

Shawano County UWEX
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8:00 am - 4:30 pm

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Seasons Greetings!

I hope all of you were able to enjoy the holidays with family and friends. As stated in the last newsletter we moved to the basement while remodeling was being done in the office. We have officially moved back and you can once again find us in Room 101 of the Courthouse.

The season for agriculture education programming is in full swing. In this issue you will find flyers for many upcoming meetings in January and February. Cow College is coming up on the 8th, 15th and 22nd of January and the Shawano County Forage Council Annual meeting on February 21 will have several speakers presenting on topics ranging from manure application to commodity marketing. Flyers for these events and many more are included in this newsletter.

I am looking forward to working with more of the Shawano County Ag community in the new year.

Best wishes for 2019!



Kimberly Kassube



Dec. 26, 2018 Hay Market Report

<https://fyi.uwex.edu/forage/h-m-r>

Upper Midwest Hay Price Summary by Quality Grade

Hay Grade	Bale type	Price (\$/ton)		
		Average	Minimum	Maximum
Prime (> 151 RFV/RFQ)	Small Square	\$270.00	\$195.00	\$360.00
	Large Square	\$218.00	\$150.00	\$310.00
	Large Round	\$183.00	\$163.00	\$210.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$179.00	\$160.00	\$231.00
	Large Square	\$179.00	\$120.00	\$250.00
	Large Round	\$151.00	\$90.00	\$200.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$146.00	\$100.00	\$200.00
	Large Round	\$121.00	\$58.00	\$145.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	No Reported Sales		
	Large Round	\$104.00	\$100.00	\$115.00

Demand and Sales Comments

The hay market is steady to stronger. A note from November USDA hay report, "Alfalfa saw a price of \$178/ton being the average nationwide in 2018, while the October price in 2017 was lower at \$153/ton." Have a happy and safe holiday season. Stay tuned for 2019.

Dairy Situation Outlook, December 19, 2018

By Bob Cropp, Professor Emeritus
University of Wisconsin Cooperative Extension
University of Wisconsin-Madison

Milk prices were a record high in 2014 with Class III averaging \$22.34 and Class IV averaging \$22.09. For the past four years milk prices have averaged well below this record. This year, despite a lower growth in milk production, up just 0.7% in October and 0.6% in November, the Class III price has fallen each month since the peak of \$16.09 in September. December Class III is estimated to be around \$13.85 making the average for the year around \$14.60, the lowest average of the past four years. This will make the average over the past four years of only about \$15.35. Class IV started the year well below \$14.00 but improved since ending the year near \$15 and averaging about \$14.20 for the year, the second lowest average for the past four years with 2016 being the lowest at \$13.17. Over the past four years Class IV will average about \$14.25.

This decline in milk prices towards the end of the year was not expected. Strong holiday sales of butter and cheese normally push prices higher. Sales this year appear to be up but only modestly. Fluid (beverage) milk sales continued to decline being 2.2% lower January through October of this year. December CME butter and cheese prices will average lower than November. Butter currently at \$2.18 per pound could average about \$0.04 lower. Barrel cheese currently at \$1.3150 per pound could average about two cents lower and 40 pound blocks currently at \$1.41 per pound could average about four cents lower. But, the price of nonfat dry milk currently at \$0.9350 per pound and dry whey currently at \$0.4725 per pound could average could average two cents and one cent respectively higher than November.

U.S. dairy exports which have been running above year ago levels all year were virtually flat in October, undermined by a continued loss of sales to China since implementation of retaliatory tariffs. According to the U.S. Dairy Export Council combined shipments of milk powder, whey, lactose, cheese and butterfat to China were down 47% in October from a year ago. Exports elsewhere were up 14% with large gains to Southeast Asia and Mexico. October exports of nonfat dry milk/skim milk powder (NDM/SMP) were up 37% to Mexico and 39% to Southeast Asia making total NDM/SMP exports 19% higher than a year ago. U.S. exported 82% of its October NDM/SMP production, the main factor for strengthening NDM prices. October whey exports were down 19% from a year ago due mostly to China, the largest market being down 51%. The loss of whey exports is a major factor in reducing the price of dry whey from \$0.575 per pound mid-October to an average of around \$0.43 for November and December and reducing the Class III price nearly \$0.90. Despite the retaliatory tariffs placed by Mexico on U.S. cheese October exports of cheese to Mexico were 31% higher than a year ago offsetting losses to China, Japan and Australia keeping total cheese exports the same as a year ago. October butterfat exports remained strong being 75% higher than a year ago. In total October exports were equivalent to 15.3% of U.S. milk production on a total milk solids basis making year-to-date equal to 16.3% of milk production.

Relatively high stock levels are also responsible for lower dairy product prices and milk prices. October 31st butter stocks were 5.9% higher than a year ago, but just 1.1% higher than two years ago. American cheese stocks were 9.9% higher than a year ago and 10.6% higher than two years ago. Total cheese stocks were 8.2% higher than a year ago and 12.3% higher than two years ago. While dry whey stocks were 21.1% lower than a year ago they were 21.7% higher than two years ago. Nonfat dry milk stocks were also 20.2% lower than a year ago, but 12.2% higher than two years ago.

Milk prices for 2019 hinge heavily upon the level of milk production and dairy exports.

Forecasted milk production, domestic sales and dairy exports point to improved milk prices in 2019, but how much improvement? The current slowdown in milk production is encouraging. Milk cows have been declining since June with November numbers down 38,000 head from last year. Cow numbers are likely to continue to decline into 2019. The increase in milk per cow has slowed to 1.0%. Milk production continues relatively strong in some Western states with November production compared to a year ago up 2.9% in California, 4.0% in Idaho, 5.2% in Texas, 7.1% in Colorado, and 5.2% in Kansas. But, in the Northeast milk production was down 0.3% in New York, 4.1% in Pennsylvania and 1.1% in Michigan. The story was the same in the Midwest with Iowa up just 0.2%, Minnesota down 0.3% and Wisconsin up just 0.1%. There were declines of 1.5% in Arizona, 2.9% in New Mexico and 4.8% in Florida. Milk production continues to run relatively strong in South Dakota being up 5.2%.

Dairy Situation Outlook, Cont.

USDA's December forecast has milk production for 2019 increasing 1.3% from 20,000 fewer milk cows producing 1.5% more milk per cow. This level of increased milk production normally would be positive for milk prices. But, milk production could even turn out lower. Milk cow numbers could fall by more than this. A wet spring and fall reduced silage/forage quality particularly in the Northeast and Midwest which could reduce the increase in milk per cow. It looks like growth in the economy may slow some in 2019, but still be conducive to increased butter and cheese sale. But, dairy exports is a major factor that will determine how much milk prices will improve. An anticipated slower growth in world milk production is positive for exports. But, unless the trade dispute with China and Mexico ends dairy exports will likely fall below 2018 and dampen the improvement in milk prices. Some are forecasting a Class III below \$15 first quarter of the year, in the low \$15's second quarter, the mid-\$15's second quarter and low \$16's fourth quarter for average of no more than \$1 higher than the forecasted \$14.60 average for 2018. But, it is not without the possibility that prices could better than this with Class reaching the high \$16's or low \$17's by fourth quarter. Let's hope so because dairy producers need more than just a \$1 improvement.

Robert Cropp
racropp@wisc.edu

Tips to Reduce Winter-Feeding Hay Costs for Beef Herd

Winter-feeding of the beef cows represents the greatest expense in most beef cow-calf enterprises. Currently high feed prices, even for hay, should cause farmers to evaluate their winter-feeding strategies to identify ways to reduce feed costs through minimizing feed waste.

In the upper Midwest a mature cow will eat approximately 3 tons of hay during a common 6-month winter-feeding period. You can easily double your hay usage, if your method of feeding is to place bales out in the pasture or lot without any type of feeder. In this situation the hay becomes expensive bedding for the cows. Thus you will also double your winter feed costs, which at current prices can easily add \$300 per cow. Even when feeding hay with hay feeders the waste can vary from 15-50% depending on type of feeder thus significantly increasing your feed costs.

Michigan State University evaluated waste from different types of hay feeders in a study. The results showed some types of feeders do a better job of reducing round bale hay loss than others. This study compared 1) typical ring feeder with a solid panel around the bottom (see picture to left) 2) a cradle type hay feeder with slanted vertical bars so cow could access hay, but not place their head inside the feeder; 3) a silage feeder type wagon, and 4) a cone type hay feeder similar to the feeder pictured below, but with a solid panel at the bottom to keep any loose hay in the feeder.

Dry matter hay waste was 3.5%, 6.1%, 11.4% and 14.6% for the cone, ring, feeder wagon and cradle feeders, respectively. If a farm currently estimates hay waste of 20% from using a bale ring without a solid panel, by switching to a cone style ring feeder, they could reduce overwinter hay costs by \$53 dollars per head (hay = \$100 per ton). For a 20 head cow herd this would result in a total feed savings of \$1069 for the winter.



Ring Hay Feeder with hay saver

Cont. on the next page.

Tips to Reduce Winter-Feeding Hay Costs for Beef Herd, Cont.

- **Provide enough distance between the outside of the feeder and the feed.** Feeders, which allow cows to be able to comfortably keep their heads within the feeder perimeter, reduce feed losses.

- **Avoid bars or dividers between feeding stations.** Design features, which allow more access to the hay by reducing a cow's inclination to push or butt another cow to get access to the hay, will reduce hay losses.

- **Provide a comfortable feeding height.** Cows prefer to eat with their ears lower than the top of their shoulders similar to how they eat grazing. Cows that reach over the top of the feeder to get hay also tend to waste more.

- **Use a hay saver panel.** Feeders designed to sit on the ground will benefit from having a solid panel at the bottom to keep hay inside the feeder. In the pictures, the ring feeder has a hay saver panel whereas the cone feeder does not. The cone feeder could be improved by placing a 'hay saver' panel at the bottom.



Cone Feeder no hay saver

A final tip to help reduce feed losses is to place a new bale in the feeder when only 10% of the bale is left. This will force the cows to eat a majority of the bale as well as make sure there is adequate room for the new bale. If you are in the market for new bale feeders, keep this study in mind when selecting a feeder. Modifications can also be made to current feeders to help reduce feed losses.

Source: Bill Halfman and Dr. Amy Radunz

<https://fyi.uwex.edu/wbic/2018/12/17/tips-to-reduce-winter-feeding-hay-costs-for-beef-herd-2/>

Private Applicator Training

UW Extension Shawano County is holding two training sessions to renew private pesticide applicator licenses. Dates are as follows:

Monday, January 21st

Shawano City Hall (Community Room)

or

Wednesday, February 13th

Shawano City-County Library (Engel Room basement)

Registration Begins at 9:45 a.m.

Cost of class is \$40.00 and includes the

Training Manual for the Private Pesticide Applicator, 7th Edition



Shawano County

Please contact the Shawano County office if you have questions.



2019 Cow College

FVTC Regional Center
Hwy 22/45 Clintonville, Wisconsin



January 8 (1-3 PM)

The Mammary Gland and the Transition Period

Dr. Laura Hernandez, Dairy Science Department Associate Professor of Lactation Biology, UW-Madison

Dr. Hernandez will discuss the structure of the mammary gland and how it gains function over the course of pregnancy and early lactation. She will also examine how the mammary gland regulates maternal metabolism during lactation, and why this is critical particularly during the transition period. This session will also be accompanied by an interactive mammary dissection by Dr. Hernandez.

January 15 (1-3 PM)

Impact of Feeding Amino Acids on Health, Performance and Fertility of Dairy Cows

Dr. Phil Cardoso, Dairy Research and Extension Associate Professor, University of Illinois

During the transition period from late gestation through early lactation, the dairy cow undergoes tremendous metabolic adaptations. Studies over the last two decades have clearly established the link between nutrition and fertility in ruminants. Dr. Cardoso will focus on the positive effects of amino acids for dairy cows, including milk production.

Improving Dairy Herd Management With Written Protocols

Amber O'Brien, Calumet County Agriculture Educator, UW-Extension

Learn why all dairy farms need written protocols, what should be included and how to use them effectively. Some examples that will be covered include: emergencies; new employees/temporary help; herd health; milking routine; communication, and more.

January 22 Farm Tour

10:15 AM Jeffana Holsteins - E5191 Co Hwy N, Manawa 54949

Lely Grouped Robotic (6 Bot) Milking System w/ Six-row Tunnel Ventilated 360 Cow Freestall Barn

11:15 AM Dan & Chad Bonikowski Dairy Farm- N6968 Co Hwy K, Ogdensburg 54962

Delaval D-12 Rapid-exit Parlor w/ Six-row Tunnel Ventilated 400 Cow Freestall Barn

12:30 PM Lunch – Cedar Springs Golf Course – E7005 Cedar Springs Rd. Manawa

“Current/Future Dairy Housing Trends” - by Dr. Dave Kammel, Extension Dairy Housing Specialist

Register for the sessions you plan to attend: ☐ **January 8** ☐ **January 15** ☐ **January 22 (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 4)**

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

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2019 Wisconsin Agronomy Update Meetings

The Department of Agronomy will offer Crop Production and Management Meetings at eight locations during 2019. Joe Lauer 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 CEU hours-Crop Management). Below is a list of meeting sites, dates and times. A \$45.00 registration fee (which includes the meal) will be charged for the meeting. A "walk-in" fee will be charged to those who have not preregistered. Extra information packets are available for \$21.00 each. **Make your reservations with the host agent one week prior to the scheduled meeting date.**

Location, date and time	Address	Host Agent
Janesville Monday, Jan. 7 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 Tuesday, Jan. 8 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 Tuesday, Jan. 8 at 12:00	UW Fond du Lac Rm. 114 University Center 400 University Drive	Tina Kohlman Fond du Lac Co. Extension Office 400 University Drive Fond du Lac, WI 54935-2998 (920) 929-3171 tina.kohlman@ces.uwex.edu
Kimberly Wednesday, Jan. 9 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 Wednesday, Jan. 9 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 Thursday, Jan. 10 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 Thursday, Jan. 10 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 Friday, Jan. 11 at 12:00	Belmont Inn & Suites Convention Center 103 W Mound View Ave. (North of Hwy 151 at Belmont)	Gene Schriefer Lafayette County – UW Extension Agriculture Center 627 Washington Street Darlington, WI 53530-1396 (608) 776-4820 gene.schriefer@ces.uwex.edu

**Wisconsin Agribusiness
Classic**
January 15-17, 2019
Alliant Energy Center, Madison

**Midwest Forage Association
Forage Production and
Use Symposium**
February 18-20, 2019
Chula Vista, Wisconsin Dells

**Wisconsin Corn Growers Association
Wisconsin Soybean Association
CORN / SOY EXPO**
January 31-February 1, 2019
Kalahari Resort, Wisconsin Dells

Supporting Farmers During Challenging Times

A meeting for agribusiness professionals and agency staff

WEDNESDAY, JANUARY 9, 2019

9:00 AM TO 12:00 NOON

MILLHOME SUPPER CLUB, KIEL

FARM FINANCES: ANALYSIS TO ACTION

Sam Miller, Managing Director of Agricultural Banking at BMO Harris

Brad Guse, Senior Vice President of Agribusiness Banking at BMO Harris

COPING WITH THE PRESSURES OF FARM LIFE

Shelley Tidemann, UW-Extension Fond du Lac County Family Living Educator

Tammi Kohlman, CSI Destination Zero Coordinator

STRATEGIES TO DEAL WITH THE NEW FINANCIAL NORMAL: NUTRITION AND BEYOND

Dr. John Goeser, UW-Madison Department of Dairy Science Adjunct Professor and

Rock River Lab, Inc. Director of Nutritional Research & Innovation

\$5 per person. Light refreshments and materials will be provided.

Please RSVP by January 4. Register online: <https://goo.gl/K4k2to>

FOR MORE INFORMATION OR TO REGISTER BY JAN 4, PLEASE CONTACT YOUR UW-EXTENSION AG AGENT:

Manitowoc Co
Scott Gunderson
920.683.4175

scott.gunderson@uwex.edu

Calumet Co
Amber O'Brien
920.849.1450

amber.obrien@uwex.edu

Washington/Ozaukee Co
Steph Plaster
262.335.4482

stephanie.plaster@uwex.edu

Fond du Lac Co
**Tina Kohlman &
Shelley Tidemann**
920.929.3170

BUILDING OUR DAIRY FUTURE: ROBOTIC MILKING SYSTEMS PERFORMANCE & EFFICIENCY

Monday, January 28, 2019

The Osthoff Resort

101 Osthoff Ave, Elkhart Lake, WI

10:00 am Registration

10:30 am **Automated Milking System Design
Considerations**

Jouni Pitkäranta, Architect, 4dbarn

11:15 am **Economics of Automatic Milking & User
Experiences**

Larry Tranel, Dairy Field Specialist, ISU Extension

12:00 pm Lunch

1:00 pm **Labor Efficiency in AMS Barns**

Jouni Pitkäranta, Architect, 4dbarn

1:45 pm **Robots: The Good, The Bad, The Unknown**

*Panelists: JenLar Holsteins (Larry & Jennifer Meyer),
BMO Harris, Abts Lely Center, Fox Cities Builders*

3:00 pm **Wrap up**



**FOR MORE INFORMATION,
PLEASE CONTACT:**

Steph Plaster
UWEX Washington/Ozaukee Co
262.335.4482
stephanie.plaster@uwex.edu

Tina Kohlman
UWEX Fond du Lac Co
920.929.3180
tina.kohlman@uwex.edu

Scott Gunderson
UWEX Manitowoc Co
920.683.4175
scott.gunderson@uwex.edu

Amber O'Brien
UWEX Calumet Co
920.849.1450
amber.obrien@uwex.edu

**Financial Support
Provided By:**



Building Our Future: Robotic Milking Systems - January 28, 2019

Registration Cost: \$30 per person

Name: _____

Address: _____

City/State: _____

Zip: _____

Phone: _____

Email: _____

Please make checks payable and mail to:

UW-Extension

Attn: Robotic Milking Systems
121 West Main St, PO Box 994
Port Washington, WI 53074

Or to pay by credit card for a \$ 3 per person
convenience fee, please call 920.929.3171

Pre-registration requested by Friday, January 18.



Who Should Attend

This course is for fruit and vegetable growers and others interested in learning about produce safety, the Food Safety Modernization Act (FSMA) Produce Safety Rule, Good Agricultural Practices (GAPs), and co-management of natural resources and food safety.

All non-exempt farms will be required to have at least one owner or managerial staff member on site who has attended an approved FSMA Produce Safety Rule training such as this one. Even exempt farms will be required to keep certain records, which will be covered in this workshop. And regardless of your scale, everyone can benefit from learning about food safety practices on the farm!

The Produce Safety Alliance (PSA) Grower Training Course is one way to satisfy the FSMA Produce Safety Rule requirement outlined in § 112.22(c) that requires *'At least one supervisor or responsible party for your farm must have successfully completed food safety training at least equivalent to that received under standardized curriculum recognized as adequate by the Food and Drug Administration.'*

Produce Safety Alliance



WISCONSIN

GROWER

TRAINING



UW
Extension

University of Wisconsin-Extension



Wisconsin Department
of Agriculture, Trade
and Consumer
Protection
*Division of Food and
Recreational Safety*



What to Expect

The trainers will spend approximately nine hours of instruction time covering content contained in these seven modules:

- Introduction to Produce Safety
- Worker Health, Hygiene and Training
- Soil Amendments
- Wildlife, Domesticated Animals and Land Use
- Agricultural Water
 - Part I: Production Water
 - Part II: Postharvest Water
- Postharvest Handling and Sanitation
- Developing a Farm Food Safety Plan

In addition to learning about produce safety best practices, key parts of the FSMA Produce Safety Rule requirements are outlined within each module. There will be time for questions and discussion, so participants should come prepared to share their experiences and produce safety questions.



Funding for this program is provided, in part, by the Department of Agriculture, Trade and Consumer Protection (DATCP) through a grant from the Food and Drug Administration (FDA).

Wisconsin Grower Training Dates & Locations

December 7, 2018

Thorp, Clark County
Thorp Fire Hall

January 10, 2019

Stevens Point, Portage County
Portage County Annex

January 18, 2019

Waukesha, Waukesha County
Waukesha County Courthouse Complex

January 23, 2019

Shawano, Shawano County
Angie's Main Cafe

February 7, 2019

Baldwin, St. Croix County
St. Croix County Ag Service & Education Center

February 15, 2019

Madison, Dane County
Dane County UW-Extension

February 28, 2019

Green Bay, Brown County
Neville Public Museum

March 15, 2019

Portage, Columbia County
Columbia County Health & Human Services Building

Benefits of Attending

The course will provide a foundation of Good Agricultural Practices (GAPs) and co-management information, FSMA Produce Safety Rule requirements, and details on how to develop a farm food safety plan.

After attending the entire course, participants will be eligible to receive a certificate from the Association of Food and Drug Officials (AFDO) that verifies they have completed the training course.

To receive an AFDO certificate, a participant must be present for the entire training and submit the appropriate paperwork to their trainer at the end of the course. Participants must be at least 14 years old to receive the AFDO certificate.



Registration & Costs

Pre-registration is required. Register at fsmaproducesafety.wiscweb.wisc.edu. If you are unable to register online, please contact your local UW-Extension office for paper registration.

The cost to attend the PSA Wisconsin Grower Training Course is \$65. This cost includes the PSA Grower Training Manual, a Certificate of Course Attendance from AFDO, and lunch.



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