

Shawano Ag Newsletter

University of Wisconsin-Madison Division of Extension

March 2020

Hello All!

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

Website:

https:/shawano.extension. wisc.edu

<u>Facebook and Twitter:</u>

@AgShawano

Hours:

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

Ag Agent:

Kimberly Schmidt kimberly.schmidt@wisc.edu

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An EEO/AA employer, University of Wisconsin-Madison Division of Extension provides equal opportunities in employment and programming, including Title VI, Title IX, the Americans with Disabilities Act (ADA) and Section 504 of the Rehabilitation Act requirements. Thank you all who filled out the cropland rent survey from last month! It was truly appreciated. If you are interested in a copy of the results please let the Shawano County Extension office.

The time of winter meetings is winding down but there are still a few coming up in the March to help you prepare for the upcoming growing season covering topics such as forage and nitrogen management as well as a waterhemp workshop.

In this newsletter you will also find information on an upcoming Beef Quality Assurance meeting. Beef Quality Assurance is a voluntary program that covers best management practices. Effective January 1, 2019, some large packers and processors will only purchase from farms that are BQA or FARM Certified.

Untito Schmidt

Kimberly Schmidt

Hay Market Report

Febuary 10, 2020

https://fyi.extension.wisc.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	\$239.00	\$180.00	\$288.00
	Large Square	\$231.00	\$125.00	\$310.00
	Large Round	\$171.00	\$85.00	\$200.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$176.00	\$125.00	\$224.00
	Large Square	\$180.00	\$100.00	\$275.00
	Large Round	\$140.00	\$65.00	\$210.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square	\$140.00	\$140.00	\$140.00
	Large Square	\$136.00	\$100.00	\$220.00
	Large Round	\$104.00	\$70.00	\$175.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square	1	No Reported Sal	es
-,	Large Square	\$110.00	\$60.00	\$185.00
	Large Round	\$101.00	\$55.00	\$180.00

Demand and Sales Comments

Hay prices remain steady with straw prices a little weaker this week. If you need forage or have forage to sell, connect to the Farmer-to-Farmer webpage at farmertofarmer.uwex.edu/. You may contact your local county agriculture educator if you need help placing an ad. There is no charge for the service.

Dairy Situation and Outlook, February 20, 2020

By Bob Cropp, Professor Emeritus

University of Wisconsin Cooperative Extension

University of Wisconsin-Madison

Forecasters have lowered the forecast for 2020 milk prices. Milk prices in 2019 improved considerably over 2018 with Class III averaging \$16.96 compared to just \$14.61 for 2018. Earlier forecasts had 2020 milk prices averaging as much as \$1 or more higher than 2019. USDA is now forecasting 2020 milk prices to average about the same as 2019 with an average Class III of \$16.95.

Since uncertainty of the impact of the coronavirus outbreak in China on dairy trade and the world economy Class III dairy futures took a big fall. About four weeks ago Class III futures were in the strong \$17's for the first half of the year and reaching the \$18's the second half. But now Class III is blow \$17 until June and only reaches about \$17.60 for a high August through November before falling back in December.

But I am still of the opinion that milk prices have a high probability of doing better than this. USDA's lower price forecast is partially based on a relatively strong increase in milk production of 1.7%, continued decline in fluid milk sales and weaker growth in butter and cheese sales. This year is leap year with February having 29 days. The increase in milk production corrected for leap year is 1.4%. This is still a lot of milk considering milk production was more than adequate to meet needs last year. USDA has the average number of milk cows for 2020 just 3,000 head higher than 2019. This seems reasonable considering January 1st dairy replacements were 1% lower than a year ago with replacements per 100 cows the lowest since January 2014. The number of replacements expected calve during the next 12 months was also 1% lower. Dairy cattle slaughter has been running about 2% higher than a year ago. We can also expect with the financial impact of 4 and ½ years of low milk prices there will be a relatively high number of dairy farmers exiting this year. So, the increase in milk production is the result of more milk per cow. The increase in milk per cow leap year adjusted is 1.4%. This is a relatively high increase in milk per cow after a 1.1% increase last year. Rather mild winter weather has helped milk per cow. But lower quality forages being fed until a new crop is harvested this spring and early summer is impacting milk per cow. An increase in milk per cow of 1.0% to 1.2% seems more likely.

Domestic milk and dairy product sales may do better if the economy remains strong. Dairy exports improved for the last half of 2019 led by strong exports of nonfat dry milk/skim milk powder. Even cheese exports averaged higher for the year. Some positives for 2020 exports are an expected relatively small increase in world milk production and new trade agreements. A trade agreement with Japan has been finalized where Japan will phase out tariffs over 15 years. But Japan is a big imported of cheese and we can expect an increase in cheese exports in 2020. The Phase I China agreement has been finalized with expected increased exports in 2020. The USMCA has been signed by Mexico and the U.S. and is waiting for Canada's approval.

Milk production in the months a head will be a major factor where milk prices end up. If there is a strong seasonal flush in production, that would put downward pressure on milk prices. As of now I don't anticipate a strong flush. USDA's milk production report estimates January milk production 0.9% higher than a year ago. Milk cow numbers increased by 5,000 head December to January but were 0.1% lower than a year ago. Milk per cow was just 1.0% higher.

January milk production compared to a year ago was up 0.7% in California, 3.7% in Idaho, 3.0% in New Mexico, 7.9% in Texas, 4.5% in Colorado, 5.6% in Kansas, 1.7% in Michigan, 2.2% in New York and 2.9% in South Dakota. But, decreases in production were 2.6% in Arizona, 0.8% in Pennsylvania, 1.5% in Iowa, and 1.0% Wisconsin with no change in Minnesota. Forage quality issues were evident in Iowa and Wisconsin where milk per cow was up just 0.7% in Iowa and 0.2% lower in Wisconsin.

Dairy Situation and Outlook, cont.

Dairy product prices have weakened January and February. On the CME 40-pound cheddar blocks averaged \$1.9142 per pound in January and are now \$1.80. Cheddar barrels averaged \$1.5721 per pound in January, were as low as \$1.455 and are now \$1.585. The spread between blocks and barrels was a much as 46 cents and narrowed to 20 cents as the price of barrels increased and blocks fell. We can expect further narrowing. Dry whey averaged \$0.352 per pound and is now \$0.37. Butter averaged \$1.8813 per pound in January and is now \$\$1.7750. Nonfat dry milk averaged \$1.2688 per pound in January and is now \$1.1775.

The January Class III price was \$17.05, more than \$3 lower than the \$20.45 Class III back in November. With weaker cheese prices it looks like the February Class III will drop below \$17. But if the spring flush is not strong, I could still see cheese prices recovering by late spring with continued improvement through fourth quarter. Class III could still be in the mid 17" by second quarter, the higher \$17's third quarter and reaching \$18's fourth quarter and average near \$18 or near a \$1 higher than 2019. But, a lot of uncertainty exists, and a lot can happen between now and year's end.





Becoming the Employer/Manager of Choice Learning & Discussion Series

Limit 8 participants, first come, first serve

Register by March 1

All classes will be held at Wrightstown Village Hall
352 High St, Wrightstown

Come to one, two, or all three sessions!

See back for registration form and more information.



"Hiring the Right People" and "Developing a Motivated Workforce"—March 3, from 1:00-3:30 pm

Participants will learn how to reduce miss-hires and turnover and improve employee performance by exploring the hiring process and learning how to create a motivating environment. Group discussion will be focused on participants' experiences and provided scenarios to talk through suggestions and best practices.

"Strategic Leadership & On-Boarding" and "Reviews and Feedback"—March 10, from 1:00-3:30 pm

Set your new employees up for success by learning how on-boarding practices and regular training opportunities are key for their development. Effectively communicating expectations can reduce new employee confusion and poor productivity. Keep them on track by learning how to provide constructive feedback, performance reviews, and incentive plans. Group discussion will focus on participants' on-boarding, training practices, employee reviews and feedback, and how these ideas can be shared and used by others.

"From Managers to Leaders" and "Managing Conflict" — March 17, from 1:00-3:30 pm

In this session, we will discuss the difference between being a manager and being a leader. Participants will learn about leadership styles and identify their preferred style. Learn about effective communication strategies and the basic concepts in conflict management to help navigate through difficult situations. Group discussion will focus on which leadership style is best applied in different employee management situations and learn from each other's experiences as well as conflict scenarios and constructive feedback for future situations.

Presenters and Discussion Leaders:

Liz Binversie, Agriculture Educator, Extension Brown County
Sarah Grotjan, Dairy & Livestock Educator, Extension Outagamie County
Amber O'Brien, Agriculture Educator, Extension Calumet County
Trisha Wagner, Outreach Program Manager, Extension Farm Management Program
Simon Jette-Nantel, Farm Management Specialist, Extension Center for Dairy Profitability

La información que se presenta en los siguientes módulos está disponible en inglés y español por medio de servicios de interpretación simultánea. Para más información sobre estos servicios, llame a Liz Binversie al 920-391-4612.

Information presented during the following modules is available in both English and Spanish through the use of simultaneous interpretation services. For more information about these services, call Liz Binversie at 920-391-4612.

General Information & Registration Form

Register online at www.browncountyextension.org
Click on "Agriculture," then "Submission Forms"

Cost: \$25 for full series or \$10 per class payable to "Brown County Treasurer"

Fee covers class materials and light refreshments.

Send your payment and form below to:

Extension Brown County
Agriculture Department
2019 Technology Way, Room#113
Green Bay, WI 54311



Becoming the Employer/Manager of Choice—Learning & Discussion Series Due March 1

Language of cho	oice English	Spanish (If registering multiple people, mark all that apply)
I/we will attend	I the following class	s(es):	
Full Series:	No. of people	X \$25 = \$	Name(s):
OR:			
March 3:	No. of people	_X \$10 = \$	Name(s)
March 10:	No. of people	_X \$10 = \$	Name(s)
March 17:	No. of people	_X \$10 = \$	Name(s)
	TOTAL AMT. ENCI	OSED: \$	Payable to Brown County Treasurer
	□ Check this	box if you plan to	pay or have already paid via credit card.
Name			
			StateZip
Phone (
Email			

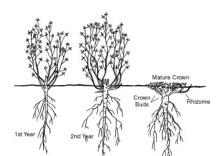


Raising Forage Crops in 2020 Optimizing returns on perennial and annual forages

Friday, March 13 9:45 a.m. to 2:30 p.m.

Chase Town Hall - 8481 Cty. Road S, Pulaski, WI

\$15 Individual or \$25/Farm Registration Fee - includes lunch



9:45 a.m. Registration, Presentations starting at 10 a.m.

Optimize Manure/Nutrient Applications on Alfalfa and Alternative Forages

There are key nutrient management principles that form the foundation of soil health and profitable production of alfalfa and alternative forages. Using these practices properly can optimize both yield and quality.

-Carrie Laboski, Soil Fertility/Nutrient Mgmt. Extension Soil Scientist, UW-Madison

Grass & Alfalfa Mixes: The Best of Both Worlds?

Weather patterns in recent years have led to winter kill and poor alfalfa harvests. This presentation will discuss the benefits to growing alfalfa & grass mixes, as well as as potential advantages they have when fed to livestock.

-Kimberly Schmidt, Shawano Cty Agriculture Educator, UW-Madison, Division of Extension

12:00 - 12:30 pm Lunch & Discussion

Alternative Forage Options - Yield, Quality, and Management

We will cover various cool and warm season annual forages that can help build forage inventory early in the season, along with opening up manure application opportunities. Yield and quality expectations, and managing these forages for different livestock groups will be discussed.

- Matt Akins, UW-Madison Extension Dairy Specialist, Marshfield Ag Research St.

Alfalfa & Perennial Legume Management Options

Let's keep alfalfa as a perennial crop! We will focus on management practices that help maintain alfalfa stands at their best; including selection, establishment, harvest management, and the interplay of other practices.

- Scott Reuss, Extension Crops/Soils Agent, Marinette & Oconto Counties

<u>Please Pre-register</u> by calling 715-732-7510 or e-mailing to <u>scott.reuss@wisc.edu</u> Walk-in registrations will be accepted.

Contact Reuss via above if you have questions about the workshop.

An EEO/AA employer, University of Wisconsin-Madison, Division of Extension provides equal opportunities in employment and programming, including Title VI, Title IX and ADA. Please contact Nancy or Scott at 715-732-7510 if you need any type of accommodation or assistance to attend this program, at least 24 hours in advance.



2020 Wisconsin Regional Waterhemp Workshops

These workshops are designed for farmers and crop advisors and will build on the 2019 Regional Waterhemp Workshops (Waterhemp 101). Topics include 1) current state of herbicide resistance in Wisconsin and the Midwest, 2) systems approach to weed management on a field by field basis, 3) considerations for adoption of Enlist E3 system, 4) managing herbicide resistant weeds by adding alfalfa to crop rotation, and 5) cover crops and other considerations for weed management.

Presenters: UW-Madison Extension Weed Scientists Rodrigo Werle and Mark Renz, Weed Science Outreach Specialist Nick Arneson, UW-NPM Outreach Specialist Dan Smith and the WiscWeeds Team.

March 16.... Bangor

Registration, coffee and rolls start at 9:30 am

Free event 3 CEUs (PM) available! Workshop: 10:00 am – 1:45 pm (lunch: 12:00– 12:45)

Log Cabin, N4697 State Rd 162, Bangor, WI 54614

Bill Halfman, Monroe County Agriculture Agent RSVP: 608-269-8722 or william.halfman@wisc.edu

March 17.... Chippewa Falls

Registration, coffee and rolls start at 8:30 am

Workshop: 9:00 am – noon (lunch to follow program)

Eagles' Club Banquet Hall, 2588 Hwy 53, Chippewa Falls, Wisconsin 54729

Jerry Clark, Chippewa County Agriculture Educator RSVP: 715-726-7950 or jerome.clark@wisc.edu

March 23 Appleton

Registration, coffee and rolls start at 9:30 am

Workshop: 10:00 am - 1:45 pm (lunch: 12:00-12:45)

D.J. Bordini Center Room 112-A, Fox Valley Technical College, N Systems Dr. Appleton, WI 54914

Rhonda Sumnicht, Extension Shawano County

RSVP: 715-526-6136 or rhonda.sumnicht@co.shawano.wi.us

March 24.... Arlington

Registration, coffee and rolls start at 9:30 am

Workshop: 10:00 am - 1:45 pm (lunch: 12:00-12:45)

Public Events Building, Arlington Agricultural Research Station, N695 Hopkins Rd, Arlington, WI 53911

Chelsea Zegler, Dane County Crop and Soils Educator RSVP: 608-224-3716 or <u>zegler@wisc.edu</u>

RSVP with the local contact by March 11

(limited 60 participants per location)











For general workshop questions, contact: Nick Arneson at <u>njarneson@wisc.edu</u> or Rodrigo Werle at <u>rwerle@wisc.edu</u>





WISCONSIN
BEEF QUALITY
ASSURANCE
CERTIFICATION
IN - PERSON TRAINING

BQA Certification is valid for three years. This training enables participants to obtain an initial certification, or re-certify an expired certification.









Tuesday, March 24, 2020

Check-in at 8:45 a.m. class begins promptly at 9:00 a.m. concludes by 12:00 p.m.

Equity Livestock Sale Barn 455 N. Cecil St. Bonduel, WI 54107

Cost: \$15, **Checks Preferred!!** Payable to *WI BQA Program*One fee per certification holder. Multiple people from same farm encouraged to attend.

RSVP by March 17th to Extension Shawano County at (715) 526-6136

Hosted by: Kimberly Schmidt, Shawano County Agriculture Extension Educator

The voluntary Beef Quality Assurance Program assists in raising, feeding and harvesting high quality beef. By participating in BQA and adopting BQA production practices, you are helping to answer the call from the packers' consumers, for safe beef raised in a humane manner. Effective January 1, 2019, buyers representing some large packers and processors will only purchase from farms that are BQA or FARM Certified.

For other BQA Certification events, see the Calendar of Events at the WI Beef Information Center, https:fyi.extension.wisc.edu/wbic/

An EEO/Affirmative Action employer, University of Wisconsin – Division of Extension provides equal opportunities in employment and programming, including Title IX and ADA requirements. Please make requests for reasonable accommodations to ensure equal access to educational programs as early as possible preceding the scheduled program, service or activity by calling Extension office hosting the event. This document can be provided in an alternative format by calling 711 for Wisconsin Relay.

'Unexpected Tomorrows': Workshops for Farmers



'Unexpected Tomorrows' is a workshop series designed to help farmers reduce isolation by sharing their stories in a small group with other farmers. Workshop participants will learn about stress management techniques during a time of economic challenge and identify patterns of responding to depression, anxiety, grief and loss.

- March 12, Wausau
- March 26, Green Bay
- April 9, Beaver Dam
- April 16, Dodgeville
- November (dates TBA) La Crosse/Chippewa Falls
- Workshop hours: 8:00 a.m.-4:30 p.m.

Registration required: to register:

- https://datcp.wi.gov/ Pages/Growing_WI/ FarmCenterOverview.aspx
- Registration deadline one week before each workshop
- No cost to attend.
- · Breakfast, lunch and snacks provided.

Information:

Wisconsin Farm Center 1-800-942-2474

Hosted by:

Wisconsin Farm Center



Department of Agriculture, Trade and Consumer Protection Division of Agricultural Development 2811 Agriculture Drive • PO Box 8911 • Madison, WI 53708-8911 datcp.wi.gov



63rd Annual

Outstanding Young Farmer & Friends of Shawano County

Agriculture Awards Banquet



Friday, April 17th

6:45 pm Social, 7:30 pm Dinner

The Main Event

(206 Lemke Street, Cecil)

\$15 per person

Awards Tresented:

Outstanding Young Farmer

Outstanding Conservation Farmer

Outstanding Tree Farmer

Friend of Agriculture

Second Miler

Farm Progress Days Scholarship

Farm Bureau Scholarships

Shawano County Forage Council Scholarships

RVSP with Extension Shawano County (715-526-6136)

by Friday April 10th