

February 2018



# From Field to Barn

### UW-Extension Fond du Lac County

227 Admin/Extension Building  
400 University Drive  
Fond du Lac, WI 54935  
Phone: 920.929.3171  
Web: <http://fyi.uwex.edu/fdlag>

**Fond du Lac County Educators:**  
**Tina Kohlman**  
Dairy & Livestock Agent

**Amanda Miller**  
FoodWise Coordinator & Family  
Living Educator

**Pam Nelson**  
FoodWise Nutrition Educator

**Dr. Loretta Ortiz-Ribbing**  
Area Crops & Soils Agent

**Araceli (Shelly) Oswald**  
4-H Youth Development Assistant

**Patty Percy**  
Community Garden Coordinator

**Vacant**  
4-H Youth Development Educator

**Shelley Tidemann**  
Family Living Educator

**Diana Hammer**  
Community Resource Development  
Educator

**Cindy Sarkady**  
Area Extension Director

#### Program Assistants:

**Tina Engelhardt**     **Angela Folske**  
**Ann Kaiser**         **Kelly Lamb**

Requests for reasonable accommodations for disabilities or limitations should be made prior to the date of the program or activity for which it is needed. Please do so as early as possible prior to the program or activity so that proper arrangements can be made.

Winter months are always a great time to take advantage of extension meetings! It is a time to reflect and evaluate what worked well and what didn't in 2017. To be more productive and profitable in 2018:

- Set SMART Goals-Specific, measurable, attainable, relevant, time bound
- Plan your work-Work your plan
- Don't keep doing "same old, same old" and expect better results.

Take the opportunities provided by UW-Extension and industry to change the "same old, same old" to help your bottom line! 🐄

**Tina Kohlman**  
Dairy & Livestock Agent  
UW-Extension Fond du Lac County  
Email: [tina.kohlman@uwex.edu](mailto:tina.kohlman@uwex.edu)

**Dr. Loretta Ortiz-Ribbing**  
Area Crops and Soils Agent  
UW-Extension Fond du Lac & Dodge Counties  
Email: [loretta.ortizribbing@uwex.edu](mailto:loretta.ortizribbing@uwex.edu)

## Extension Hay Auction Report-February 12

Hay prices decreased at the market for the first week of February. Quality hay is in demand, however prices are not reflecting demand this week. If the cold weather continues demand for hay may increase, however buyers are reluctant to pay higher price for hay.

Hay Grade	Bale type	Price (\$/ton)		
		Average	Minimum	Maximum
Prime (> 151 RFV/RFQ)	Small Square	\$250.00	\$210.00	\$320.00
	Large Square	\$184.00	\$100.00	\$250.00
	Large Round	\$133.00	\$90.00	\$170.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$175.00	\$110.00	\$280.00
	Large Square	\$121.00	\$80.00	\$220.00
	Large Round	\$116.00	\$80.00	\$175.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square	\$120.00	\$120.00	\$120.00
	Large Square	\$115.00	\$80.00	\$155.00
	Large Round	\$101.00	\$80.00	\$135.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square	\$108.00	\$108.00	\$108.00
	Large Square	\$101.00	\$70.00	\$130.00
	Large Round	\$77.00	\$60.00	\$95.00

**UW-Extension Hay Market Reports are available at**  
<http://fyi.uwex.edu/forage>

# Managing the Bottom Line

As 2018 begins, agriculture is near the bottom for both commodities. Farmers are asking many questions on how to survive tight margins, and what to do differently at the bottom of the income cycle. The same strategic business management that strives and plans for low cost, high production, sound marketing, good risk management, and continuous sharpening of one's own saw is the same at the bottom of the cycle as it is at the top. Further, accomplishing those strategies requires information, tools, and analysis that is the same whether at the top or bottom of the cycle including, but not limited to:

- Good and accurate records
- Using those records to analyze and inform management decisions
- Knowing costs of production
- Creating and following marketing plans that adapt to current situations
- Maintaining strong work capital
- Planning for profits through budgeting
- Tracking budgets
- Continuously keeping up on latest technologies, markets, and management practices.

## Tactics for the Bottom of the Income Cycle


### Use, Maintain, and Grow Working Capital

Working Capital is what the farm has in cash or assets that can be quickly converted to cash. There is a reason one builds their working capital during high-income years: to have it as a risk management tool in low-income years. Even in the low-income part of the cycle, maintain or building working capital is still a recommended strategy, but there are different tactics for accomplishing this strategy. Selling inventory, reducing farm withdrawal, new borrowing or restructuring debt, delaying capital asset purchases, and/or selling farm assets are tactics for periods of tight margins. How much working capital to have depends on the type of farm and other circumstances, but a rule-of-thumb is 30 percent or more of expected total revenues or expected total expenses. Fifty percent would be even better, but at minimum, a commodity farm business want to maintain 10 to 20 percent. Potential tactics include:

1. **Sell inventory:** Selling inventory is a normal part of farm operations. A tactic in low-income years is more aggressively sell inventory. This may mean

sacrificing greater future income created by holding the inventory. Another tactic is a short-term bridge loan that generates need cash (loan proceeds), but allows taking advantage of more timely sales of inventory.

2. **Reducing Farm Withdrawals.** While no one is eager to live more frugally, challenging profit margins call for belt-tightening.
3. **New Borrowing or Loan Restructuring** to pay current bills, versus buying new capital assets, is a tough argument with a lender. Borrowing to cover current bills has no promise of future revenues. It may be a sort-term tactic to make it through tight margins. Loan restructuring may be an option for capital assets that do not appreciate, such as land.
4. **Selling Capital Assets.** It is likely that many of the capital assets on the farm (tractors, cows, land, etc.) have equity in them and worth more than the borrowing against them. Selling them provides cash to pay the loan and provides working capital for current operations. However, there may be a cost in tax consequences and the lost future income potential from that asset.
5. **Reduce expenses.** When profits are down and cash is scarce, reducing expenses seem obvious. This tactic works if the amount saved is greater than the income given up.

In periods of tight margins, the goal for some is survival, survival until better profitability. For many that will boil down to creating cash and paying bills with minimum sacrifice to long-term viability. Remember, the same strategic business management that strives and plans for low cost, high production, sound marketing, good risk management, and continuous sharpening of one's own saw is the same at the bottom of the cycle as it is at the top. 

Source: Kevin Bernhardt, UW-Extension Farm Business Management Specialist  
*Managing at the Bottom of the Farm Income Cycle*



## Corn Cost of Production Estimates for 2018

It is difficult to predict the economics of corn production next year. In the last [blog](http://wiscorn.blogspot.com/2018/01/B09129.html), <http://wiscorn.blogspot.com/2018/01/B09129.html>, we discussed how someone might go about forecasting the 2018 price. A grower has little control over price, but can begin to lock in prices using futures contracts. Of course a lot can happen yet between now and harvest.

A grower has more control over cost of production on their farm. In a year with low corn price predictions, every input from management must be reviewed to lower cost of production. In some years, growing corn may not be the best option.

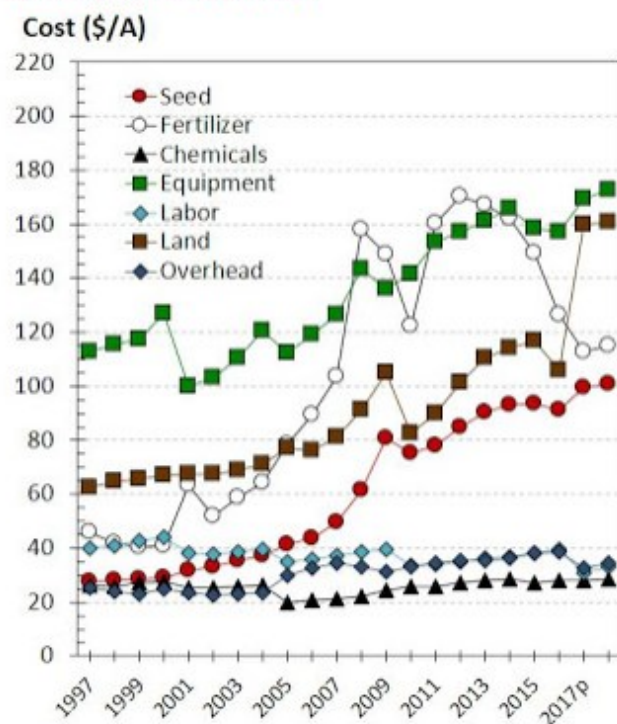
USDA has been producing cost of production estimates since 1975. These estimates are based on the actual costs incurred by producers. USDA performs the estimates from a survey base conducted every five years. The annual Agricultural Resource Management Survey (ARMS) has been used to modify the survey base since 1996. Cost of production estimates exclude costs for marketing and storage.

ARMS data collection starts during the fall when production practice and cost data are collected, and finishes in the spring when a follow-up interview collects data about whole-farm costs like overhead, interest, and taxes (Figure 1). Each farm sampled in the ARMS represents a known number of farms with similar attributes so that weighting the data for each farm by the number of farms it represents provides a basis for calculating estimates. Actual cost of production data from 2017 is still being collected at this time.

USDA divides the country into 9 farm resource regions. Wisconsin belongs to the Northern Crescent region while the Heartland region is dominated by the "I" states ([see map](#)). Cost of corn production in 2016 was \$665 per acre in the Heartland region and \$587 per acre in the Northern Crescent (Figure 2). Cost of production in 2018 is predicted to be \$645 per acre. The breakeven price for corn at a yield level of 200 bu/A is \$3.23 per bushel, at 180 bu/A is \$3.58 per bushel, and at 160 bu/A is \$4.03. Today, December corn on the CBOT closed at \$3.85 per bushel making the 2018 growing season a challenging one economically. 🌾

*Continued on Next Page >*

### Northern Crescent



### Heartland

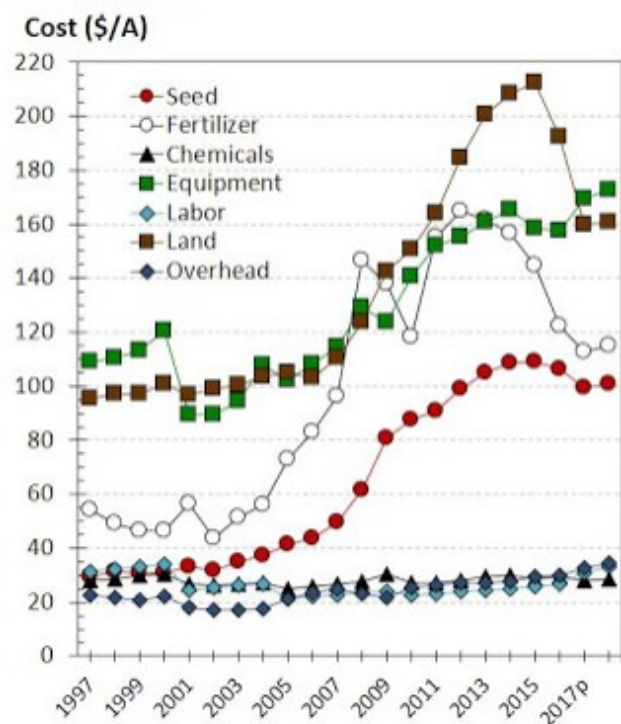
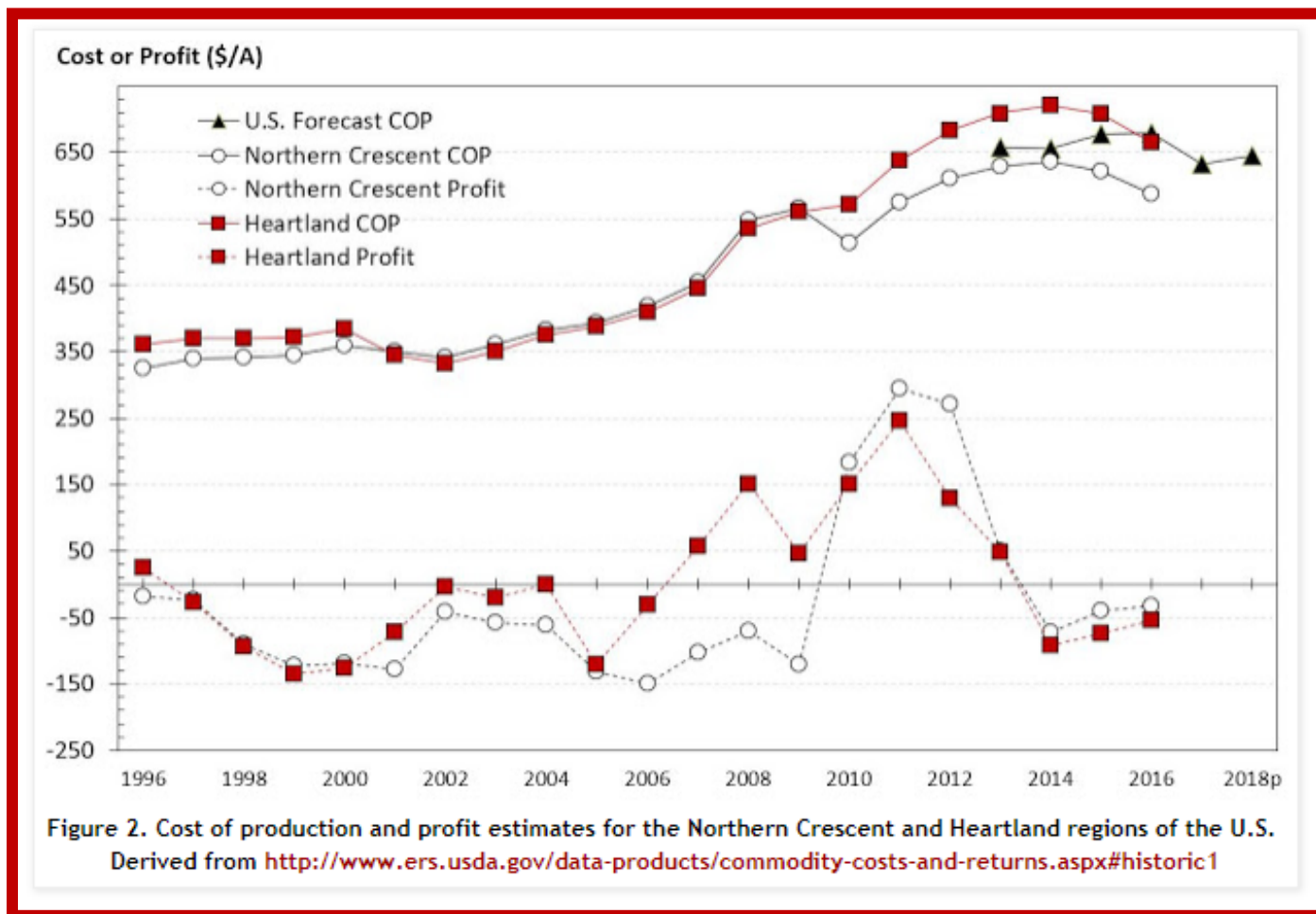


Figure 1. USDA-ERS Cost of Production Estimates for Corn in the Northern Crescent and Heartland regions of the U.S. Derived from <http://www.ers.usda.gov/data-products/commodity-costs-and-returns.aspx#historic1>



## Corn Cost of Production Estimates (con't.)



Source: Joe Lauer, UW-Extension Corn Agronomist, Corn Costs of Production Estimates for 2018

## Bilingual Ag Chemical Safety Video Series on YouTube

We use agricultural chemicals for many purposes around the farm and in the field. These chemicals may include pesticides, insecticides, rodenticides, cleaning solvents, and even medications. Every chemical has the potential to be harmful to humans, but each varies significantly in the risk they present to us. Proper handling procedures reduce the risk of working with chemicals.

In the video series, Agriculture Chemical Safety, UW-Extension Brown & Jackson County Agriculture Educators Liz Binversie and Trisha Wagner, respectively, discuss the risk factors to consider when handling agriculture chemicals, acute effects, and safety measures. The series can be found on the [UW-Extension Dairy Team YouTube Channel](#), and include:

- [Introduction to Agricultural Chemical Safety](#)
- [Dermal Exposure to Chemicals](#)
- [Inhalation to Chemicals](#)
- [Eye Exposure to Chemicals](#)

The video series offered in both English and Spanish would serve as a great on-farm training tool for your farm's ag safety & health plan. For more information, please visit <http://fyi.uwex.edu/dairy/>.



# Getting it Right! Tips for Transferring the Farm

Whether you are just starting out or have been working on this for a long time, here's a list of the top 10 tips for farm families going through the farm transfer/succession process.

**1. Don't be afraid to get help** – Talking over the farm transfer/succession process with a professional helps to keep the momentum going and to overcome any bumps. Worried about cost? Extension educators make great mediators, can provide you with some of the information you need, and can help you form your questions to make better use of a CPA or attorney's time. Plus extension educators are free!

**2. If you can, start early** – It's best to get the process going earlier than later. It's never a good situation when there's been a death of one of the parents and the living spouse is now trying to figure out what to do with the farm. Starting early can also help you establish protections from the nursing home taking the farm. It also gives the family plenty of time to adjust to role changes, transition over assets, and establish a plan for the future.

**3. Be fair, not equal** – A lot of parents feel strongly about being equal to all their kids when it comes to passing down their assets. When it comes to the farm though, we encourage parents to consider being fair, rather than equal. Children who have worked on and been a part of the farming operation, especially if they want to take it over, should be treated differently than children who have not. And that's okay! The purpose of farm succession is to make sure the farm continues into the future. If the home farm is divided equally 8 ways, the kid/s who want to farm are going to have a hard time doing it.

**4. Make sure everyone is involved** – Ah, the dreaded in-laws! Yes, while you might prefer to deal with them for short periods of time and not very often, they do need to be a part of the conversation. Spouses of children need to feel involved in the process; remember, according to Wisconsin law, they own half of everything in the marriage. Unfortunately, all too often marriages end in a nasty divorce and can end up negatively affecting the farm business. It's best to keep them in the loop.

**5. Get it in writing** – In today's world, a handshake and a verbal agreement unfortunately do not carry any weight. When it comes to land contracts, agreements for the farming kid/s to take over certain aspects of the farming operation, or wills, it's vitally important everything is put down in writing. That way the 'he said, she said' argument doesn't happen.

**6. Be aware of the needs of non-farming children** – Non-farming children may not be involved in the day-to-day operations, but they do have an interest in their parents' assets. They will want to know what is coming to them and it's best to be clear and upfront with them about your intentions.

**7. Be aware of the family dynamic** – Farms are family businesses, and as such, family is naturally interwoven into the fabric of the farm. Family dynamics can present challenges for farms because they bring along a lot of baggage which can negatively affect the business in the form of conflict. While the farm and family can't always be separated, steps can be taken to make sure the business comes first, when it's appropriate. For example, when farm business needs to be discussed, have a formal meeting, complete with agenda, separate location (i.e. not the kitchen table), and ground rules.

**8. Farm meetings make all the difference** – Whether you are meeting with your employees or other farm owners or partners, it is important to meet regularly. Many farmers meet monthly to keep everyone in the loop and address any issues right away. Short meetings work well to keep people on task and so the meeting does not feel like a burden.

**9. Be honest** – This might seem like common sense, but it's surprising how many times farm family members are not honest about their feelings, needs, wants, or their opinions. We always say in meetings we facilitate, "silence is acceptance". If you don't speak up, then your silence means you are okay with what's being discussed and decided. Honesty isn't just about speaking the truth, but speaking up in general. Too often the younger generation or spouses of any age, will keep quiet because of family roles (i.e. parent vs. child or husband vs. wife) or because they feel their voice will not be welcomed (i.e. in-law). This causes long-term hurt in the person not speaking, and keeps new ideas from coming forward for the good of the group.

**10. Don't let things stagnate** – We've all done it. You go to a workshop, get excited and write down a list of to-dos related to farm succession, then you go home and the list sits on a shelf. It's easy to let things go when everything that needs to get done on a farm is calling. Make an effort to revisit that list or plan regularly. 🐮



Source: Jennifer Blazek, UW-Extension Dane County Dairy & Livestock Educator



Fond du Lac County

227 ADMINISTRATION/EXTENSION BUILDING  
400 UNIVERSITY DRIVE  
FOND DU LAC WI, 54935

NON-PROFIT ORGANIZATION  
US POSTAGE PAID  
FOND DU LAC WI 54935  
PERMIT 110

## Mark Your Calendars for Up Coming Agricultural Events

### February 2018

- 26 M Produce Safety Alliance Grower Training | 7:30 am to 5:00 pm | UW-Fond du Lac Room UC-113/114  
27 Tu Raising Quality Dairy Steers | 5:30 pm meal, 6:00 pm program | Chissy's Pub & Grill, Waldo

### March 2018

- 1 Th 2018 Century and Sesquicentennial Farm Award Applications due to Wisconsin State Fair  
1 Th Reproduction InSight Meeting | 1:00 pm to 3:00 pm | UW-Extension Fond du Lac County  
1 Th Tile Drainage on Agricultural Lands | 9:00 am to 3:45 pm | Jefferson County Highway Department, 1425 S. Wisconsin Dr., Jefferson  
3 Sa Fond du Lac County Agribusiness Council's Ag Showcase | 8:00 am to 3:00 pm | Fond du Lac County Fairgrounds  
5 M Private Pesticide Applicators Training | 9:30 am to 3:30 pm | UW-Extension Fond du Lac County  
14-15 PDPW Annual Business Meeting & Conference | Alliant Energy Center, Madison  
19 M Fond du Lac County Market Livestock Project Orientation | 7:00 pm | Prairie Theater, UW-Fond du Lac  
20 Tu WI Dairy & Beef Cattle Well-Being Pre-Conference for dairy workers | 9 am to 3 pm | Tundra Lodge, Green Bay  
21 W WI Dairy & Beef Cattle Well-Being Conference | 9 am to 3 pm | Tundra Lodge, Green Bay  
27-29 WPS Farm Show | Oshkosh

Visit us on the web at <http://fyi.uwex.edu/fdlag>

### **Plan to attend . . .**

Whether you're considering tiling for the first time, adding to an existing field or experiencing blowouts and other challenges, this workshop will empower you to more fully understand how drainage systems work and how planning ahead is the difference between improving crop yields and an expensive failure.

Industry experts will discuss the basics of tile systems and how to locate/manage/add to already installed systems. The session will also include a panel discussion with local professional drainage contractors to answer your questions.

The seminar will be held at the Jefferson County Highway Department, 1425 South Wisconsin Drive, Jefferson, WI from 9:00 a.m. to 3:45 p.m. The cost, including lunch, is \$25.00 before or on February 23, 2018.

Sincerely,

LaVern Georgson, Agriculture Educator  
UW-Extension, Jefferson County  
(920) 674-7295  
Email: [laverng@jeffersoncountywi.gov](mailto:laverng@jeffersoncountywi.gov)

Kevin Erb  
Conservation Professional Development  
Coordinator  
UW-Extension  
Environmental Resources Center  
(920) 391-4652  
Email: [kevin.erb@uwex.edu](mailto:kevin.erb@uwex.edu)

An EEO/AA employer, University of Wisconsin-Extension provides equal opportunities in employment and programming, including Title VI, Title IX, and the Americans with Disabilities Act (ADA) requirements. Requests for reasonable accommodations for disabilities or limitations should be made prior to the date of the program or activity for which it is needed. Please do so as early as possible prior to the program or activity so that proper arrangements can be made. Requests are kept confidential.



UW-Extension, Jefferson County  
864 Collins Road  
Jefferson WI 53549



# **Tile Drainage on Agricultural Lands**

## ***What you need to know***



**Thursday, March 1  
9:00 am to 3:45 pm  
Jefferson County Highway  
Department**

***Sponsored by:***

***UW-Extension,  
Jefferson County  
&  
Environmental Resources Center***



**Conservation Professional  
Training Program**





# Tile Drainage on Agricultural Lands

## *What you need to know*

Tuesday, March 1, 2018 — 9:00 a.m.—3:45 p.m.

Jefferson County Highway Department, 1425 S. Wisconsin Dr., Jefferson WI

<b>9:00</b>	<b>Registration</b>	<b>1:55</b>	<b>What's New From the Industry</b> * Gary Derber, Wisconsin Tubing * Jason Forgette, Prinsco * Mark Weiland, Timewell
<b>9:15</b>	<b>Welcome &amp; Introduction</b> <i>LaVern Georgson, UW-Extension</i>		
<b>9:30</b>	<b>Basic Engineering Part 1</b> John Panuksa, UW Madison Bio Systems Engineering	<b>2:10</b>	<b>Break</b>
<b>10:10</b>	<b>Locating Older Drainage Systems</b> <i>Kevin Erb, UW-Extension</i>	<b>2:25</b>	<b>Nutrients—Managing Nitrogen Losses</b> * Aaron Pape, Discovery Farms * Eric Cooley, Discovery Farms
<b>10:50</b>	<b>Break</b>	<b>3:00</b>	<b>Panel Discussion: Part 1- Responding to Regulatory Questions from Participants</b> Hauser/Peich
<b>11:00</b>	<b>Understanding the Wetland/ Drainage Regulatory Process</b> * Jeremy Ziegler, USDA NRCS * Amanda Minks, WI DNR	<b>3:15</b>	<b>Panel Discussion: Part 2-Making your drainage successful</b> <i>Local Drain Tile Contractors</i>
<b>11:40</b>	<b>The Role of Drainage Districts</b> <i>Chris Clayton, WDATCP</i>	<b>3:45</b>	<b>Adjourn</b>
<b>12:00</b>	<b>Lunch (Provided)</b>		
<b>12:40</b>	<b>Drainage Water Management Maintenance-Considerations for Adding to Existing Systems</b> <i>TBD</i>		
<b>1:10</b>	<b>Basic Engineering Part 2</b> <i>John Panuksa, UW Madison Bio Systems Engineering</i>		

## Registration Form

Please make \_\_\_\_\_ reservation(s) for the  
**Tile Drainage on Agricultural Lands  
Seminar.**

Reservations due by **February 23, 2018.**

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

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

City: \_\_\_\_\_

Zip: \_\_\_\_\_

Cell Phone: \_\_\_\_\_

Email: \_\_\_\_\_

(Please provide email in case of extreme  
weather)

Cost \$25.00/person before Feb. 23rd

Make check payable to:  
**Jefferson County Treasurer**

Registration Deadline: **February 23, 2018**  
\$35.00 after February 23, 2018

Send registration form and check to:

**UW-Extension, Jefferson County**  
**Attn: Kim**  
**864 Collins Road**  
**Jefferson WI 53549**  
**920-674-7295**  
[kimb@jeffersoncountywi.gov](mailto:kimb@jeffersoncountywi.gov)







# 8<sup>th</sup> Annual Wisconsin Dairy & Beef Well-Being Conference

**Pre-Conference:** Tues, March 20, 2018 | **Conference:** Wed, March 21, 2018  
Tundra Lodge Resort, 865 Lombardi Avenue, Green Bay, WI

Financial support provided by  
the following  
agriculture industry partners:

## Gold Sponsor



## Silver Sponsors



## Bronze Sponsors



Since 2010, the **Wisconsin Dairy & Beef Well-Being Conference** has drawn over 1,500 attendees. UW-Extension is pleased to provide world-class speakers on animal well-being to dairy and beef producers right here in Wisconsin. Our focus on animal well-being, health, and handling has proven to be a valuable asset to producers and processors alike.

The 2018 Wisconsin Dairy & Beef Well-Being Conference promises to offer exciting opportunities for farmers, agriculture professionals, and farm workers. New this year, the pre-conference sessions will focus on animal care and handling and how it impacts animal well-being and carcass quality. The pre-conference will be presented simultaneously in English and Spanish, and is an excellent learning opportunity for farm workers who handle cattle daily.

The main conference will focus on how animal well being impacts your bottom line as well as your image as a producer. Please join us for the **2018 Wisconsin Dairy & Beef Well-Being Conference** at the Tundra Lodge and Conference Center on historic Lombardi Avenue, March 20 and 21, in Green Bay.



**Aerica Bjurstrom**

Agriculture Agent & Co-Chairperson

UW-Extension Kewaunee County

920.388.7141 | [aerica.bjurstrom@uwex.edu](mailto:aerica.bjurstrom@uwex.edu)



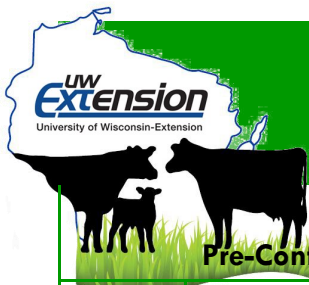
**Sarah Mills-Lloyd**

Agriculture Agent & Co-Chairperson

UW-Extension Oconto County

920.834.6845 | [sarah.millsllloyd@uwex.edu](mailto:sarah.millsllloyd@uwex.edu)

Additional information available at <http://fyi.uwex.edu/animalhusbandaryconference>



# UW-Extension Wisconsin Dairy & Beef Well-Being Conference

9:00 am registration

9:45 am to 3:00 pm program

Tundra Lodge, Green Bay, WI

**Tuesday, March 20, 2018**

**Pre-Conference (offered in English & Spanish)**

<b>9:45 am</b>	<b>Opening Remarks</b> <i>Sarah Mills-Lloyd, UW-Extension Oconto Co Agriculture Agent</i>
<b>10:00 am</b>	<b>Residue Prevention, Part 1</b> <i>Robert Hagevoort, New Mexico State Extension Specialist</i>
<b>10:45 am</b>	<b>Pain Management of Dehorning</b> <i>Sarah Mills-Lloyd, UW-Extension Oconto Co Agriculture Agent</i>
<b>11:15 am</b>	<b>Minimizing Lameness to Improve Animal Well-Being</b> <i>Aaron LaVoy, Midwestern Hoof Care, LLC</i>
<b>12 noon</b>	<b>Lunch</b>
<b>1:00 pm</b>	<b>Animal Handling and Carcass Quality</b> <i>Casey Davis, JBS Cattle Procurement Manager &amp; Chris Jacobs, Equity Cooperative Livestock Sales Association -Bonduel Manager</i>
<b>1:45 pm</b>	<b>Break</b>
<b>2:00 pm</b>	<b>Residue Prevention, Part 2</b> <i>Robert Hagevoort, New Mexico State Extension Specialist</i>
<b>2:45 pm</b>	<b>Q/A, Wrap-Up, and Certificate Distribution</b>

**Wednesday, March 21, 2018**

**Main Conference**

<b>Opening Remarks</b> <i>Sarah Mills-Lloyd, UW-Extension Oconto Co Agriculture Agent</i>
<b>Protecting Against Activist Threats</b> <i>Kay Johnson-Smith, Animal Agriculture Alliance CEO</i>
<b>Digital Dermatitis from an Animal Welfare Perspective</b> <i>Aerica Bjurstrom, UW-Extension Kewaunee Agriculture Agent</i>
<b>Employee Training and the Impact on Animal Well-Being</b> <i>Robert Hagevoort, New Mexico State Extension Dairy Specialist</i>
<b>Lunch</b>
<b>Animal Handling and Carcass Quality</b> <i>Casey Davis, JBS Cattle Procurement Manager &amp; Chris Jacobs, Equity Cooperative Livestock Sales Association- Bonduel Manager</i>
<b>Break</b>
<b>The State of Our State on Animal Welfare and Trade Implications</b>
<b>Q/A and Wrap-Up</b>

For additional information regarding agenda and/or speakers, visit <http://fyi.uwex.edu/animalhusbandryconference>.



## UW-Extension 2018 Wisconsin Dairy & Beef Well-Being Conference Registration

NAME(S)

FARM NAME OR COMPANY

ADDRESS/CITY/STATE/ZIP

EMAIL

PHONE

### Registration:

<b>March 20 Pre-Conference</b>	\$50 per person x ____ individuals	= ____
<b>Preferred language for Pre-Conference:</b> ____English ____Spanish		
<b>March 21 Conference</b>	\$50 per person x ____ individuals	= ____
<b>March 20 &amp; 21 Conference</b>	\$75 per person x ____ individuals	= ____
<b>Veterinary CEUs</b>	\$30 x ____ days x ____ individuals	= ____
<b>Additional fee after March 9th</b>	\$20 per person x ____ individuals	= ____
<b>Total</b>		= ____

**Make check payable and mail to:**

**UW-Extension**  
**attn: WI Dairy & Beef Cattle Well-Being Conf**  
400 University Drive, Room AE-227  
Fond du Lac, WI 54935

**Credit card payment available, small surcharge applied. Please call 920.929.3171 for this option.**

**Registration due March 9<sup>th</sup> or a \$20 per person Late/Walk-in Fee will be added.**



**UW-Extension Fond du Lac County**  
Room 227 Administration/Extension Building  
400 University Drive  
Fond du Lac, WI 54935-2998

Phone: 920-929-3170  
Fax: 920-929-3181  
Dial 711 for Wisconsin Relay  
<http://fonddulac.uwex.edu/>

## Dodge and Fond du Lac Counties Land Rental Rate Survey

To better respond to questions about current county cropland rental rates in Dodge and Fond du Lac Counties, we are surveying rural landowners on the cash rental rates paid/received for crop ground.

Individual responses are anonymous. Results will be tabulated and summarized to determine average rental rates, as well as the range in cropland rental rates, for each township.

Amanda Young – Dodge County Dairy and Livestock Extension Agent  
Tina Kohlman – Fond du Lac County Dairy and Livestock Extension Agent  
Loretta Ortiz-Ribbing, PhD – Dodge and Fond du Lac Counties Crops and Soils Agent

---

### Parcel 1:

For this parcel of land, I am:

- ☐ Land Owner
- ☐ Renter
- ☐ Other \_\_\_\_\_

Township & County of parcel: \_\_\_\_\_

Land is used for: \_\_\_\_\_  
(Corn, hay, soybean, other crop, grazing, etc.)

Is the land certified organic? \_\_\_\_\_

Number of acres in this parcel of land: \_\_\_\_\_ acres

The negotiated cash rental rate for this parcel of land in 2016 or 2017 was: \$ \_\_\_\_\_ per acre

What is the average corn, soybean, hay, other crop yield for this parcel? \_\_\_\_\_ bu or T/acre

---

### Parcel 2:

For this parcel of land, I am:

- ☐ Land Owner
- ☐ Renter
- ☐ Other \_\_\_\_\_

Township & County of parcel: \_\_\_\_\_

Land is used for: \_\_\_\_\_  
(Corn, hay, soybean, other crop, grazing, etc.)

Is the land certified organic? \_\_\_\_\_

Number of acres in this parcel of land: \_\_\_\_\_ acres

The negotiated cash rental rate for this parcel of land in 2016 or 2017 was: \$ \_\_\_\_\_ per acre

What is the average corn, soybean, hay, other crop yield for this parcel? \_\_\_\_\_ bu or T/acre

*...please turn over to provide information for additional parcels*

**Parcel 3:**

For this parcel of land, I am:

- ☐ Land Owner
- ☐ Renter
- ☐ Other \_\_\_\_\_

Township &amp; County of parcel: \_\_\_\_\_

Land is used for: \_\_\_\_\_  
(Corn, hay, soybean, other crop, grazing, etc.)

Is the land certified organic? \_\_\_\_\_

Number of acres in this parcel of land: \_\_\_\_\_ acres

The negotiated cash rental rate for this parcel of land in 2016 or 2017 was: \$ \_\_\_\_\_ per acre

What is the average corn, soybean, hay, other crop yield for this parcel? \_\_\_\_\_ bu or T/acre

**Parcel 4:**

For this parcel of land, I am:

- ☐ Land Owner
- ☐ Renter
- ☐ Other \_\_\_\_\_

Township &amp; County of parcel: \_\_\_\_\_

Land is used for: \_\_\_\_\_  
(Corn, hay, soybean, other crop, grazing, etc.)

Is the land certified organic? \_\_\_\_\_

Number of acres in this parcel of land: \_\_\_\_\_ acres

The negotiated cash rental rate for this parcel of land in 2016 or 2017 was: \$ \_\_\_\_\_ per acre

What is the average corn, soybean, hay, other crop yield for this parcel? \_\_\_\_\_ bu or T/acre

**Parcel 5:**

For this parcel of land, I am:

- ☐ Land Owner
- ☐ Renter
- ☐ Other \_\_\_\_\_

Township &amp; County of parcel: \_\_\_\_\_

Land is used for: \_\_\_\_\_  
(Corn, hay, soybean, other crop, grazing, etc.)

Is the land certified organic? \_\_\_\_\_

Number of acres in this parcel of land: \_\_\_\_\_ acres

The negotiated cash rental rate for this parcel of land in 2016 or 2017 was: \$ \_\_\_\_\_ per acre

What is the average corn, soybean, hay, other crop yield for this parcel? \_\_\_\_\_ bu or T/acre

**Parcel 6:**

For this parcel of land, I am:

- ☐ Land Owner
- ☐ Renter
- ☐ Other \_\_\_\_\_

Township &amp; County of parcel: \_\_\_\_\_

Land is used for: \_\_\_\_\_  
(Corn, hay, soybean, other crop, grazing, etc.)

Is the land certified organic? \_\_\_\_\_

Number of acres in this parcel of land: \_\_\_\_\_ acres

The negotiated cash rental rate for this parcel of land in 2016 or 2017 was: \$ \_\_\_\_\_ per acre

What is the average corn, soybean, hay, other crop yield for this parcel? \_\_\_\_\_ bu or T/acre





# INSIGHT

**Thursday, March 1, 2018**

10 am to 12:00 noon  
American Legion  
Belgium Post 412  
665 Park Street, Belgium, WI

**or**

1:00 pm to 3:00 pm  
UW-Extension  
Fond du Lac Co  
400 University Drive, Fond du Lac

Achieving reproductive success on the dairy is an ongoing challenge. Join us March 1<sup>st</sup> to gain **INSIGHT** on how to improve reproductive efficiency and profitability during financially challenging times!

***Please pre-register by February 27th . Meeting may be cancelled due to low pre-registrations.***

*UW-Extension provides equal opportunities in employment & programming, including Title VI, Title IX, and ADA requirements*

## Featured Topics & Speakers

**Use of Reproductive Technology  
to Achieve High Pregnancy Rates**

**&**

**Management Barriers to High  
Fertility**

Paul Fricke, PhD

Dairy Reproductive Specialist  
UW-Extension

**To Cull or Not to Cull:  
A Look at the Replacement Herd**

Tina Kohlman

Dairy & Livestock Agent  
UWEX Fond du Lac County

**&**

Steph Plaster  
Agriculture Educator  
UWEX Washington & Ozaukee Co

***UW*  
Extension**  
University of Wisconsin-Extension

There is no fee for the meeting, but RSVP is requested by February 27 to ensure materials and light snacks:

Fond du Lac County locale-Tina Kohlman  
[tina.kohlman@uwex.edu](mailto:tina.kohlman@uwex.edu)  
920.929.3171

Ozaukee County locale-Steph Plaster  
[stephanie.plaster@uwex.edu](mailto:stephanie.plaster@uwex.edu)  
262.284.8292

or register online at  
<https://goo.gl/FRnXTt>

## Course Outline

### Course Topics Covered

**Safety Basics:** The Work Environment, Safety & Health Regulations, Hazardous Occupations Order in Agriculture, Injuries Involving Youth, Age Appropriate Tasks, Personal Dress, Hazard Warning Signs, Hand Signals, Personal Protective Equipment (PPE), First Aid & Rescue

**Agricultural Hazards:** Mechanical Hazards, Working with Livestock, Agricultural Pesticides, Electrical Hazards, Confined Spaces, Silos, Grain Bins, Manure Storage

**The Tractor:** Hazards, Instrument Panel, Controls, Location and Movement of Controls, Operation Symbols, Preventative Maintenance and Pre-Operations Checks, Mounting and Starting, Stopping and Dismounting, Moving and Steering, Operating in Reverse, Stability, Using the Tractor Safely, Operating on Public Roads, Lighting and Marking

**Connecting & Using Implements:** Connecting Implements, Drawbar Implements, 3-Point Hitch Implements, Power Take-Off (PTO) Implements, Hydraulic Components, Electrical Connections

**Written & Driving Exams**

## Course Background

UW-Extension Offices in Washington and Ozaukee Counties are coordinating a Tractor Safety Course for youth ages 12-16 in March 2018. The course includes classroom safety instruction for tractors and farm machinery operation, hazard recognition and correction, general farm safety knowledge, and how to approach farm safety with a positive attitude. In addition, the course is designed for youth ages 14-15 that need the federal certificate of training for employment on farms, youth ages 12-15 who will be operating tractors or self-propelled farm machinery on public roads for their own family, and youths interested in tractor and machinery safety.

Register Online at  
[goo.gl/wKuskj](http://goo.gl/wKuskj)

An EEO/Affirmative Action employer, University of Wisconsin-Extension provides equal opportunities in employment and programming, including Title IV and ADA requirements. Requests for reasonable accommodations for disabilities or limitations should be made prior to the date of the program or activity. Please make such requests as early as possible by contacting the Washington County UW-Extension Office, 262-335-4477 or Ozaukee County UW-Extension Office, 262-284-8288, or Relay 711 so proper arrangements can be made.

# YOUTH TRACTOR SAFETY CERTIFICATION COURSE

**March 2018**

*For youth ages 12-15 operating tractors or self-propelled farm machinery on public roads or for employment on farms*



**UW**  
**Extension**  
University of Wisconsin-Extension

**Washington County UW-Extension Office**

**Public Agency Center**

**333 East Washington St., Ste. 1200**

**PO Box 2003**

**West Bend, WI 53095-2003**

**Phone: 262-335-4477**

**Ozaukee County UW-Extension Office**

**Administration Center**

**121 W. Main St., Room 33**

**Port Washington, WI 53074**

**Phone: 262-284-8288**

## Course Overview

### Youth Tractor Safety Certification

This 24-hour program meets the requirements of Federal Law and Wisconsin Act 455, which states youth under the age of 16 cannot operate a farm tractor or self propelled farm implement on a public highway unless the youth has been certified as successfully completing the tractor and machinery operation safety training course. To be certified, youth **MUST** attend a tractor safety course. State Law, Wisconsin Act 178, mandates youth registered for the course **must be** age 12 by the first session.

**Cost:** \$35 per youth, limited to the first 25 paid participants. Fee includes manual, accident insurance, and other educational aids. To mail manual, please include \$6.00 for shipping.

Manuals can be picked up at either Extension office **prior to March 3rd**.

### **First Class Expectations:**

On the first day, we meet at Washington County UW-Extension Office (Rm. 3224) and a parent/guardian **MUST** plan on attending the first hour with his/her youth participant.

### **Course Certification:**

Participants must attend the full 24 hours of instruction, pass written and driving exam to be certified. Certifications of Training will be issued upon successful completion.

## Course Dates

### Saturday, March 03, 2018

Room 3224

Washington County UW-Extension Office

333 E. Washington St.

West Bend, WI

### Saturday, March 10, 2018

Allenton Fire Station

431 Railroad St

Allenton, WI

### Saturday, March 17, 2018

Addison Town Hall

127 First St.

Allenton, WI

### Saturday, March 24, 2018

Addison Town Hall

127 First St.

Allenton, WI

*All Sessions are 9:00am—3:00pm.*



University of Wisconsin-Extension

**Facilitated by Stephanie Plaster**

Agricultural Educator

UW-Extension

Washington & Ozaukee Counties

Email: [Stephanie.plaster@ces.uwex.edu](mailto:Stephanie.plaster@ces.uwex.edu)

Washington County UWEX Phone: 262-335-4477

Ozaukee County UWEX Phone: 262-284-8288

Register Online  
at [goo.gl/wkuskj](http://goo.gl/wkuskj)

## Youth Tractor Safety Course Registration Form 2018 – Due February 23, 2018

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

AGE as of March 03, 2018 \_\_\_\_\_ Birth date \_\_\_\_/\_\_\_\_/\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone Number \_\_\_\_\_ E-mail \_\_\_\_\_

**Cost: \$35/youth.** ☐ Mail my Manual: \$41.00 (includes shipping). Please make checks payable to: UW—Extension.

Class limited to the first 25 paid participants.

Does this youth require a special accommodation to participate in any of the described activities? \_\_\_\_ Yes \_\_\_\_ No \_\_\_\_ If Yes, please describe the accommodation needed: \_\_\_\_\_

**Please send Registration form and Payment to:**

UW-Extension Washington County

333 E. Washington St., Ste. 1200

PO Box 2300 West Bend, WI 53095

**\*NOTE:** A Parent/Guardian for each youth participant must attend

the first hour of Session One with his/her youth participant.

Parent/Guardian Name: \_\_\_\_\_

FOR OFFICE USE:

Check # \_\_\_\_\_

Date Received \_\_\_\_\_

Cash \_\_\_\_\_