# october-NOVEMBER 2020 Shawano County Ag Newsletter

University of Madison Division of Extension

Hello All!





Extension UNIVERSITY OF WISCONSIN-MADISON SHAWANO COUNTY

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<u>Hours:</u> Monday- Friday 8:00 AM - 4:30 PM

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## In This Issue

- Dairy Outlook
- Payroll Tax Deferral
- Hay Market Report
- Feed Shrink
- Weed Seed Movement
- Farm Mgt Update
- Cow College
- Edible Start Up Summit
- Pest Mgt Update

It is that time of year when Extension begins to promote winter programs. Unfortunately with the rising number of COVID-19 cases in the state the programs will continue to remain mostly virtual. In this newsletter you will find information on the following programs: Farm Management Update, Edible Start Up Summit, Pest Management Update, and Cow College. I have included new publications on weed seed movement, feed shrink and payroll tax deferral as well.

Harvesting cover crops as forage for cattle diets can provide the farm with both nutritional and conservation benefits. With forage shortages throughout the state, there's even greater interest in using cover crop species in a double cropping system. The past few years Extension has been conducting research on feeding rye and triticale to dairy cattle.

The goals of this study are to 1) determine and compare the nutritional value of rye and triticale used as forage for dairy cattle diets, 2) develop feeding recommendations for rye and triticale, especially as it relates to the underutilized practice of feeding lactating cows or other livestock groups, and 3) evaluate the yield of the crop following cover crop harvest, as these are areas of study that could expand cover crop acreage on farms.

If you are currently feeding rye or triticale as forages to your dairy cattle and are interested in this study please contact me. All that is required are a few feed samples and access to feed information and production records.

I look forward to see you all again when it is safe to do so!

Unter Schmitt

**Kimberly Schmidt** 

Agriculture Educator 608-265-1144 email: kimberly.schmidt@wisc.edu



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# Dairy Situation and Outlook, September 17, 2020

#### Written by:

Bob Cropp, Professor Emeritus University of Wisconsin Cooperative ExtensionUniversity of Wisconsin-Madison



Volatility continues in the dairy market as cheese prices stay volatile. On the CME 40-pound cheddar cheese fell to \$1.00 per pound in April, rallied in May averaging \$1.67 and continued to increase in June averaging \$2.562, setting a record of \$3.00 in July and averaging \$2.6466 before falling below \$2.00 early August, being as low as \$1.58 and averaging \$1.773 for the month. The 40-pound cheddar cheese price started to increase the end of August and went above \$2 per pound again on September 3rd and has stayed above \$2 averaging \$2.14 thus far for the month. Cheddar barrels were also \$1.00 per pound in April but also rallied reaching an average of \$2.3376 per pound in June, \$2.408 in July, falling to a low of \$1.3175 in August and averaging \$1.4937 for the month. The barrel price has averaged 1.62 per pound thus far for September.

These changes in cheese prices result in the Class III price going from a low of \$12.14 in May, to \$21.04 in June to \$24.54 in July to \$19.77 in August and it looks like September will be around \$16.25. The rally in the Class III price wasdriven by a slow down in milk production, partially reopening of restaurants, schools opening with some having in the classroom instruction, others all virtual learning and some with a hybrid model, and the government buying a lot of cheese under the Farm to Families Food Box program with round one of purchases from May 15th to June 30th, round two from July 1st to August 30th. Dairy exports were also a factor. World importers took advantage of U.S. cheese prices well below world prices in April and May and increased their purchases. Cheese exports were 8% higher than a year ago in May and set a record high in June being up 29%. But as U.S. cheese prices rallied and moved well above world prices cheese exports slowed down in July but were still 5% higher than a year ago.

On the CME butter prices since January have also fluctuated. Butter averaged \$1.8813 per pound in January, averaged just \$1.20 in April reached an averaged of \$1.8291 in June and has been trending downward since averaging \$1.5038 in August and \$1.50 thus far in September. It has been similar for nonfat dry milk. Nonfat dry milk averaged \$1.2688 per pound in January, was a low of \$0.8485 in April, improved to \$1.0092 in June, back down to \$0.930 in August. Nonfat dry prices are now showing some strength averaging \$1.04 this far in September. Nonfat dry milk prices have been aided by strong exports. Nonfat dry milk prices remain competitive on the world market whereas butter and cheese are well above world prices. Nonfat dry milk/skim milk powder exports compared to a year earlier were 24% higher in May, 77% higher in June and 52% higher in July. But with both relatively weak butter and nonfat dry milk prices the spread between the Class III and Class IV price has remained rather wide and Class IV has not shown much strength. The Class IV price was a low of \$10.67 in May, reached \$13.76 in July and will be around \$12.65 in September.

The question is where are milk prices headed for the remainder of the year? COVID-19 virus continues to dampen demand. Some schools and universities that started in the classroom instruction have had to revert back to all virtual learning. Restaurants have also been asked to scale back and practice social distancing. These actions curtail food service sales of dairy products. Cheese purchases under the third round of the Farm to Families Food Box program is running from September 1st through October 31st. Dairy exports of nonfat dry milk/skim milk powder are expected to stay above year ago levels as prices are competitive on the world market and South East Asia continues purchase well above year ago levels. But exports of cheese and butter are likely to slow since prices remain above world prices. It is anticipated that there will be some surge in butter and cheese sales during the upcoming holiday period. The 40-pound cheddar block price will be under pressure with the exceptionally widespread between blocks and barrels. The spread is now \$0.7650 per pound. The level of milk production will be a key factor. With the strength in cheese prices the October Class III price could approach \$19 before falling perhaps to the \$17's in November and high \$16's in December.

But milk production is putting downward pressure on milk prices. Compared to a year ago July production was up 2.0% and August up 1.8%. That is a lot of milk. Milk cow numbers declined April, May and June but increased 10,000 head in July with no change in August. Milk per cow remains relatively strong being 1.4% higher than a year ago.

With the COVID-19 there is so much uncertainty forecasting milk prices very far into next year. USDA is forecasting milk production to increase 1.5% next year from just a few more cows but relatively strong increase in milk per cow at 1.5%. The increase in milk per cow seems to be on the high side after following a projected 1.4% increase this year. That is a lot of milk that will require some increase in domestic demand and strong exports for good milk prices. But the impact of COVID-19 is very uncertain as to how schools and universities will operate, will restaurants be allowed to open up more, the impact on the economy was well as the world economy and how it impacts exports. Will the government continue dairy product purchases next year? The Class III futures are in the \$16's for next year and at this moment that seems reasonable, but we know that can easily change.

## What Farmers Need to Know About Payroll Tax Deferral

Written by:

Katie L Wantoch UW Madison Extension Dunn County Agriculture Educator Published on September 18, 2020

https://farms.extension.wisc.edu/farmers-payroll-tax-deferral/

On August 28, 2020, the Internal Revenue Service (IRS) issued Notice 2020-65 (<u>https://www.irs.gov/pub/irs-</u> <u>drop/n-20-65.pdf</u>) that provided guidance related to President Trump's August 8 payroll tax deferral memorandum (<u>Memorandum on Deferring Payroll Tax</u> <u>Obligations in Light of the Ongoing COVID-19 Disaster</u>). The presidential memorandum directed the secretary of the treasury to defer the withholding, deposit, and payment of certain payroll tax obligations.



#### New IRS Rules

IRS guidance defines "affected taxpayers" as employers required to withhold and pay the employee share (6.2

percent of wages) of Social Security tax. Employees can defer paying their share of Social Security tax on "applicable wages" paid from September 1, 2020 through December 31, 2020. Any Social Security tax deferred for this period will be subject to an additional withholding amount from the employee's paycheck from January 1, 2021 through April 30, 2021. These wages are only "applicable wages" eligible for deferral, however, if:

- The amount of the wages or compensation paid for a bi-weekly pay period is less than \$4,000, or
- The amount of wages or compensation paid for a different period does not extend the equivalent of \$4,000 for a twoweek period.

The guidance states that the "applicable wages" determination is made on a payroll period-by-payroll period basis. In other words, an employee's wages might qualify for payroll tax deferral in one payroll period, but not another.

#### **Employer considerations**

IRS guidance states that the employer must withhold and pay all taxes previously deferred for an employee during September through December 2020. Employers are responsible for withholding and depositing the additional withholding that will occur January through April 2021. If an employee leaves or is terminated and their final paycheck does not cover the remaining outstanding deferred payroll tax related to that employee, the employer will be required to pay the outstanding balance. On May 1, 2021, interest and penalties will begin to accrue until funds are deposited. It has been suggested that Congress may act to forgive these funds, but until such action takes place, any employees with payroll taxes deferred would be subject to roughly double withholding from January through April 2021.

#### **Opt-in or Opt-out?**

IRS notice does not indicate that the payroll tax deferral is mandatory. Also, there are no reported penalties that could apply if employers continue to withhold payroll taxes following normal procedures. The guidance provides no opt-in or opt-out instructions for either employers or employees. It appears that employees do not have a voice in the matter and that employers can choose whether or not to defer for eligible employees. If an employer chooses to opt-out of the deferral, it may be prudent to communicate with employees why this decision was made, such as disruption of processes, risk of errors from changing procedures, cost of modifying computer software for a temporary period, etc.

# What Farmers Need to Know, cont.

Written by:

Katie L Wantoch, UW Madison Extension Dunn County Agriculture Educator

#### Advantages vs Disadvantages

Farmers with employees should review the advantages and disadvantages of this payroll tax deferral. The advantage would be that employees with "applicable wages" would realize higher net paychecks through the end of the year. However, the disadvantages are significant to the employer. These challenges include the difficulty to administer the deferral, greater financial burden placed on employees in 2021, short-term nature of the deferral, and the risk of not being able to recoup the deferred amount if employee quits or is terminated before deferred taxes are collected. Farmers should discuss this deferral program with their tax advisor, tax preparer or accountant for advice. Based upon the risks that would be imposed on employees, it appears unlikely that many employers will participate in this program.

lowa State University's Center for Agricultural Law and Taxation (CALT) has provided guidance for this payroll tax deferral program (https://www.calt.iastate.edu/blogpost/treasury-issues-payroll-tax-deferral-guidance). More information on tax provisions under the CARES Act can be found on the CALT website at https://www.calt.iastate.edu/.

# Hay Market Report September 28, 2020

Data Compiled by: Richard Halopka, Clark County Extension Crops & Soils Agent Publushied on: <u>https://fyi.extension.wisc.edu/forage/h-m-r/</u>



#### **Demand and Sales Comments**

Dairy quality hay remains in demand and prices are steady with pressure the reduce prices. Lower quality hay prices are declining as is demand. If you need forage or have forage to sell, connect to the Farmer-to-Farmer webpage at <a href="http://farmertofarmer.uwex.edu/">http://farmertofarmer.uwex.edu/</a>. You may contact your local county agriculture educator if you need help placing an ad. There is no charge for the service.

Hay Grade	Bale type	Price (\$/ton)		
		Average	Minimum	Maximum
Prime (> 151 RFV/RFQ)	Small Square	\$270.00	\$210.00	\$300.00
	Large Square	\$192.00	\$110.00	\$295.00
	Large Round	\$144.00	\$90.00	\$250.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$181.00	\$120.00	\$224.00
	Large Square	\$146.00	\$90.00	\$225.00
	Large Round	\$124.00	\$90.00	\$180.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square	No Sales Reported		d
	Large Square	\$114.00	\$65.00	\$160.00
	Large Round	\$102.00	\$70.00	\$130.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square	No Sales Reported		
	Large Square	\$70.00	\$50.00	\$100.00
	Large Round	\$85.00	\$45.00	\$115.00



# **Reducing Feed Shrink in Stored Forages**

When storing forages for your herd there are a range of options available to you from silo bags to bales. There is not a right or wrong choice when choosing a storage option however, improper management of feed in storage will lead to what is known as feed shrink or the loss of feed. Feed shrink can come from the loss of feed through harvest, storage, and feed out. Since feed cost is usually ranked as the highest expense in animal production, reducing shrink in storage will help decrease the cost of production.

#### **Silo Bags**

The first thing to consider when trying to reduce feed shrink in silo bags is if you will be able to remove enough feed from the face of the bag to prevent spoilage. In order to prevent oxygen from permeating into the face of bag and causing spoilage at least 12 inches of feed per day needs to be removed. Table 1. can be used as a guide when deciding silo bag size you would need or you may use the Silage Bag Calculator. There is also a calculator that can be used to determine how much feed a bag will hold and can be found here. When feeding out of a bag, only remove enough plastic for a day or two. If too much plastic is removed it will expose the feed to oxygen which will lead to spoilage.

Bag	Bag Diameter			
Length**	8 ft	9 ft	10 ft	12 ft
100	27.5	33.9	40.9	55.9
150	44.3	54.6	66.4	92.7
200	60.1	75.3	91.9	129.4
250	76.5	96.0	117.4	166.2
300	92.8	116.6	143.0	202.9

**Table 1.** Capacities of Silage at 13 lbs DM/ft<sup>3</sup> (adapted)\*\*Adapted from Silage Bag Capacity by Brian J. Holmes\*\* Actual silage fill used in calculation i.e., if bag is length 100 anddiameter is 8 ft actual silage fill is 84 ft

The optimal location for a silo bag is on a concrete pad. This however, is not an option that is always practical for every operation. The second best option is to place the bag on a gravel pad, at minimum though, the surface the bag is on needs to be dry and well drained. Another consideration for the location of the bag is that it is away from trees and brush piles or any other area that is a habitat for rodents and other wildlife that can become pests. This will help reduce damage to the bag as well as reducing the amount of feed pests may consume. If damage does occur, the bag should be repaired immediately to reduce loss from spoilage and pest consumption. The area around the bags should also be kept clean by removing spilled feed and mowing grass and weeds to further discourage pests.

Properly managing a bag during filling will also help minimize shrink. When harvesting corn silage, moisture of the silage should be between 65 - 70% to ensure ideal fermentation conditions. If the silage is wetter than 70%, leaching of silage juices can occur resulting in a loss of nutrients. Proper filling will also pack the bag tightly, limiting the amount of oxygen in the bag. For more information on filing and proper bag management see Focus on Forage: Managing Forage in Silo Bags.

#### **Silage Piles**

Many of the same principles when feeding silage out of a bag applies to silage piles such as needing a location with a firm, dry surface with drainage. Similar to determining if you are able to feed enough to keep your silage fresh in a bag, you will need to size your pile by height, width, and length to ensure you are able to remove enough silage from the face to keep the feed from spoiling. Also, only remove as much plastic as needed from the pile. An added challenge for silage piles is covering the pile with plastic. Plastic should be tight across the pile, sealed along the edges, and the plastic should be weighed down over the top of the pile. This helps keep the plastic tight to the pile limiting oxygen from entering the pile. The most frequently used item to weigh silage plastic down are cut tires. The Extension publication A3511 Drive-Over Silage Pile Construction explains in more detail how to size, pack and cover a silage pile.

#### **Large Bales**

One of the most popular ways to store forage for beef cattle is in bales. When evaluating storage options for bales, consider if the method of storage will allow for protection against the elements. It is important to limit moisture from entering the bales either from precipitation or from contact with soil. Some options for storage are better than others at preventing shrink but each will have to be evaluated to determine what fits best in your operation. Below is a table listing several options as well as the range of dry matter loss associated with each for large bales. Certainly, covering bales helps reduce loss but there are several ways to accomplish this. The number one storage method is storage under a roof, however, that is not always possible so plastic wraps and sleeves can be utilized as well.

Table 2. Effect of Storage Method on Storage Losses

Storage Method	Range of Dry Matter Loss (%)
Under roof	2-10
Plastic wrap, on ground	4-7
Bale sleeve, on ground	4-8
Covered, rock pad or elevated	2-17
Uncovered, rock pad or elevated	3-46
Uncovered, on ground, net wrap	6-25
Covered, on ground	4-46
Uncovered, on ground	5-61

Bale shape is another consideration when trying to reduce shrink in storage. Square bales have the advantage of stacking more compactly and saving space; however, round bales allow for water to shed more easily. Depending on your storage situation either bale shape can work for you. There are a few other considerations, such as the orientation of the bales. Bales should be oriented north to south and rows three feet apart to promote faster drying. Similar to the other storage options discussed in this publication, having proper pest management in place and keeping the area around the bales cleaned up will reduce losses. For more information check out the <u>Focus on Forage: Big Bale Storage Losses</u>; how different options stack up.

#### References

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Wilcke, B., Cuomo, G., Martinson, K., and Fox C. 2018. Preserving the value of dry stored hay. UMN Extension <u>https://extension.umn.edu/forage-harvest-and-</u> <u>storage/preserving-value-dry-stored-hay#rectangular-</u> <u>bales-1060061</u>

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Authors: Nicholas J. Arneson, Cropping Systems Weed Science Outreach Specialist; Daniel H. Smith, Southwest Regional Outreach Specialist, Nutrient and Pest Management Program; and Rodrigo Werle, Assistant Professor and Extension Cropping Systems Weed Scientist, University of Wisconsin-Madison

Acknowledgments: The authors would like to thank the UW-Madison Extension county educators and stakeholders who participated in this effort for their time taken in collecting and submitting samples and the members of the Cropping Systems Weed Science Lab for their technical assistance. We would also like to thank Mimi Broeske, NPM Program, for layout of the publication and Carl Duley, Buffalo County Educator for his review.

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# Weed Seed Movement via Combines: 2019-2020 Case Study

#### TAKE HOME POINTS

- Weed seeds replenish the soil seedbank and increase opportunity for herbicide resistance. Do not let weeds go to seed. No Seed, No Weed!
- ✓ The part of the combine with the highest number of weed seed was the header, followed by the feeder house, rock trap and rotor.
- ✓ Most frequently observed weeds were grasses, pigweeds & lambsquarters.

#### Weed Seeds in Wisconsin

Several of the common weeds (e.g., pigweeds, ragweeds, common lambsquarters) that Wisconsin grain crop farmers manage can retain their seed well into the time of harvest. When weeds are allowed to set seed, they replenish the soil seedbank creating potentially long-term problems for weed management.

#### How Do Weed Seeds Spread?

Weed seeds can be moved great distances by wildlife, particularly migratory waterfowl. Seeds can be introduced to new fields through feed, seed, bedding, and spreading of manure. Tillage and planting equipment can spread seeds from field to field through the movement of soil. Harvest equipment (combines) can be extremely effective at moving seed when weeds are left to set seed in crop fields; however, not much is known on where seeds will be deposited within a combine. Additionally, harvesting multiple crops with the same combine provides opportunities for the different crop residues to catch and remove weed seed from within the equipment.

#### Why Does This Matter?

Herbicide resistance occurs naturally in weed populations. Inadvertently spreading weed seed increases the opportunity for the spread of herbicide resistance. With several grain crop farmers farming fields that are located miles apart and/or relying on custom operators or shared farm equipment, there is a reason to believe that we are moving weeds across Wisconsin via combines. This has troubling consequences for them and their neighbors.

#### **Study Background**

In the Fall/Winter of 2019, the UW-Madison Cropping Systems Weed Science Lab in conjunction with the Nutrient and Pest Management Program asked UW-Madison Extension County educator and stakeholders across Wisconsin to collect the material located in four distinct areas within their row-crop combine: 1) combine head, 2) feeder house, 3) rock trap, and 4) rotor area. In total, we received 31 samples from nine different combines. Samples were stored until study was established in August 2020 at the UW-Madison Walnut Street Greenhouse in Madison, WI. Samples were mixed with a 50:50 ratio of PROMIX HP potting mix and a silt loam soil and spread across 1.6 ft<sup>2</sup> greenhouse flats. Flats were watered daily, and weeds were monitored.



Corn and soybean plants were removed as they emerged. For ease of data collection some weed species were classified by plant family (e.g., grass, pigweed). Photos and final weed emergence counts were taken 14 days after establishment of the trial.

#### **Study Summary**

- ✓ 97% of the 31 samples contained viable weed seed.
- ✓ Combine head samples contained ~49% of the total weeds emerged, followed by the feeder house ~30%, rock trap ~19% and rotor ~2%.
- ✓ Observed weeds in % of samples were grass ~68%, pigweeds ~55%, common lambsquarters ~55%, velvetleaf ~23%, dandelion ~13%, common ragweed ~10%, smartweed ~7%, thistle ~7% and hemp ~3%.
- In the 9 of the 31 samples, viable soybean plants were found.
- ✓ In the 15 of the 31 samples, viable corn plants were found.

#### **Tips for Reducing Spread of Troublesome Weeds**

- ✓ Remove weeds that have set seed from fields before harvest.
- Harvest clean (weed free) fields first and move to weedy fields at the end of harvest order.
- ✓ Use an air compressor or leaf blower to force air through and clear debris from critical portions of the combine.
- ✓ Run a bag of wood shavings through the combine to clean rotor/ auger area.
- ✓ Be strategic with where you clean combines.
- When time is limited and based on the results from this study, we believe that prioritizing the front of the combine (head and feeder house) would provide the most benefit in reducing weed seed spread by combines.

**Safety First!** Read and understand all manuals for cleaning procedures and wear recommended personal protective equipment (eye, ear, and respiratory protection).







# of total weeds emerged; # of weed species Captured photo area: 1.6 ft<sup>2</sup>



**Rotor** WEEDS Δ 0:0 CORN 6:<mark>4</mark> 1:1 13:2 10:4 2:2 SOYBEAN 2:1 8:3 # of total weeds emerged; # of weed species Captured photo area: 1.6 ft<sup>2</sup>

**Additional Resources**  Hanna HM, Jarboe D, Quick GR. 2008. *Grain Residuals and Time Requirements for Combine Cleaning*. Applied Engineering in Agriculture, 25:6:851-861. DOI:10.13031/2013.29231 Anderson M, Jarek K, Johnson A, Ohnesorg W, Hanna M. 2017. *Harvest Helpline: Combine Clean-Out*. *North Central Agriculture and Natural Resource Academy*. https://crops.extension.iastate.edu/files/icm/between-field\_combine\_clean-out\_fact\_sheet\_1.pdf DeWerff R, Arneson NJ, Werle R. *2019 Wisconsin Weed Science Research Report*. https://www.wiscweeds.info/post/2019-wisconsin-weed-science-research-report/

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# Farm Management Update for Ag Professionals

## Dairy Market & Nutrition Update

## October 22, 2020 1:00-2:30 PM

Second in a series of webinars this fall taking the place of the biannual Farm Management Update.

<u>Agenda:</u>

Pandemic, Prices and PPDs... What will 2021 Offer? Dr. Mark Stephenson, Director of the UW Center for Dairy Profitability

Feeding the 2020 Corn Silage Dr. Luiz Ferrareto, UW-Madison Department of Dairy Science & Extension Ruminant Nutrition Specialist

### Registration by 5:00 PM October 21: <u>https://go.wisc.edu/19k1tn</u>

This program is being sponsored by UW-Madison Division of Extension offices: Brown, Calumet, Door, Fond du Lac, Kewaunee, Manitowoc, Marinette, Oconto, Outagamie, Ozaukee, Shawano, Sheboygan, Washington, Waupaca, Winnebago.

#### Questions about the program? Please contact co-chairs:

Amber O'Brien, Agriculture Educator Calumet County 920-849-1450 ext. 3 amber.obrien@wisc.edu Steph Plaster, Agriculture Educator Ozaukee & Washington Counties Ozaukee: 262-284-8288 Washington: 262-335-4477 stephanie.plaster@wisc.edu

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# 2020 Pest Management Update VIRTUAL MEETINGS



The schedule for the Wisconsin Pest Management Update meeting series is listed below. The format will be different this year because of COVID-19. Presentations will include pest management information for Wisconsin field and forage crops. Speakers will include Mark Renz, Nick Arneson, and Rodrigo Werle, Weed Scientists, Damon Smith, Plant Pathologist, and Bryan Jensen, Entomologist. Virtual meetings with the same content will be offered multiple times the week of November 9 and will run for 2 hours each (please choose the option that best fits your schedule).

# Please make your online registration by November 2, 2020

Tuesday November 10 9am-11am	Jerry Clark Chippewa County Agriculture Educator jerome.clark@wisc.edu (715) 726-7950	Registration link: https://go.wisc.edu/78t2bd
Wednesday November 11 11am-1pm	George Koepp Columbia County Agriculture Educator george.koepp@wisc.edu 608-742-9682	EREE EVENT!
<b>Thursday</b> <b>November 12</b> 1pm-3pm	Josh Kamps Lafayette County Agriculture Educator joshua.kamps@wisc.edu 608-776-4820	2 CEU Credits in pest management me been approved for each session!

Thanks to Kimberly Schmidt, Shawano County Agriculture Educator, Dan Marzu, Lincoln and Langlade Counties Agriculture Educator, and Mimi Broeske, Nutrient and Pest Management Editor, for their assistance with registration and promotion of our event.

This program is sponsored by the University of Wisconsin-Madison Division of Extension and University of Wisconsin-Madison College of Agricultural and Life Sciences. 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.



# Save the Date! Cow College 2021

Virtual Classroom Sessions: January 13 & 20 from 12:00-1:00 PM

Virtual Evening Tour January 27 from 8:00-9:00 PM

More information on registration and topics coming soon





November 9 and November 10

The Edible Startup Summit is a training program for food business start-ups and entrepreneurs. We provide talks, workshops, and consulting sessions so that you get the information, connections, and resources you need to help you launch and sustain your food business.

Within the space of the two day Summit, you'll have the opportunity to hear from successful food entrepreneurs and business development experts about various aspects of building a sustainable food business. You'll learn about trends in the food sector; product development; business planning; food safety, licensing, and regulations; financial record keeping, financing, and pricing your product.

We will also offer regional networking events, so that you can build connections with fellow entrepreneurs to build a robust, sustainable, and connected food business ecosystem.

## Registration information:

Fee: \$25.00 to attend as many sessions as you like. Scholarships will be available. Link to register: <u>https://www.eventbrite.com/e/edible-startup-summit-2020-registration-117580641865</u>

The Summit is hosted by Dane County UW-Extension and UW-Madison Extension Food Systems Program. Questions? Please contact Sharon Lezberg at lezberg.sharon@countyofdane.com