



## Taylor'd Ag News

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### CONTACT US

**Taylor County**  
**University of Wisconsin-Extension**

925 Donald St., Rm. 103  
Medford, WI 54451

Website: [taylor.uwex.edu](http://taylor.uwex.edu)

Sandy Stuttgen, Agriculture Educator  
sandy.stuttgen@ces.uwex.edu  
715-748-3327 x 1

Michelle Grimm, Community Resource  
michelle.grimm@ces.uwex.edu  
715-748-3327 x 2

Peggy Nordgren, Family Living  
peggy.nordgren@ces.uwex.edu  
715-748-3327 x 3

Sasha Busjahn, 4H Youth Development  
sasha.busjahn@ces.uwex.edu  
715-748-3327 x 4

Brenda Herrell, Nutrition Coordinator  
brenda.herrell@ces.uwex.edu  
715-748-3327 x 5

Michelle Oates, Nutrition Educator  
michelle.oates@ces.uwex.edu  
715-748-3327 x 6

Cathy Mauer, All Programs Assistant  
cathy.mauer@ces.uwex.edu  
715-748-3327 x 9

### And the Survey Said ...

Thanks to everyone who returned the Taylor County Agriculture Programming Survey! Its purpose was to survey those who have had contact with Sandy Stuttgen, Taylor County Agriculture Educator, in the past four years in order to determine:

- Respondents' agriculture information: primary agricultural activity and type of cattle raised
- Grazing interest: what is the current level of grazing and should this educator offer grazing programming?
- Usefulness of the Taylor'd Ag News: is it being read and is it valued?

Your responses (a phenomenal 22% return rate) indicate 82% are reading the newsletter, nearly 50% skim it for what most interests them, and 35% use newsletter information to help make decisions on their farms. Based on your feedback, the newsletter will continue to be published semi-annually. The spring issue will heavily promote upcoming programs while the fall issue will include more educational/informational articles.

Of those responding to the survey, 50% indicated they are not interested in grazing information. Of those interested in grazing, 39% want to see grazing articles in the

newsletter and/or other written information provided to them, 23% would like grazing workshops provided, and 22% indicated they would likely attend grazing workshops. Based on these results (and my part-time status in Taylor County), I will not be adding grazing as a new priority; I will, however, partner with Taylor County Land Conservation and NRCS to offer grazing information and programs.

Who is utilizing the Taylor County UWEX office? 74% indicated their primary activity is raising cattle (41% dairy, 33% beef) and 13% self-describe as crop farming. The typical herd size is 21-75 animals for those managing adult cattle, regardless if beef or dairy; 9.5% manage more than 126 head of adult cattle.

The last Census of Agriculture finds 967 farms in Taylor County, 91% owned by individuals or families. Of Taylor County's farms, 52% are principally operated by farmers; 48% are operated by those who also work off the farm. Taylor County agriculture provides 4,307 jobs and accounts for \$972 million in economic activity. At \$288 million, agriculture accounts for 40.6% of the county's total income.

The Taylor County UWEX office continues to host the **Webinar Series on Farm Succession and Estate planning**. There is no cost to attend, but pre-registration is required by the Tuesday before the webinar you wish to attend. All webinars begin promptly at 1 p.m., concluding at 3 p.m. No refreshments provided, bring your own bag lunch if you would like. To register, contact our office at 715-748-3327 x 9.

|             |  |
|-------------|--|
| January 26  | Estate Planning                              |
| February 23 | Long Term Care: Planning for My Future Needs |
| March 23    | Medicaid Eligibility and Recovery            |

# Ask Sandy

A sampling of questions  
to Taylor County Agriculture Educator  
Sandy Stuttgart

## Q: What can you tell me about the new VFD rules?

A: Excerpt of the article by John Maday, Bovine Veterinarian Magazine; to read the entire article visit <http://www.dairyherd.com/news/industry/vfd-fill-out-form>

With the FDA's new veterinary feed directive (VFD) rules taking full effect on January 1, we can begin to look at the nuts-and-bolts process for filing a VFD order. Beginning January 1, producers intending to use medicated feeds covered by the VFD rule will need to work with their veterinarians on filling out those VFD forms, and how they go about it can affect their compliance with the law and their efficiency in navigating the process. **The VFD may only be written when a valid veterinary-client-patient-relationship, or VCPR, exists between the veterinarian and producer.**

The VFD rule allows producers, veterinarians and feed distributors to use either paper or electronic forms for VFD orders. Regardless of the type of form, each party must keep the VFD order on file for at least two years. On that basis alone, electronic filing offers logistical and storage advantages over paper. Generic paper forms are available from the FDA and various industry organizations. FDA offers several examples of blank and completed sample forms online.

At least two companies, GlobalVetLink and New Planet Technologies, provide electronic forms, distribution and filing for general use. Animal-health companies supplying VFD products have also produced VFD forms specific to each product. These forms will save time and help assure accuracy, since they already include the product name, caution statements and other information that the veterinarian or producer would need to fill in on generic forms.

The VFD form requires the name, address and phone numbers for the producer and veterinarian, the drug to be purchased, the level at which it will be fed in grams

per ton, duration of use, withdrawal time and, importantly, reason for use. All that information must comply with label specifications for the drug.

The form also includes information on the animals to be treated, including the approximate number of animals, production class and location. Corbin notes that the form asks for an "approximate" number of animals, which is important because a producer does not always know how many animals will require the medicated feed during the duration of the VFD order (six months maximum). In these cases, it probably is best to overestimate the number rather than underestimate. If you treat fewer animals than listed on the VFD and have feed left over, that is OK. You will, however, need to obtain a new VFD order to use that feed in a different group of animals or beyond the time limits of the original VFD.

The "premises" space on the form refers to the location of the animals to be treated, not the headquarters location of the farm or ranch. The veterinarian filing the VFD order must have a license to practice in the state where the animals are located.

### Inspection process – be ready

FDA officials have indicated their enforcement activities will focus on education during the initial months as the new rules are implemented in 2017, unless they find violations that are severe or clearly intentional. But as veterinarians and producers complete and file their VFD forms, they should consider the possibility of inspection and prepare for it.

FDA inspectors, or state inspectors under contract with the FDA, likely will initiate a VFD inspection at the feed distributor. Inspectors will use a checklist to guide them through a list of questions related to the VFD form. At the feed distributor, the inspector will ask to review three randomly selected VFD forms. The inspector will select one form to follow back to the veterinarian who submitted

the form, and one form to follow forward to the producer who received the VFD feed. At those locations, the inspector might ask to review VFD forms and ask a series of questions related to the forms.

Questions specific to producers include:

- Have you kept copies of VFD orders for at least two years?
- Did you feed VFD feed to authorized number of animals on the VFD order and for identified duration on the VFD order?
- Did you stop feeding VFD feed prior to expiration date on the VFD order and follow withdrawal period for VFD feed, if any?
- Did you follow any special instructions or caution statements on the VFD order, if any?
- If a combination VFD feed was fed, was its use consistent with affirmation statement on the VFD order?
- Do you have labels for VFD feeds? If yes, does the feed label contain the VFD Caution statement?
- Did the drug level on the label match the drug level on the VFD form?
- Is drug level and indication on VFD form consistent with approval?

For more information on the VFD rule and related regulations, visit the FDA's Veterinary Feed Directive website.

[www.fda.gov/AnimalVeterinary/DevelopmentApprovalProcess/ucm071807.htm](http://www.fda.gov/AnimalVeterinary/DevelopmentApprovalProcess/ucm071807.htm)

### VFD rules are for all animals

All feeds containing antibiotics and those administered in water are controlled by the new VFD rules. This applies to swine, chickens, sheep and goats. Hobby or backyard enthusiasts will need to have a working relationship with a veterinarian in order for the veterinarian to issue a VFD. Take time now to develop a relationship with a veterinarian.

## Mixing Human Septage & Animal Waste on Dairy Farms

There have been some changes to the Administrative Codes regulating dairy farms. As of September 1, when ATCP 65 took effect, it which replaced ATCP 60 Dairy Farms and ATCP 80 Dairy Plants. With that change, a number of regulations were changed to bring Wisconsin's Administrative Code more in line with the Pasteurized Milk Ordinance. Under the new rules, ATCP 65.22(6)(c) does not allow the mixing of human septage and animal waste on any dairy farm regardless of whether they are Grade A or Grade B.

The previous rules allowed Grade B dairy farms to mix the wastes. Older NRCS and WI DNR policies also allowed up to 25,000 gallons of non-manure wastewater to be added to manure storage to aid agitation and pumping. However, any storage facilities built using the newer USDA NRCS 313 standard (2012 or after) and in most counties whose ordinances reference the newer standards are not allowed to add non-dairy wastes to the storage.

Grey waters (sinks, milking parlor washdowns, etc) are still allowed under ATCP, NRCS and DNR rules. The only clarification under the current state code is that they cannot be added to the gutter in the milking barn or parlor. They must be pumped/piped directly to the manure storage structure.

The specific rule is as follows:

### ATCP 65.22(6)

- (a) Every dairy farm shall have one or more sanitary toilets that are conveniently accessible by persons engaged in milking operations. A conveniently accessible toilet may include a toilet in a farm residence or other farm building.
- (b) Toilets, under par. (a), shall comply with ch. SPS 362. Toilets shall be kept in clean and sanitary condition.
- (c) There shall be no mixing or storage of human waste or septage with animal manure on a dairy farm.

## Pesticide Application Certification Classes

A General Farming Pesticide Applicator Training and Testing will be held from 9 a.m. to 4 p.m. on **February 14** at the Taylor County/USDA Service Center, 925 Donald St., Medford. Registration with payment of \$40 is due February 9. Please register and pay in person at the UW-Extension Office in the USDA Service Center by that date. You will receive the training manual upon registration, and then may review it before the February 14 training. Lunch is not included; plan to bring your own lunch. There will be a 40 minute lunch break.

The Environmental Protection Agency and the State of Wisconsin require that all users of restricted-use pesticides be trained, certified, and re-certified every five years; licenses expire on December 31. Although principally designed for using pesticides classified as restricted-use, this program is intended for all pesticide applicators whether or not you use restricted-use pesticides. Most private applicators (farmers, orchardist, greenhouse growers, nursery operator, etc.) are certified in the General Farming Base Category, which applies to

production of any agricultural commodity.

Pesticide applicators who need to or would like to get certified or re-certified may do so by attending the Taylor County training session and taking the open-book exam. Credit is given for attending in person; at least 50% is needed to pass.

Certification can also be done by self-study of the materials and making arrangements with any UW-Extension Office to take the exam. Self-study applicators must receive at least 70% to pass. Contact the UW-Extension Taylor County Office at 715-748-3327 ext. 9 to schedule your self-study examination. The fee for self-study is also \$40.

Wisconsin requires that any person taking a certification exam must provide positive identification including a photo I.D. (e.g. a driver's license) and their Social Security number. If you do not have a Social Security number, you must use the Application and Affidavit for Professional/Occupational License from the Wisconsin Department of Children and Families. A copy of this form is available from the UW-Extension Office. *Note: the*

*form must be notarized.* Make sure to have the necessary identification with you when you come for the training or to write a self-study exam.

The exam questions may not be read for another person. You must notify Sandy Stuttgen, Taylor County Agriculture Educator, or WDATCP if you have difficulty in reading or understanding the English language.

### **Other certification locations include:**

Contact Clark County UW-Extension at 715-743-5121 to register for:

*March 1, Colby  
March 8, Neillsville  
March 10, Thorp*

Contact Chippewa County UW-Extension at 715-726-7950 to register for:

*January 31, Bloomer  
February 16, Lake Holcombe  
March 22 at Chippewa County  
Courthouse Room 003.*

Contact Lincoln County UW-Extension, 715-539-1078 or Marathon County UW-Extension 715-261-1230, to register for:

*Feb. 23, Stratford*

## Wisconsin Local Food Locator

Visit <http://fyi.uwex.edu/wilocalfoodlocator/>  
to find local foods available in our area, and to advertise your local food business

# Farmer and Rancher Responsibilities in Pipeline Safety

The highest priority for every pipeline company is safety - the safety of the public, the pipeline, their employees and our environment. To keep pipelines safe, operators monitor pipelines 24/7 in control rooms with Supervisory Control and Data Acquisition (SCADA) systems. They also monitor pipelines from the air and on foot to look for potential leaks, maintenance needs and excavation taking place near the pipeline right-of-way.

All pipelines are routinely inspected and most use advance technology like "smart pigs". The pigs run through the pipeline and look for corrosion, dents or thinning pipeline walls. Hydrostatic tests, where pipelines are filled with water to higher than standard operating pressures to look for potential leaks, are also performed.

Maintenance happens every day on the pipeline. Rights-of-way are cleared to ensure effective visual inspection, valves are regularly maintained and permanent pipeline markers are replaced or

reinstalled. The industry's hard work has resulted in drastic reductions in pipeline leaks, but the goal is zero incidents so the industry continues to do research on new ways to make pipelines safer.

One of the leading causes of pipeline failure is 3rd party damage. The Common Ground Alliance recently released the 2015 DIRT Report; the information painted a very sobering picture about farming and safe pipeline operations. On the whole, 31% of all damage to buried pipelines occur because there was no call to 811. For farmers and landowners that number skyrockets to 80%.

Call 811 three days before any digging project. Wait for facility operators to mark the lines with paint and flags. Dig with care and respect the marks, use hand tools only when digging within 5 feet of any marking paint or flags

Notify the pipeline operator if ANY contact was made with the pipeline

If you smell, see or hear evidence of a leak, locate the nearest pipeline marker and contact the pipeline operator immediately from a safe distance - leave the area on foot, heading uphill and upwind whenever possible

## Remember the 811 process:

- **Notify** your local one call center by calling 811 or making an online request 2-3 days before work begins. Be sure to check our state map to find out how far in advance you need to call.
- **Wait** the required amount of time for affected utility operators to respond to your request.
- **Confirm** that all affected utility operators have responded to your request and marked underground utilities.
- **Respect** the marks.
- **Dig carefully** around the marks.



## Sesquicentennial & Century Farm & Home Awards Applications due March 1

In 2016, 149 Wisconsin property owners were honored at the Wisconsin State Fair awards program honoring families who have maintained continuous ownership of their property for 100 or 150 years. The award program is now

seeking applications from farms or homes with 100 or 150 years of continuous ownership through the year 2017. Winners will be recognized at a special breakfast program during the Wisconsin State Fair in August. Application forms

are available at the UW-Extension Taylor County office. Completed applications must be received in the state fair's West Allis office no later than March 1, 2017.

Take a moment to bookmark [taylor.uwex.edu](http://taylor.uwex.edu) on your computer and check-in to find current information and programming valuable for your family, farm or business.



Also like us on Facebook: Taylor UWEX page [www.facebook.com/profile.php?id=100009405459563](http://www.facebook.com/profile.php?id=100009405459563)

Taylor'd Ag UWEX page [www.facebook.com/pages/Taylor-d-Ag-UWEX/402214556628080](http://www.facebook.com/pages/Taylor-d-Ag-UWEX/402214556628080)



# Nutrient Management Class Schedule

As of January 2008, all Wisconsin agriculture producers applying nutrients to cropland are required to implement a nutrient management plan (NMP) in accordance with ATCP 50 of the Wisconsin Administrative code. Cropland owners who receive farmland preservation payments, have engineered manure storage or have had an ordinance violation must provide an NMP for their cropland.

An NMP can be developed by a certified crop advisor (CCA) or by a qualified farmer after completing a DATCP-approved training course. The benefit of taking NMP training is that the farmer will improve his/her crop management skills, and he/she will understand how to implement an NMP.

The training is 6 hours for a refresher course or 12 hours if qualified for the first time. The cost is \$260.00 for the full course or \$130.00 for the refresher. Upon completion of the course and completing a 590 checklist, participants will be reimbursed the cost of the course. The reimbursement is from a DATCP grant.

Classes will be held:

- Medford NTC campus: Fridays, January 6 - 20, from 10:00 a.m. – 3:00 p.m.
- Spencer NTC campus: Thursdays, January 19 - February 2 from 10:00 – 3:00. Night classes beginning Thursday, January 19 – February 23, 7:00 – 9:00 pm.
- Wausau NTC campus, Wednesdays, January 18 – February 1, 10:00 – 3:00.
- Wood County Courthouse Thursdays, March 9 – 23, 10:00 – 3:00

To register at the NTC campus classes contact NTC at 715-675-3331 or [www.ntc.edu/ce](http://www.ntc.edu/ce).

For questions or more information, contact:

Clark County UW-Extension 715-743-5121  
Clark County Land Conservation 715-743-5102,  
Marathon County Land Conservation 715-261-6000  
Taylor County Land Conservation 715-748-1469  
Wood County Land Conservation 715-421-8475

## ***My question is, why wouldn't a farmer want an NMP?***

An NMP is a tool that will help you manage your crop acres. To manage your crops, you must be able to measure nutrients available in your soil, account for nutrients applied as livestock manure, and nitrogen available after your legume crops. An NMP will incorporate your soil test information, nutrients available from manure applied to your crop fields, and nitrogen credits from legumes. An NMP is a tool to measure and manage your crop acreage—remember it can only be managed if it is measured. An NMP can be developed by a certified crop advisor (CCA) or by a qualified farmer after completing a DATCP-approved training course. The benefit of taking NMP training is the farmer will improve his/her crop management skills. In addition, he/she understands how to implement an NMP, even if, in the future, he/she would hire a CCA to develop the NMP. *Richard Halopka, UWEX Crops & Soils Agent*

## **OSHA Reporting & Recordkeeping**

The US Department of Labor Occupational Safety and Health Administration (OSHA) has made changes to its Injury and Illness Reporting and Recordkeeping requirements in the past two years. These Reporting and Recordkeeping Requirements are federal requirements for agricultural operations with more than 10 employees.

Mary Bauer, Eau Claire Area OSHA Compliance Assistance Specialist, and Cheryl Skjolaas, Agricultural Safety and Health Specialist, University of Wisconsin – Madison/Extension, discussed these rules during their October webinar.

Whether you are new to OSHA Recordkeeping Requirements or want an update on the changes, this webinar is for you.

Topics covered include:

- Am I required to report an injury or illness

to OSHA? Understanding OSHA coverage related to Appropriations Act.

- What is a recordable injury or illness and what is first aid?
- Severe Accident and Fatality Reporting to OSHA (effective Jan. 1, 2015)
- Understanding OSHA Recordkeeping Requirements
- What are the different forms?
- Example farm injuries and illnesses and how you would record
- How long do I keep the files?
- New for 2017—Electronic reporting
- Informing employees of their rights and anti-retaliation policy (effective, Nov. 1, 2016)
- Incentive programs or drug testing—How they can deter employees from reporting injuries and illnesses and things to

consider

- Entering the OSHA log and incident information electronically and size of business requirements (starting Jan. 1, 2017)
- New penalty structure (effective, August 1, 2016)
- Review of Current Emphasis Programs including 2016-2017 Wisconsin Dairy LEP (Local Emphasis Program) continuation
- Publications
- Resources
- Questions and Answers

Visit the following website to access a recording of the webinar:

<http://fyi.uwex.edu/agsafety/2016/09/25/osa-recordkeeping/>

# Heart of the Farm

Women in Agriculture Conference



Clark/Lincoln/Marathon/Taylor Counties



**February 22, 2017**

Centennial Community Center  
412 E Centennial Avenue  
Stetsonville

9:30 a.m.—3:30 p.m.

**Avoiding Killer Gases** *Richard Halopka, UWEX Clark County.* Recent deaths involving manure pit gases serve to remind us about the deadly consequences when safety procedures are not followed. Richard’s discussion will focus on what you need to know to protect your family and employees.

**QPR Suicide Prevention Gatekeeper Program** *Michele Armburst, Taylor County Health Dept. and Lori Walsh, Taylor County Human Services.* Recognizing the warning signs of potential self-harm; how to question, persuade and then refer for help.

**Looking Forward to your Golden Years** *Joy Kirkpatrick, Outreach Specialist, Center for Dairy Profitability*

**Healthy Choices for Strong Women** *Nancy Vance and Peggy Nordgren, UWEX Clark and Taylor Counties.* Tips for adding strength training and good eating habits into your daily routine.

*Back To Bliss, Colby WI, will be offering 10-minute chair massages throughout the day to relax, enjoy peace and quiet your soul. Performed fully clothed, it offers a great respite service for people who don't have the time to delve fully into a full body oil massage service. Get a tremendous amount of benefits from this simple service.*



## Registration with payment due by February 17

**Registration Cost: \$10.00 per person**

Make checks payable to: “UW-Extension” and mail to: UWEX, 925 Donald St. Room 103, Medford, WI 54451

# of people registering \_\_\_\_\_ x \$10 each = \_\_\_\_\_ total remitted. Check # \_\_\_\_\_

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

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

City/ State: \_\_\_\_\_

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

County: \_\_\_\_\_

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

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

If you have any questions, please contact:

Sandy Stuttgen, UWEX Taylor County,  
sandy.stuttgen@ces.uwex.edu , 715.748-3327

or

Jenny Vanderlin, jmvander@wisc.edu,  
608.263.7795

<http://fyi.uwex.edu/heartofthefarm>

Please indicate dietary and/or accessibility needs:

**2017 Annual CAFO Update Meeting ...** how to stay compliant with your CAFO permit.

February 8, 11 a.m. to 3 p.m., Marshfield Ag Research Station, 2611 Yellowstone Dr.

\$35 in advance, meal included. For details and to register, contact Clark County UW Extension at 715-743 -5121.

# Wisconsin Dairy and Beef Well-Being Conference

March 3, 2017

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



<http://fyi.uwex.edu/animalhusbandryconference/>

*Make plans to attend this conference where you and your employees will receive documented training in animal handling, stock trailer safety, vaccination protocol development, and preparing your operation for the next FARM audit. The day begins at **Country Aire, F1312 Co Rd P, Stratford, WI 54484** and includes sessions taught at Stratford Equity Market.*

Cost for dairy or beef producer: \$45/person and includes lunch and all materials.

Pre-registration due with payment by February 20

Visit our website [fyi.uwex.edu/animalhusbandryconference](http://fyi.uwex.edu/animalhusbandryconference) for registration information or call UWEX Marathon County at 715-261-1230.

A separate Youth Track for area FFA students is being offered at a discounted price. Visit our website for current information.

Continuing Education Units available for veterinarians, veterinary technicians, humane officers, American Registry for Professional Animal Scientists (ARPAS), Beef & Dairy Beef Quality Assurance, and dairy farm employees. Additional fees may apply, visit our website for current pricing information.

## **AGENDA**

We kick off the day at 8:30 a.m. at Country Aire with **Greg Peterson** of the Peterson Brothers. Their brand of high energy agriculture advocacy will have you tapping your toes and singing along!

**Ron Gill**, Texas A & M AgriLife Extension, will lead low-stress livestock handling in regards to transporting dairy and beef cattle. UW-Extension's 3T: Truck, Trailer & Transport Considerations will also be taught by **Kory Stalsberg**, Dairy and Livestock Agriculture Agent for Grant and Lafayette Counties. These simultaneous sessions will be held at Equity. Dress appropriately as barns are not heated.

We'll head back to Country Aire for lunch and the afternoon sessions, which will conclude by 3:30 pm:

**Dr. Victor Cortese**, Zoetis Animal Health, will discuss current dairy and beef vaccination protocols which program the young calf to develop lifetime immunity. In 2013, Bovine Veterinarian Magazine selected Dr. Cortese as one of the twenty most influential cattle veterinarians in the United States.

**Emily Yeiser Stepp**, Director, FARM Animal Care Program, will discuss how the National Dairy FARM Program demonstrates dairy farmers commitment to best practices

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*This annual conference is made possible by generous sponsors. Visit our website for the current listing of this year's sponsors and for information about becoming a sponsor.*

## **Why worry about animal well-being?**

When we talk about animal well-being, we are referring to how well an animal is adapted to/coping with the environment in which it lives, both physically and emotionally (mentally). As all livestock producers understand, there are several reasons to be concerned about animal well-being. Poor animal well-being impacts on animal production and reproduction, can result in loss of market access, legislation requires livestock owners to care for the well-being of their animals, and livestock are capable of feeling pain and having a desire for a pleasurable life (they are sentient or have feelings). An increased awareness of animal well-being is increasingly encouraging consumers to seek animal well-being assurances for the animal products they buy. This in turn has encouraged retailers (such as Woolworths/Safeway) and fast food outlets (such as McDonald and KFC) to regulate and label how the meat and eggs that they purchase are produced. A failure to recognize the importance of animal well-being to consumers may result in the loss of market access or market share. It is important that all livestock producers investigate and implement animal well-being strategies on their farms to ensure market access and the sustainability of livestock production. - *Agriculture Victoria*

Heart of the Farm—Women in Agriculture Presents:

# Farming Your Finances

**March 29-30, 2017**  
9:30 a.m. - 3 p.m. both days

**Athens Fire Hall**  
301 State Hwy 97, Athens (Across from fair grounds)



HTTP://FYI.UWEX.EDU/HEARTOFTHEFARM

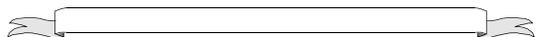
**Cost: \$35 per person includes all materials, lunch both days**

Designed for farm women who are interested in improving their farm financial management skills, part of the fabric of farm life, and the farm business. This series will be interactive with in-class exercises. Topics include: introduction to the financial management model, records and recordkeeping systems, types of financial statements, analysis and interpretation of financial statements, benchmarking of financial position and performance. Certification awarded.

Online registration available at <https://goo.gl/forms/QkpNILWqUgecey3j2> **Preregistration required by March 23**

You may also mail in your paid registration to UWEX Attn: Farm Management, 212 River Dr, Suite 3, Wausau, WI 54401

For more information, call 715-261-1230



## WI Ag Women's Summit

March 10-11, 2017

Madison Marriot West  
Middleton, WI

For more information, visit:  
FaceBook: #WAWS17  
WiAgWomensSummit.com



## Farm Financial Recordkeeping Using QuickBooks Beginner's Workshop

Tuesday, April 4, 2017

10 a.m. to 3 p.m.

Abbotsford City Hall, 203 E Birch St, Abbotsford  
(North end of N. 1st St., adjacent to the Library)

**Cost: \$20 per person**

*Space is limited to the first 20 paid registrants*

**Advance Registration Required with Payment by March 27**

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone number \_\_\_\_\_

Email \_\_\_\_\_

Make checks payable to "**UW-Extension**" and send to  
UWEX, Attn: QuickBooks, 212 River Dr. Suite # 3, Wausau, WI 54403  
For more information call UWEX Marathon: 715-261-1230  
Online registration at <https://goo.gl/forms/6zCumKkyCtOExJrf1>

Learn how QuickBooks is structured, and how to navigate the system to tailor your farm's recordkeeping needs. All materials and lunch provided during this session. You will leave with a flashdrive of your class work.

*Everyone interested in raising beef cattle  
is welcome to attend the*

## North Central WI Cattlemen's Association Winter Event & Annual Meeting January 14, 2017 Ice Age Pavilion, Rib Lake

For more information, visit  
[ncwcattlemen.com](http://ncwcattlemen.com)  
or contact Amanda at  
715-571-1294  
[andreshak32@live.com](mailto:andreshak32@live.com)

Don't hesitate to take this opportunity to  
network with area beef producers!

## Symposium '17

*For WI Custom Operators, Professional Nutrient Applicators, Midwest Forage  
Association members and all interested persons*

January 23-25, Chula Vista Resort, WI Dells

Online registration: [www.midwestforage.org/dellsmeeting.php](http://www.midwestforage.org/dellsmeeting.php)

Conference brochure available at the Taylor County UW-Extension office

# Preventive Services: What's Included in Your Health Plan?

Making financial decisions about health insurance can be difficult for people who are unable to understand what's included in their coverage plans.

Struggling to understand the details of an insurance plan is a common problem for many Americans, particularly for people new to having coverage. While the health insurance expansions established through the Affordable Care Act aim to improve access to care, reduce costs and lead to healthier outcomes, achieving these goals depends on consumers knowing how to use their coverage.

The Affordable Care Act established that all health insurance plans now come with free preventive services that include an

annual checkup and tests that depend on age and gender. For example, children can get hearing and vision tests at various ages, women can get an additional "Well Woman" checkup or mammograms after their 40th birthday, and all adults can get blood pressure screenings. Patients are not charged additional fees for these services.

All insurance plans also now include services such as drug and alcohol counseling, obesity testing and counseling, help to quit smoking, breastfeeding support, and birth control (excepting plans sponsored by exempt employers affiliated with religious organizations).

Patients should ask their insurance

companies which tests are included in their plans and which are right for them. For additional information, [healthcare.gov](http://healthcare.gov) provides details about preventive health services.

Covering Wisconsin is a federally designated navigator entity for the Affordable Care Act and provides a series of consumer fact sheets, including ones addressing basic care, the BadgerCare program, and the federal Health Insurance Marketplace.

For more information, visit <http://fyi.uwex.edu/news/> or

Contact Stephanie Severs, 608-261-1455, [ssevers@wisc.edu](mailto:ssevers@wisc.edu) or Nancy Crevier, 715-732-7510, [ncrevier@marinettecounty.com](mailto:ncrevier@marinettecounty.com)

## Dairy Scholarships Available

The Wisconsin State Fair Dairy Promotion Board is offering \$1,000 scholarships, for use during the 2017-18 school year, to third and fourth-year college students pursuing dairy-related or food science degrees at one of Wisconsin's four-year universities. Additional \$1,000 scholarships will be offered to high school seniors planning to pursue a dairy-related or food science degree at one of Wisconsin's four-year universities or students studying in a two-year, technical school program related to dairy or food science. Applicants will be evaluated on involvement and leadership in dairy-related activities, scholastic achievement, and career objectives. Finalists will be interviewed in mid-April, with the recipients to be recognized at the 2017 Wisconsin State Fair.

The application is available at <http://wistatefair.com/competitions/dairy-promo-board/>.

**Application deadline is Friday, March 24.** For more information, contact Katy Katzman at 262-903-6727 or [katzman@idcnet.com](mailto:katzman@idcnet.com).

## Beef Scholarships Available

The North Central WI Cattlemen's Association offers scholarships for youth and adults seeking educational opportunities regarding beef production. For more information visit <http://ncwcattlemen.com>

## Pork Scholarships Available

The Wisconsin Pork Association Youth Committee is offering Youth Pig Project scholarships designed to assist 4-H and FFA members in establishing swine projects that can lead to development of life skills and career opportunities in the Wisconsin pork industry.

4-H and FFA youth are eligible to apply for a \$50.00 scholarships. Scholarships will be awarded in three age divisions, as follows: Ages 9-12, 13-15, and 16-19 (as of January 1, 2017). At least ten \$50.00 scholarships will be awarded.

Interested youth may download the scholarship application form from the WPA website at [www.wppa.org/youth-pig-project](http://www.wppa.org/youth-pig-project) or call the WPA office at 800-822-7675 to have a copy mailed. Completed application forms must be submitted no later than February 1, 2017.

## Bee Keeping Network Meeting

Are you interested in raising bees?  
A local network of bee keepers invites those interested in bees to attend the next meeting on **January 18, 2017** at **6 p.m.**  
**Richard & Pam Weinzat's, W5531 Macky Spur Road, Ogema**  
*(1 mile north of Taylor/Price County line on Hwy 13,  
one mile west on Macky Spur Rd)*

## Bee Keeping Seminar

*Central WI-Marathon Co Bee Keepers Association*

**March 19**

**Northcentral Technical College, Wausau**

for details visit [www.marathoncountybeeassociation.com](http://www.marathoncountybeeassociation.com)

## Learning Store Resources

Free download at [learningstore.uwex.edu](http://learningstore.uwex.edu)

### Item # A3907-02: Greenhouse Unit Heaters: Types, Placement, and Efficiency

The air temperature of a greenhouse is critical for plant growth and disease control, and the type of heater used to heat the air can have a significant impact on energy usage and cost. This publication explores the differences among unvented, gravity-vented, power-vented, separated-combustion, and high-efficiency unit heaters, and explains how heated air distribution can affect energy consumption (6 pages).

**Item # GWQ036: Conducting a Successful Timber Sale** Free to Wisconsin residents and Wisconsin non-profit organizations.

**Item # A3727: Plants Not Favored by Deer** If deer visit your property, you've likely already experienced the frustration of having landscape plants destroyed overnight. Before planting (or replanting), check out this list of trees, shrubs, flowers, herbs, and grasses that deer tend to avoid.

**Item # A3902: Extending Grazing and Reducing Stored Feed Needs** Extending the grazing season and reducing the need for stored feed is highly desirable. Though the best techniques to accomplish this vary with geographic region, type of farming operation, and other factors, this publication outlines strategies that can be used in some or many areas to extend grazing and reduce stored feed needs, thus increasing profit (18 pages).

### Item # GWQ033: Greener Pastures: Is Grazing Right for Your Operation?

Farmers using managed grazing often describe it in terms such as "less stressful" or "family friendly." Practical benefits come along with the lifestyle improvements. Find out more about managed grazing and whether it is right for your farm operations (7 pages).

**Item # A3662: Managing and Feeding Holstein Steers: Birth to 350 Lbs.** In spite of management challenges, many dairy and beef producers have chosen to raise dairy beef as a secondary enterprise (6 pages).

**Item # G3693: Managing Wisconsin Fish Ponds** This booklet provides up-to-date, reliable information for those interested in building or managing existing fish ponds. Processes and principles are explained and offered as examples from which to choose based on your specific situation (80 pages).

## Midwest Manure Summit

February 22—23

Radisson Hotel & Conference Center, Green Bay

For more information & to register visit

[www.midwestmanure.org](http://www.midwestmanure.org)

Conference brochures available at the Taylor County UW-Extension office

## MOSES Organic Farming Conference

February 23—25

La Crosse, WI

MOSES Organic University Pre-conference Courses - February 23

Early bird registration ends January 17

Register online at [mosesorganic.org/conference](http://mosesorganic.org/conference)

Registration packet available at the Taylor County UWEX office

## Soil Health Day & Agronomy Day

February 24, 10 a.m.—3 p.m.

Abbotsford City Hall, 203 N 1st St

Cost \$5: includes lunch and CEU credit for crop advisors

Preregistration required by Feb. 20

Call Clark County UW-Extension 715-742-5121

### Speakers & topics:

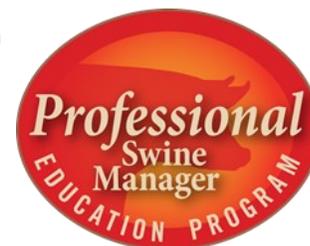
Francisco Arriaga: *Managing WI Soils for Improved Health and Productivity*

Dan Marzu: *Central WI Cover crops Review*

Jason Cavadini: *Marshfield Ag Research Soil Temperature data No-till vs Conventional Till*

Richard Halopka: *2016 Central WI Ag Review Q/A Session*

The Pork Checkoff's Professional Swine Manager program is now available online. The course, which qualifies as credit toward an associate's degree, covers all aspects of swine production and management-level responsibilities. Distance education courses are combined with hands-on learning provided by on-farm experiences. For details on registering, go to: [pork.org/professionalswinemanager](http://pork.org/professionalswinemanager)



**VOMITOXIN TESTING:** For fast, reliable, unbiased, third-party Vomitoxin (DON-produced by Head scab and other *Fusarium* diseases) results, send your wheat, rye, triticale, alfalfa, barley, corn, oats, and soybean samples to Wisconsin Crop Improvement Association laboratory in Madison. For more information contact 800-892-1341 or email [wcia@mailplus.wisc.edu](mailto:wcia@mailplus.wisc.edu)

North Central Wisconsin Cattlemen's Association Seed Stock sale begins at 10 a.m.!

## Beef Preview Show

Showmanship, Steer & Open Heifer Shows

Held in conjunction with the 9th Annual Beef Round-Up

Saturday, May 13, 2017, Brecke Rodeo Arena

W7939 Hwy. 64, Medford, WI 54451

**\$200 Grand Champion Steer & Heifer Awards**

**\$100 Reserve Grand Champion Steer & Heifer Awards**

**Jackpot Showmanship/additional prizes throughout the day**

Pre-registration preferred by April 30, 2017

\$20/first animal, \$10/additional animal, per exhibitor due by April 30, 2017

\$30/first animal, \$10/additional animal, per exhibitor after April 30, walk-ins allowed

Additional \$5.00/exhibitor to enter Jackpot Showmanship

NCWCA Roundup & Preview Show information available at

<http://ncwcattlemen.com> or contact the Taylor County UW-Extension Office, 715-748-3327 ext. 1

### Taylor County MAQA

Friday, January 20

12:30 p.m. – 3:00 p.m.

Medford Area Elementary School

1065 W. Broadway Ave, Medford

*Enter front door-cafeteria is right off of the entryway*

\* Bring your *MASS Rule & Regulations* booklet with you to obtain signature showing that you participated in a required MAQA training.

- Parents are encouraged to attend and participate!
- No other hands-on MAQA training will be offered in Taylor County in 2017
- To find other training dates and locations, visit: [fyi.uwex.edu/youthlivestock/maqa/maqa-meetings](http://fyi.uwex.edu/youthlivestock/maqa/maqa-meetings)

### Resources for WI Farms

#### WI Farm Center

<https://datcp.wi.gov> Keyword search: Resource Guide for the WI Farmer's Resource Guide. Or call 1-800-942-2474 to visit with the knowledgeable staff who provide everything from financial consultation, stress management and animal health.

#### Agriculture & Natural Resources Extension

<http://anre.uwex.edu> Resources and links at your fingertips

#### Farmer to Farmer Buying and selling corn and forage

<http://farmertofarmer.uwex.edu>

#### UWEX Dairy Resources

<http://fyi.uwex.edu/dairy>

<http://milkquality.wisc.edu>

#### UWEX Livestock Resources

<http://fyi.uwex.edu/wbic> (beef)

<http://fyi.uwex.edu/horse>

<http://fyi.uwex.edu/poultry>

<http://fyi.uwex.edu/wisheepandgoat>

<http://fyi.uwex.edu/smallfarms>

<http://fyi.uwex.edu/grazres>

<http://fyi.uwex.edu/swineextension>

<http://fyi.uwex.edu/youthlivestock>

# Farm Land Leasing Arrangements

Designed by UW-Extension Agents Bill Halfman and Carl Duley, the following is an example of a cash rental agreement. It should be viewed as a guideline to follow, not as an absolute way a lease should be written. Landowners and renters should discuss the provisions they want to have in their lease and feel free to adapt this example lease to meet their situation.

## CONTRACTING PARTIES AND DATE:

This lease begins on \_\_\_\_\_, 20\_\_\_\_ and ends on \_\_\_\_\_, 20\_\_\_\_\_.

Landlord(s) - \_\_\_\_\_ Renter(s) – \_\_\_\_\_

Address - \_\_\_\_\_ Address – \_\_\_\_\_

## PROPERTY DESCRIPTION:

The landlord hereby leases to the renter the following described property:

\_\_\_\_\_ consisting of approximately \_\_\_\_\_ tillable acres situated in \_\_\_\_\_ County.

A map of the property is attached to this lease identifying the rented land represented in this agreement.

## GENERAL TERMS OF THE LEASE:

Uses: This rental agreement is solely for growing agricultural crops.

Time Period: This agreement will be in effect from \_\_\_\_\_ to \_\_\_\_\_ (and/or) this many years/growing seasons \_\_\_\_\_.

Subleasing: The landlord does not convey to the renter the right to sublease any part of the described property.

Review of Lease: May be done at any time with written agreement and signed consent of both the landlord and the renter.

Partnership: Not intended or implied by this agreement (this is a cash lease only).

Right of Entry: The landlord reserves the right to enter the property at any reasonable time.

Buildings: This lease does not include the use of any buildings on the property.

## LAND USE:

The renter agrees to follow a farm conservation plan, approved by NRCS and/or the County Land Conservation Department.

The renter cannot make physical changes to the property without written consent of the owner, as required by Wis. Stat. § 704.05(3).

The renter must maintain existing conservation practices. (Example: grass waterways)

The renter is responsible for maintaining soil pH and fertility.

Governmental payments will follow USDA Farm Service Agency and NRCS rules.

## PAYMENTS AND DUE DATES:

The annual cash rent for the above described property paid by the renter to the landlord will be

\_\_\_\_\_ tillable acres @ \$ \_\_\_\_\_ per acre = \$ \_\_\_\_\_

\_\_\_\_\_ pasture acres @ \$ \_\_\_\_\_ per acre = \$ \_\_\_\_\_

\_\_\_\_\_ other acres @ \$ \_\_\_\_\_ per acre = \$ \_\_\_\_\_

Total \$ \_\_\_\_\_

Payments will be made directly to the landlord as follows:

\$ \_\_\_\_\_ paid by \_\_\_\_\_

\$ \_\_\_\_\_ paid by \_\_\_\_\_

## TERMINATION/AMENDMENT OF AGREEMENT:

This lease terminates on the ending date stated in paragraph 1 without any notice from either party.

The Landlord shall have the absolute right to terminate this lease by written notice in the event the Renter shall violate Section 2, 3, 4 or 5 of this agreement or if the Landlord sells this property, by giving the tenant written notice by September 1 that the lease would end at the completion of the current crop year, or current calendar year, whichever comes first. In the event the above occurs, the Renter would be allowed until the end of the current calendar year to complete the harvest of crops grown during the current year. In the event that the property is vacated by the Renter, mid-calendar year or crop year, the landowner, shall have exclusive right to occupy the property and take control of any crops remaining and profit thereof.

Either party may request a meeting to review and possibly amend the lease for the following years in the current contract by sending written notice to the other party by August 1st. Both parties must agree to any amendments. The lease will continue beyond the ending date stated in paragraph 1 only by mutual agreement.

## SIGNATURES:

Landlord(s): \_\_\_\_\_ Renter(s): \_\_\_\_\_

(Date) \_\_\_\_\_ (Date) \_\_\_\_\_



Clark, Taylor, & Marathon County UW-Extension present

# Heifers:

## The Next Generation

### Biosecurity for New Disease Threats

Sandy Stuttgen, DVM, UW-Extension Taylor County

### What Sanitation Audits Tell Us

Heather Schlessler, PhD, UW-Extension Marathon County

### Heifer Raising Research Updates

Matt Akins, UW-Madison Assistant Scientist and Extension Dairy Specialist, Marshfield Ag Research Station

### Farm Tour: Tips for Using Robotic Calf Feeding

Bring warm weather gear and washable boots as we will conclude the afternoon with a tour of Dukestead Acres' group feeding calf barn.

**March 17, 2017**

**9:30 a.m. – 3 p.m.**

**Abbotsford City Hall**

203 E. Birch St, Abbotsford  
*(north end of 1st St, adjacent to the library)*

Cost: \$15 per person or \$25 for two from same farm/company. Lunch is included.

**Registration with payment required by March 9**

*We reserve the right to cancel this workshop due to insufficient enrollment, refunding those who have registered.*

Heifers the Next Generation Registration Form *For questions/concerns, call 715-748-3327 x 9*

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

Address \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Payment calculator: \$15 (1 or 3+) x \_\_\_\_\_ attendees = \$ \_\_\_\_\_ due

\$25 (2 attendees same farm/company) = \$ 25.00 due

Make checks payable to 'Taylor County UW-Extension' and mail to:

Taylor County UW-Extension, 925 Donald St, Room 103, Medford, WI 54451

"Every farm is a school, a laboratory, a court, where problems arise which demand study, understanding and good judgment in deciding. It is a small, cheap man who thinks he is big enough to fully comprehend those problems without the aid of other men's knowledge."

~ W. D. Hoard founder *Hoard's Dairyman*

# Moldy Hay Challenges

*Sandy Stuttgen UW-Extension Taylor County & Ken Williams, UW-Extension Waushara County*

We received rain on a pretty regular basis during 2016. As a result many farmers found themselves with an abundance of hay. While the regular rainfall was great for increasing plant growth, it made it challenging to get the hay dry and baled at the correct time. As a result, a lot of hay was baled at too high a moisture level which led to the development of mold (fungal growth) in the bales after they were baled. Additionally, many fields were rained on after the hay was cut while it was lying in the field. This led to the development of mold on the hay before it was baled.

Due to the increased rainfall, hay that is stored uncovered and on the ground will become moldy before it is fed. Mold makes hay less palatable, which results in lower intake or animals refusing to eat the hay. This results in reduced performance such as a lower rate of gain or lower milk production. Many other problems from mold occur because of mycotoxins produced by certain fungi.

## What are the risks of feeding moldy hay to livestock?

Horses are impacted the most by moldy hay and can develop respiratory and digestive problems like colic or heaves. Hay containing even small amounts of mold can inflame a horse's respiratory tract and impair its breathing ability. Horses may develop permanent lung damage (often called 'heaves') after consuming moldy or dusty hay which impairs their ability to breathe normally during exercise. In severe cases, heaves impairs the horse's ability to breathe normally even at rest.

Cattle aren't as sensitive to moldy hay, but certain molds can result in mycotic abortions (aspergillosis, for example). Dairy producers can experience huge economic losses from milk contamination; bulk tanks have become violative for

penicillin residues because the cows were exposed to penicillium molds in their feed.

When hay is baled or stacked at moisture levels above 18%, it can create a favorable environment for mold growth. As molds thrive in moist hay, they generate a lot of heat, which under the right conditions may caramelize different essential dairy nutrients together. As a result, it creates a sweet-smelling caramel-colored hay that is consumed by dairy cows with exceptional vigor, but is not particularly safe or nutritious. A recent feed analysis of a heated hay pile found the total digestible nutrients (TDN) value at 32% dry matter basis. TDN is a measure of feed energy. Normally this hay would have been 52% TDN. Heating resulted in a 40% loss of energy available for the cow.

Beef cattle frequently consume large hay bales with mold present and rarely have any problems. However, abnormally moldy hay can lead to decreased intake, resulting in reduced performance such as a lower rate of gain. Sheep and goats will normally avoid moldy hay if at all possible; animals will pick around moldy hay, or not eat it at all. Mycotic abortions and other health effects due to mycotoxins can occur in beef and small ruminants, so it's best to identify the mold using laboratory analysis.

## Test feeds

Laboratory analysis of the hay (or other feeds) is required to identify the species of mold and concentration present. Contact your nutritionist or county Extension agent to identify the appropriate lab for your submission.

## Moldy hay also puts farmers at risk.

Mold spores can cause "farmer's lung," which results in the fungus growing in the lung tissue if it has been inhaled. The National Farm Medicine Center of Marshfield Clinic, (from their factsheet 'Dusts & Molds') defines farmer's lung disease as a type of hypersensitivity pneumonitis caused by an allergic reaction to molds found in spoiled grain or forage

products. Symptoms include chills, fever, cough, chest congestion, fatigue, and shortness of breath. These symptoms can appear from four to twelve hours after exposure and can last from one to seven days. Since the sufferer has a sensitivity to the molds, each subsequent exposure becomes more severe and lasts longer. Over time, affected persons can also develop weight loss.

Organic dust toxic syndrome (ODTS) is a condition caused by a reaction to inhaling a large "dose" of molds from spoiling grain and forage products. Symptoms include cough, fever, chills, body aches, and fatigue. These symptoms appear from four to twelve hours after exposure to high levels of organic dusts and molds and can last for one to seven days.

Both farmer's lung and ODTS produce almost identical symptoms. Blood tests and chest x-rays are required to diagnose them correctly. Farmer's lung disease develops because of an allergic response, and only those susceptible will react (5 – 8% of those exposed). ODTS can happen to anyone exposed to high levels of organic dust. Many times people with ODTS mistake it for the flu. Farmer's lung disease, and perhaps repeated episodes of ODTS, can cause lung tissue damage.

Dusts and molds are almost impossible to avoid if you work in agriculture. But you can limit your exposure by preventing dusts and molds from forming, and preventing them from becoming airborne, e.g. adding oils to feeds, wetting down bedding before chopping or spreading, and wetting grain storage areas prior to clean out.

It is also extremely important to prevent inhalation. **Use an appropriate personal respirator such as a National Institute for Occupational Safety and Health (NIOSH) approved 2-strap N-95 respirator** rather than a 1-strap nuisance dusk mask as a barrier between the particles and your lungs.

## Beef Up Credit Lines

Jim Dickrell December 15, 2016

<http://www.dairyherd.com/magazine/beef-credit-lines>

Volatile milk and feed markets create uncertainty and periods, sometimes months on end, when there's not enough cash in the check book to cover bills. That's why lenders recommend farmers have \$400 per cow or more of "working capital"—defined as cash, feed and other inventory to tide you through tight times.

But sitting on that much working capital, particularly if it's cash, offers little in the way of return when it's not being used,

says Greg Bethard, Chief Financial Officer for Pagel Family Businesses in Kewaunee, Wis. The operation includes two large dairies, a calf raising operation, a small cheese plant and a restaurant in Green Bay, Wis.

Rather than sitting on piles of unused cash, Bethard prefers working with a line of credit that is readily available to make up any shortfalls in cash flow. "Your line of credit should be big enough to cover at least one bad year," he says. "Ideally, it would be \$6/cwt or \$200,000 for every 100 cows. Minimally, it should be \$3/cwt

or \$100,000 for every 100 cows," he says. "When times are good, you then pay your line of credit down so that you have credit available when times are again bad."

In fact, if there is any excess cash in accounts at the end of each month, Bethard wants those accounts scraped and used to pay back any credit lines. That extra cash is not earning much interest anyway, and it might as well be used to pay back credit lines that are charging interest.

*Note: This story appears in the December issue of Dairy Herd Management.*

## What is Basis?

Richard Halopka, CCA

Clark County UW-Extension Crops & Soils Agent

Commodity market report prices are quoted from the Chicago Board of Trade (CBOT). Then a comment will be mentioned about 'local basis'—so what is basis? **In the simplest terms, basis is the difference in a current or future price at the local market compared to the CBOT.** I will use corn as the commodity of choice for this discussion.

Current December 2016 cash corn at the CBOT is \$3.48/bu; a local December 2016 cash market price is \$2.73, which results in a negative \$0.75 basis (local cash – CBOT = Basis) or  $\$2.73 - \$3.48 = (\$0.75)$

A CBOT futures contract for December 2017 corn is quoted at \$3.79/bu, while the local cash December 2017 contract in Clark County is \$3.22/bu, the basis is a negative \$0.57.

What is this basis information telling the corn farmer? The negative basis indicates your local market doesn't have a demand

for corn currently, but demand for corn will increase moving forward into 2017.

CBOT set prices for commodities, but commodity is not delivered to Chicago; it is delivered to a local or regional market.

Basis is a tool that is used to capture the cost of storage/handling, distance and time for that commodity, which the local market will use to adjust the CBOT price. Generally, the further you look into the future the price (for a bushel of corn) will increase to reflect cost of storage/handling.

Occasionally there may be a positive local basis. A positive local basis occurs when there is more demand for corn in the local market compared to the Chicago market.

From our example we would say the basis has strengthened into 2017, as the current basis is \$0.75 while the December basis is \$0.57. The market is anticipating an increase in demand by December 2017.

Understand that in December 2016, we have no idea what will happen during the 2017 growing season, so the market is

observing stocks, potential exports, and estimated 2017 corn acres to be planted. If the basis prices would be the opposite (CBOT \$0.57, local \$0.75) as in the above example, basis would be weakening.

Basis can be confusing as the price reported really doesn't reflect what is paid locally. Recommendations for selling your commodities hinge upon developing a marketing plan, by developing marketing skills or connecting with a marketing business for aid in making commodity buying and selling decisions. They will provide additional tools to capture potential market for your commodities, and may be as close by as asking your local marketers for some help.

In a nutshell, basis is the price difference between the local price and a CBOT price during a set time period. The main influence on basis is local supply and demand and transportation distance to a market plus time. Basis may generally be negative, but it could be positive depending on local supply and demand.

2017 Wisconsin Farm Technology Days

Ebert Enterprises, Algoma, WI

July 11, 12, 13, 2017

[www.wifarmtechnologydays.com](http://www.wifarmtechnologydays.com)



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**Is your address label correct?**

If you are moving or are receiving a newsletter with the incorrect name on it, please call Cathy at 715-748-3327 ext. 9, or email [cathy.mauer@ces.uwex.edu](mailto:cathy.mauer@ces.uwex.edu).

### CALENDAR OF EVENTS

Tune into K99 Radio for any weather related cancelations of any programs sponsored by Taylor County UW-Extension. When in doubt, call ahead to 715-748-3327 ext. 1 or 9.

The current calendar of all events sponsored by Taylor County UW-Extension is available at oUr website: [taylor.uwex.edu](http://taylor.uwex.edu)

*Ag related events hosted by UWEX Taylor County and discussed in this newsletter include:*

- Jan 6-20 Nutrient Management Classes, p. 5
- Jan 20 Taylor County MAQA, p. 11
- Jan 26 Estate Planning webinar, p. 1
- Feb 14 Taylor County Pesticide Applicator Training & Exam, p. 3
- Feb 22 Heart of the Farm Conference, p. 6
- Feb 23 Long Term Care: Planning for Future Needs webinar, p. 1
- Feb 24 Soil Health & Agronomy Day, p. 10
- Mar 3 WI Dairy & Beef Well Being Conference, p. 7
- Mar 17 Heifer Workshop, p. 13
- Mar 23 Medicaid Eligibility & Recovery webinar, p. 1
- Mar 29-30 Farming Your Finances, p. 8
- Apr 4 Beginning QuickBooks, p. 8
- May 2 NCWCA Bull Soundness Evaluation, visit [ncwcattlemen.com](http://ncwcattlemen.com) for more information
- May 13 NCWCA Round-up & Beef Preview Show, p. 11

Heartland Co-operative Services  
Winter Beef Management Meeting

February 21 two locations/times:

- Randell's, Abbotsford: mid-day meeting with lunch
- Willow Springs Garden, Wausau, evening meeting starting with dinner

More details at [ncwcattlemen.com](http://ncwcattlemen.com) or call UW-Extension office 715-748-3327 ext 1

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