod sensitive and non-photoperiod sensitive forage sorghum in northern Wisconsin—the agronomics, feed value, and use in the dairy ration.

Interseeding alfalfa and corn silage: 7+ years of experience in WI

~ William Osterholz, University of Wisconsin—Madison

William will discuss his team's research on interseeding alfalfa with corn silage, reducing potential competition between crops, and the impacts on total forage yield.

Storing Your Forages – What Are the Real Costs Involved?

~ Kevin Jarek, Outagamie UW-Extension Crops, Soils, and Horticulture Agent

Kevin will share the costs associated with various forage storage systems, including structural, management, and shrinkage losses.

Shawano County Forage Council (starting approximately 1:45 pm)

Seed Auction

Annual Meeting



Advance Registration Required by February 9th

Make checks payable to: Shawano County Forage Council

Return to: Shawano County UWEX, 311 North Main Street, Shawano, WI 54166

Registration & Membership Options:

___ Midwest Forage Assoc & Shawano Co Forage Council Membership + Lunch @ \$65

___ Shawano County Forage Council Membership + Lunch @ \$35

___ Lunch only @ \$15

**** ___ Lunch and NEW Shawano County Forage Council Membership @ \$15****

Name(s) _____

Address _____

Phone _____ Email _____

2018 Driftless Region Beef Conference

Grand River Conference Center, Dubuque, Iowa

Thursday, January 25, 2018

Pre-conference

9:00 AM **Exhibitor setup begins**

12:30 PM **Registration opens**

Conference and Registration Info at:
<http://www.aep.iastate.edu/beef/>

Opening session

1:00 PM **Welcome and opening comments**

Denise Schwab, Extension beef field specialist, Iowa State University Extension and Outreach, Vinton, IA

1:15 PM **Cover crops and manure nutrient management**

Dr Morgan Hayes, assistant extension professor, Livestock Systems Extension, University of Kentucky, Lexington, KY

Cover crops can impact on grain production following the kill of the cover crop as they tend to tie nutrients into organic forms, which are not immediately plant available. A recent study looked to identify if manure would act differently than a commercial fertilizer (urea) when interacting with a cover crop (cereal rye).

2:00 PM **Capitalizing on soil health with cover crops and grazing in the upper Midwest**

Jim Johnson, Soils and Crops Consultant, Noble Research Institute, Ardmore, OK

This session will present principles of soil health and how to not only apply them but how to adapt them to your operation. Key tools discussed will include cover crops and livestock and integrating them into crop and pasture production systems.

2:45 PM **Break and visit sponsor displays**

3:15 PM **Mycotoxins in cattle feed: Detection, consequences and preventive strategies**

Dr Trevor Smith, adjunct professor, Animal Biosciences, University of Guelph, Guelph, ON

A description will be given of the common mycotoxins in cattle feed including how they are detected and what their effects are on animals including additive and synergistic toxicity. Strategies for preventing toxicity post-harvest will be reviewed.

4:15 PM **Cropping tools to prevent ear rots and mycotoxins**

Dr Alison Robertson, professor and extension field crops pathologist, Iowa State University, Ames, IA

Mycotoxins are produced by the fungi that cause ear and stalk rots. Mycotoxin contamination may occur in the field as well as in storage. This presentation will discuss crop production practices that can be implemented to reduce mycotoxin contamination in the field.

4:45 PM **Tip and tricks**

Evening program

6:00 PM **Social and visit sponsor displays**

Visit with sponsors and browse the displays. A cash bar will be available in the sponsor display area.

6:30 PM **Dinner and round-table discussions**

7:30 PM **Bull pen: Unique or interesting uses of cover crops**

Panel moderator: W. Travis Meteer, beef extension educator, University of Illinois, Baylis, IL

Producer panel.

8:30 PM **Session adjourns**

Breakfast session

6:30 AM Breakfast buffet, exhibits open

7:00 AM Risk management

Jamey Kohake, ag risk advisor and commodities broker, Paragon Ag, Topeka, KS

Concurrent session A (select one topic)

7:45 AM Grazing supplementation for pastured stocker cattle

Dr Dan Schaefer, professor, Animal Science, University of Wisconsin-Madison, Madison, WI

What is the growth-limiting nutrient for pastured calves and yearlings? How much and what kind of supplement? Optimizing pasture management for digestible energy yield and grazing management for harvest of digestible energy is the goal.

Confining cows during the calving season

Dr Morgan Hayes, assistant extension professor, Livestock Systems Extension, University of Kentucky, Lexington, KY

This presentation covers the basics of cow-calf confinement focusing on the spacing and ventilation needs for these barns. Moving cow-calf pairs from pasture to a barn requires more intensive management.

Concurrent session B (select one topic)

8:45 AM Manure management and safety considerations

Dr Daniel Andersen, assistant professor, Agricultural and Biosystems Engineering, Iowa State University, Ames, IA

Tips to get the most value from your manure and create value for your operations followed by a discussion on the do's and don'ts of hydrogen sulfide as related to cattle manure management.

Management and vaccination strategies to produce healthy calves

Dr Christopher Clark, Extension beef field specialist, Iowa State University, Lewis, IA

What can you do to improve the health and vigor of your calf crop? Discussion will include emphasis on animal husbandry and principles of vaccination to effectively immunize calves.

9:45 AM Break

Concurrent session C (select one topic)

10:00 AM New insights on rumen health for profitable feedlot cattle

Dr Josh McCann, assistant professor, Animal Sciences, University of Illinois, Urbana, IL

In an ever-changing landscape of feed additives, new perspectives will be shared on strategies to benefit rumen and gut health. Nutrition and management-based opportunities to capture profit without compromising rumen health will also be discussed.

Keys to a successful pasture system

Geoff Brink, research agronomist, U.S. Dairy Forage Research Center, USDA-ARS, Madison, WI

Forage species and variety are often considered the keys to productive and high-quality pastures, but they are only one part of making a pasture system successful. Come hear what will make your pastures more productive, persistent, and profitable.

Closing session

11:00 AM 2018 Beef market outlook

Jamey Kohake, ag risk advisor and commodities broker, Paragon Ag, Topeka, KS

Will we see a wall of cattle? Will there be a drought? Will NAFTA provide new export business? Come listen to Jamey Kohake explain these topics and more.

12:00 PM Conference adjourns

Dairy Situation and Outlook, November 20, 2017
By Bob Cropp, Professor Emeritus
University of Wisconsin-Madison

USDA's milk production report for the U.S. showed October milk production picking up a little with October production 1.4% higher than a year ago compared to September 1.0% higher. This is a lot of milk considering that last year milk production was running 2.5% higher than a year ago. The October increase was the result of 0.7% more cows and just 0.6% more milk per cow. In the West California's production was down 1.5%, Idaho up just 0.2%, Arizona up 6.6% and Texas up 5.3%. In the Northeast New York had a slight decline in production, with Michigan up 3.3% and Pennsylvania up 0.7%. Milk production was relatively strong in the Midwest with Iowa up 4.0%, Minnesota 2.9%, South Dakota 3.7% and Wisconsin 2.3%. Overall the increase in milk production will put some downward pressure on milk prices.

The September Class III price was \$16.36. The normal seasonal increase dairy product sales helped to increase the October Class III price to \$16.69. The November Class III maybe up slightly to around \$16.80. But, dairy product prices have declined meaning the December Class III price could fall below \$16.00 to around \$15.45. The average for the year will be around \$16.15 compared to \$14.48 last year. The Class III price is driven by the price of butter, cheddar cheese and dry whey. The price of butter on the CME averaged \$2.65 per pound in August, but has declined steadily since to now \$2.21 per pound. The amount of the price declined is a little surprising in that September butter production was 0.3% lower than a year ago and September 30th stocks were 4.5% lower than a year ago. But, butterfat exports which had been running higher than a year ago fell 16% in September resulting in year-to-date exports up just 9%. Butter fat exports had been aided by the price of Europe butter higher than U.S. butter. But, in recent weeks the price of Europe butter has fallen reducing the competitiveness of U.S. butter on the world market. The price of butter could still fall further but stay above \$2.00 per pound.

Cheddar cheese prices were above \$1.70 per pound in October and the first two weeks in November. But, both cheddar blocks and barrels are now below \$1.70 per pound. Barrels are \$1.64 and blocks \$1.60. Cheese stocks remain ample with September 30th American cheese stocks 4.7% higher than a year ago and total cheese stocks 5.7% higher. Cheese production has been relatively strong with September production of cheddar cheese 4.5% higher than a year ago and total cheese production 2.7% higher. Domestic cheese sales have been fair. But, cheese prices have benefited from higher exports. September cheese exports were 23% higher than a year ago and 24% higher year-to-date.

Dry whey production has been much higher than a year ago with September production up 20.4%. Dry whey exports did improve in September being 25% higher than a year ago leaving year-to-date exports up 13%. But, stocks continue to build to a burdensome level with September 30th stocks 107.5% higher than a year ago. Dry whey prices which were \$0.50 per pound early May are now in the low \$0.30's taking about \$0.90 off the Class III price.

The Class IV price peaked this year at \$16.61 in August and has been declining since. The October Class IV price was \$14.85. The November Class IV price will about \$14.00 with December near \$13.85. The average for the year will be around \$15.20 compared to \$13.77 last year. The Class IV price is driven by the price of butter and nonfat dry milk. Both prices have fallen. The price of nonfat dry milk is heavily depended upon exports. Exports of nonfat dry milk/skim milk powder were higher than a year ago for the first half of the year, but have been declining since. September exports were 31% lower than a year ago and are now just 5% higher year-to-date. U.S. exports are experiencing competition from EU and

Canada. According to U.S. Dairy Export Council EU exported 43% more skim milk powder during January through August than a year ago. Canada with very aggressive pricing with export prices below both EU and the U.S. had increased exports of skim milk powder. Canada was exporting about 1,000 tons of skim milk powder per month but is now exporting 8,000 to 10,000 tons. In addition, Mexico having concerns about the outcome of current NAFTA negotiations has reduced its source of nonfat dry milk imports from the U.S. Mexico last year sourced 94% of its nonfat dry milk from the U.S. This has dropped to 77% as Mexico is now sourcing from both the EU and Canada. As a result the price of nonfat dry milk has fallen to \$0.715 per pound, a level not seen since early last year.

USDA and other forecasters have lowered their price forecast for 2018. Both Class III and Class IV futures for 2018 have fallen. Class III futures are in the \$14's January through May and in the \$15's for the remainder of the year. Class IV futures start the year below \$14 reaching the \$14's by March and the \$15's by August. If these prices hold true, milk prices will average lower than this year. USDA is saying the Class III price in 2018 could average as low as \$15.50 and the Class IV price as low as \$14.15. But, final milk prices will depend upon the level of milk production, domestic sales and exports. USDA is forecasting an increase in 2018 milk production of 1.8% from 0.5% increase in the average number of milk cows and 1.3% more milk per cow. This is a lot of milk following a 1.6% increase forecasted for this year. But, if milk prices start the year near current futures market prices, we could see heavier culling of milk cows and a lower increase in milk per cow.

Domestic sales of butter and cheese should continue to be favorable in 2018. But, a crucial factor in where milk prices end up will be dairy exports. For most of this year milk production for four of major exporters—EU, New Zealand, Argentina and Australia was lower than the year before, U.S. was the exception with increased production. But, milk production has now started to increase in all five exporters meaning U.S. will face strong competition for markets in 2018. Unless there is good growth in world demand to absorb this increase in milk production world dairy product prices will decline. China and others are expected to increase their imports, but world prices have already started to decline which will put pressure on U.S. prices. But, still I feel milk prices will end up higher than current futures market prices particularly for the last half of the year from a little lower increase in milk production and prices supported by domestic sales and exports.

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**Hay Market Demand and Price Report for the Upper Midwest
For November 27, 2017**

Data Compiled by [Richard Halopka](#) UW-Extension Clark County
Crops & Soils Agent

All hay prices quoted are dollars per ton FOB point of origin for alfalfa hay unless otherwise noted.

The information presented in this report is compiled from public and private sales and reports in the Midwest.

The past several months of hay reports are archived. To view previous hay reports, go to <http://fyi.uwex.edu/forage/> on the Team Forage web site and click on the [past hay reports](#) section.

Hay auction data is collected on the first and third week of the month and posted the following Monday when possible. Prices quoted in this report are for “as fed” alfalfa hay.

Demand and Sales Comments

With Thanksgiving holiday during the week reports from the previous week were used to provide adequate data for this week’s report. There is strength in the hay market this week and prices are moving up slightly as temperatures drop. All classes of hay had an increase in prices this week.

Upper Midwest Hay Price Summary by Quality Grade

Hay Grade	Bale type	----- Price (\$/ton) -----		
		Average	Minimum	Maximum
Prime (> 151 RFV/RFQ)	Small Square	\$231.00	\$205.00	\$260.00
	Large Square	\$189.00	\$150.00	\$250.00
	Large Round	\$135.00	\$110.00	\$170.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$215.00	\$180.00	\$250.00
	Large Square	\$152.00	\$120.00	\$210.00
	Large Round	\$120.00	\$75.00	\$195.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$143.00	\$100.00	\$150.00
	Large Round	\$115.00	\$50.00	\$160.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$90.00	\$80.00	\$100.00
	Large Round	\$99.00	\$88.00	\$115.00



For Nebraska, prices are steady to \$10.00 higher per ton this week with demand for dairy quality hay. *For Iowa*, prices are stronger with demand increasing with tight supplies. Most farmers were busy with grain hauling and tillage work this week.

In South Dakota, prices were steady to firm for all classes of hay as demand for all classes of hay increased. There is a demand for grassy hay for calves entering feedlots.

For Missouri, hay movement remains slow, supplies are moderate, demand is light and prices are steady. One concern is the level of soil moisture as most of the year had below average rainfall, which now may concern growers looking forward to the 2018 growing season.

In Southwest Minnesota, not much change at this market with adequate supply of mixed hay, price trend is steady with limited quality hay available.

In Wisconsin, there is some strength in the market across all classes of hay. Lower quality hay is moving to the market and there are signs of strength going into winter.

Hay export report for November 17, 2017, 750 tons of alfalfa hay was exported. Fair quality hay was priced at \$1350.00 per export USDA report.

Straw prices were steady this week. Small square bale straw price was stronger and averaged \$3.40 a bale (range of \$1.50 to \$6.00). Large square bale straw prices were steady at \$37.00 per bale (range of \$25.00 to \$45.00). Large round bale straw had only one reported sale of \$55.00 per bale.

The next Hay Market Demand and Price Report for the Upper Midwest will be posted by Monday, December 11, 2017.

Due to the lack of quality-tested hay auctions in Wisconsin, the following links are included in this report allowing producers to obtain some state and nearby state prices (these may or may not be quality tested auctions). The Equity Cooperative market report is at

http://livestock.equitycoop.com/market_reports/. Go to the Lomira, Reedsville, and Stratford locations for their reports on untested hay and straw prices.

The Fennimore Livestock Exchange is at

<http://www.fennimorelivestock.com/index.php?site=home>.

The Reynolds Feed & Supply, LLC of Dodgeville is at <http://www.reynoldslivestock.com/whatIsnew/>.

The Tim Slack Auction and Realty, LLC of Fennimore is at

<http://www.timslackauctionrealty.com/market%20report.html>.

The Zumbrota Hay & Bedding Auction of Zumbrota, MN is at (market runs September – May)

<http://cla.crinet.com/page5295/ZumbrotaHayAndBeddingAuction>.

The Dyersville Sales Company of Dyersville, Iowa is at <http://dyersvillesales.com/hay-auction/hay-auction-results/>. Fort Atkinson auction is at <http://www.fortatkinsonhay.com/>

The Farmer to Farmer website is an electronic neighborhood bulletin board that allows local farmers to get in touch with one another to facilitate the marketing of feed commodities. It has recently been expanded to connect those with productive pastures to those producers who are in need of pastures. It can be found at <http://farmertofarmer.uwex.edu/>. If you would like assistance posting to this web site, contact your county's UW-Extension agriculture agent.

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