

AGRICULTURE RESOURCE NEWSLETTER

Greg Blonde, UW-Extension Agriculture Agent...715-258-6230 (ext 2) or greg.blonde@ces.uwex.edu

How Will the New Federal Income Tax Law Impact Your Farm?

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“Gratitude is not only the greatest of all virtues, but the parent of all others”
- Cicero -



Hard to believe it’s already been one year since the President signed the new federal Tax Cuts and Jobs Act (December 22, 2017) into law. Remember, it was promoted as a way to lower federal income tax and simplify the tax code. And while that may be true for some, it’s certainly not true for everyone. Here’s few key changes farmers should be aware of heading into tax season:

The **personal exemption deduction** was eliminated for 2018. In 2017, this amounted to \$4,050 per dependent. To help compensate for eliminating the personal deduction the standard deduction was raised to \$24,000 for those married filing jointly. A tax payer will now have to exceed \$24,000 in order to itemize deductions on Schedule A. Many farmers will not be able to exceed \$24,000 and will use the standard deduction of \$24,000. Farmers using the standard deduction may want to consider gifting commodities to charities rather than giving money. In addition, you are limited to using a maximum of \$10,000 of state income taxes paid as an itemized deduction. **Section 179 expense election** is also now permanent at \$1 million for federal tax purposes.

Bonus depreciation is 100% through 2022 and now applies to both new and used assets. The class life for machinery has changed. New machinery now has a class life of five years, but used machinery stays at seven years. There is also an option to select 200% double declining balance as the method of depreciation or use 150% double declining balance, as it was in previous years.

Like-kind exchange rules now only apply to real property transactions, such as farmland, and no longer can be applied to farm machinery. If a farmer trades tractors and the purchase price of the new tractor is \$200,000 and the amount allowed for the trade-in is \$100,000, the farmer has to treat the trade-in as a sale and realizes \$100,000 of taxable gain. Assuming the old tractor was fully depreciated, the gain will be treated as ordinary gain, not subject to self-employment tax. The farmer will depreciate the full purchase price of \$200,000 on the new tractor.

199a deductions. This is one of the more complex parts of the new tax law . In general, a farmer (excluding C-corporations) will get to reduce their Schedule F income by 20 percent and only pay income tax on 80 percent of their farm income.

Keep in mind these are just a few simple examples of historic changes to a still very complicated tax code. So don’t wait, contact your tax preparer and consider a planning meeting before the end of this year to find out what you can or should do in advance of filing your 2018 tax return.



Upcoming Events:
December 5
Soil, Water, NM Update
Main Event, Cecil
Dec 12 or Jan 19
BQA Training
Otagamie Co UWEX Office
January 9
UW Agronomy Update
Liberty Hall, Kimberly
January 8, 15, 22
Cow College, Clintonville
Feb 4
CAFO Update
Crystal Falls, New London
February 14
Waupaca Co Forage Council
Annual Winter Meeting
Bear Lake Resort
February 28
Pesticide Applicator Training
Courthouse, Waupaca

Stay Connected with Local & Statewide Extension Resources



Stay current with the latest UW Extension dairy updates through the UW Extension Dairy Team website (<http://fyi.uwex.edu/dairy/>). Sign up for automatic email notices when new posting occur on topics related to:

- Ag Safety & Health
- Dairy Replacements
- Financial Management
- Feeding & Nutrition
- Reproduction/Genetics
- Animal Health & Wellbeing
- Facilities & Modernization
- Milk Quality & Milking Systems
- Human Resource Management
- Youth / Apps & More

Also, stay connected with timely updates from the Waupaca County UW-Extension Office through Facebook and Twitter postings at:

Facebook: [facebook.com/WaupacaCountyUWEX](https://www.facebook.com/WaupacaCountyUWEX)

Twitter: [@uwexwaupacaco](https://twitter.com/uwexwaupacaco)

For more on these or other web based UW-Extension resources, including updating your contact information to continue receiving this newsletter, call Dana Nelson at 715-258-6231 or by email at dana.nelson@ces.uwex.edu.

UW Discovery Farms

7th Annual Statewide Conference

December 12, 2018

9:00 AM - 3:45 PM


Glacier Canyon Conference Center, WI Dells, WI

- What is the payoff on water quality goals?
Dr. Matt Helmers, Iowa State University
- Cover crops and nitrogen management impacts on cash crop yield and water quality
Dr. Shalamar D. Armstrong, Purdue University
- Plant green, harvest green, spread green panel discussion
Amber Radatz, Discovery Farms
- Wisconsin’s-own nitrogen use efficiency study
Abigail Augarten, Discovery Farms
- The Value of Tillage: How it affects other field practices?
Dr. Francisco Arriaga, UW-Madison

4.5 CEU’s of Soil & Water Management available. Pre-registration required. Registration is \$60 and includes materials and noon meal. For more information visit www.uwdiscoveryfarms.org or call 715-983-5668.

The theme of this years 7th annual UW Discovery Farm Statewide Conference is *Using Science to Intersect Production and Water Quality Goals*. UW Discovery Farms understands there are challenges intertwining conservation into field operations while maintaining economic goals, especially in depressed market time periods. This year’s conference will provide the solutions and tools needed to strategize back in the field.

UW Discovery Farms provides Wisconsin farmers with credible water quality information straight from privately-owned farms, and is excited to bring together a lineup of innovators and experts to this year’s event. Presentations will focus on Midwestern research with speakers from Indiana, Iowa and Wisconsin. Attendees will hear the latest data on cover crops, nitrogen and phosphorus management, and water quality.



Upcoming Extension

Crop Management Programs

Soil, Water & Nutrient Mgmt Update Mtg

December 5th - Main Event, Cecil (10 AM to 3 PM)

- Cover crops and nutrient management
- Can soil health tests be used to adjust fertilizer recommendations?
- Evaluating fall manure BMPs
- Sampling soils and plants in Wisconsin
- Are gypsum and calcium sulfite worth using?
- Dealing with soil compaction after a wet fall
- Wisconsin nutrient management update

Cost is \$45/person . CEU credits available. Register at least one week in advance by contacting the Shawano Co UWEX Office at 715-526-6136 or emailing Kimberly Kassube (kimberly.kassube@ces.uwex.edu).

Annual UW Agronomy Update Mtg

January 9th - 7:30 AM Liberty Hall, Kimberly

- High input systems for corn: Maximum yield versus Economic optimum yield
- How many corn hybrids should you grow on your farm?
- Corn response to Super - U
- Revisiting the relationship between soybean development and management!
- New Corn & Soybean Herbicides for 2018
- Cover Crops to Manage Weeds? Lessons Learned

Cost is \$45/person (includes breakfast). CEU credits (3.0) available. Register at least one week in advance to avoid late fees by contacting Outagamie County UW-Extension (920-832-5119 or email Kevin Jarek (kevin.jarek@ces.uwex.edu)).

Private Pesticide Applciator Training

Feb 28 (Tues) 9 AM Courthouse LL42

Cost \$30 per person. Those who need to re-certify or would like to become certified private pesticide applicators for field or vegetable crops can register by visiting the Waupaca County UWEX office at the courthouse in Waupaca. For an additional \$5 (\$35 total), the training manual can be mailed. Call (715-258-6231) or email Greg Blonde (greg.blonde@ces.uwex.edu) for more information.

PEST MANAGEMENT

Use integrated pest management (IPM) tools and scouting to make educated decisions about cost effective management strategies for insects and diseases.

- For insects, use growing degree days to predict presence and best timing of controls.

Base insecticide or fungicide applications on timely field scouting. Informed spray decisions save money. Rely on established, research-based economic thresholds to verify if treatment is needed. Do not adjust economic thresholds because insecticides or commodity prices have changed. This can result in more significant problems. Spraying at sub-economic soybean aphid populations will increase the potential for soybean aphid population resurgence and/or an increase in two-spotted spidermite damage.

- For fungicides, base decisions on known diseases previously observed in a field.

For applications in Wisconsin corn, data suggests that the best response occurs when the application is made near or immediately after tasseling. Scout prior to the tasseling (VT growth stage) and base decision to spray fungicide on the past field history, the foliar disease resistance rating of the hybrid, planting date and the amount of disease observed on lower leaves. If northern corn leaf blight severity (area of the lower leaves covered by disease lesions) is greater than 10% on 50% or more of the plants, fungicide could be effective in controlling foliar disease and a positive yield response observed. Spraying when no northern corn leaf blight is observed results in less than a 20% chance of recovering the cost of the fungicide and application. For some diseases like common rust, severity will rarely reach a point to cause yield loss in Wisconsin.

For soybean, white mold is the major disease of concern in Wisconsin. Know the field history and perform any fungicide applications in at-risk fields during the early reproductive (R1-R3) growth stages. The weather (before and during R1-R3) will influence this decision. If weather has been wet (above average) and average temperatures mild (less than 80° F) then conditions will be conducive for white mold development. If weather has been dry and average temperatures above 80° F, spraying for white mold may not be needed. If weather is conducive, and you use the right product at the right time, return on investment will typically be positive in situations where white mold is a problem. For other diseases of soybean in Wisconsin, the odds of positive return when foliar fungicide is used will be less than 50%.

Manage known weed resistance issues on your farm.

- Preventing herbicide-resistant weeds is much less expensive than trying to control them!
- Use multiple modes of action (MoA) to reduce the risk of herbicide resistance and manage weed populations that have developed resistance.
- Knowing the field history and the predominant weed population in a field will help you plan your weed management program.
- Always use pre-emergence herbicide as part of your weed management plan.
- Select post-emergence herbicides based on weed population. Scout the field prior to the post-emergence herbicide application AND two weeks after. Evaluate the size of weeds you want to target and ensure that the product you plan to use can control that weed at that stage. After two weeks, evaluate the control and to determine if any spots were missed. A second residual herbicide application may be justified based on field history.
- Apply herbicides at the full labelled rate. Half rates may save money but may not be as effective at controlling certain weed species!
- Use generic herbicides when available and adjuvants only if the label calls for it. Read the label carefully to adjust the rates according to the formulation.
- Crop rotation helps manage weeds, as it allows for many options for weed control rather than just a few.

appointments with the College of Agricultural and Life Sciences, University of Wisconsin—Madison and University of Wisconsin-Extension, Cooperative Extension. M.S. Broeske is senior editor and D. H. Smith is southwest regional specialist, nutrient and pest management program, the College of Agricultural and Life Sciences, University of Wisconsin—Madison. Cooperative Extension publications are subject to peer review.

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Grain Management Considerations in Low-Margin Years (A4137)

I-01-2017

ECONOMIC

Develop a marketing plan based on your costs and willingness to bear risk.

- **There is no right or wrong plan**, just having a plan (preferably written with dates and goals) is beneficial.
- **Estimate your production**, know your costs (direct and opportunity), and how crop insurance affects your marketing plan. This will help you project cash flow and estimate your farm income.
- **Use on-line grain marketing resources**, use the search phrase "develop a grain marketing plan."

Also, contact your UW-Extension agent and other ag professionals, they may have suggestions for resources. Two examples are the UW Center for Dairy Profitability and University of Minnesota's Center for Farm Financial Management, websites listed below.

<http://cdp.wisc.edu/agGrains/powerpoints/10-mktgplan.PPT>
<http://www.cffm.umn.edu/grainmarketing/marketingplans.aspx>

Know your own cost of production based on your input prices and rates, machinery operations, land rents and custom services.

- **Calculate your costs for purchased inputs**, each input price multiplied by how much you have bought or plan to buy.
Machinery costs are more difficult and have to be estimated. You can use custom rates as a starting point. Farmer costs tend to be higher than custom rates, especially if you run your machinery over fewer acres, since the fixed costs of owning the equipment are spread over fewer acres. Iowa State University Extension has a detailed process for those interested in an estimate for the specifics of their equipment and operation; search "estimating farm machinery costs." Many UW-Extension county agents have budget templates in spreadsheet, as do many lenders. Pencil and paper work just fine.
- **Develop marketing plan and cash flow analysis.**
You may want to split costs into direct costs that have to be paid (such as loan payments and rent payments) and opportunity costs (such as their time, depreciation and returns to owned land). Develop a marketing plan using forward contracts and/or futures contract and crop insurance to be able to make required payments for direct costs. Earning a fair return to your time and land may not always be possible under current markets and farm equity or outside income may be needed for family living expenses.

Use the technology you already have.

- **Avoid steep learning curves.** When profit margins are low, it's obvious that not spending money makes sense. Your time is also expensive; new technologies usually have a fairly steep learning curve and take time (and lots of mistakes) before you get proficient.
- **Utilize technology that you don't have to own.** Check with your local cooperative for variable rate application equipment. If so, hiring them to make variable rate applications (VRA) may increase profitability given the right conditions. First, field variability should be mapped by collecting soil samples on a 1- to 2-acre grid basis. Second, at least 25% of a field should have a P, K, or lime recommendation that is different than the field average.
- **Use section control on sprayers.** Implementing section control allows the sprayer to turn off sections when they pass over an area that has already been sprayed. This reduces over-application, which reduces chemical usage and also reduces the risk of damage to plants. An added benefit of using section control is that environmentally sensitive areas within the field, such as grassed waterways and buffer strips, can be excluded from receiving the chemical application, thereby reducing runoff potential.
- **Automatic guidance systems can reduce costs in a number of ways.** Accurate pass-to-pass guidance reduces overlap and skips when spraying, maintains proper row spacing when planting, and minimizes the number of passes required to cover the field translating into fuel savings. Another added benefit is reduced operator fatigue, allowing the operator to stay in the machine longer and perform the operation at the optimal time. Also, the operator can focus attention on the implement to ensure that it is functioning properly. Having the ability to detect a clogged seeding tube or nozzle before misapplication has occurred over several acres saves time and money needed to correct the problem and/or reduction in yield in the fall.

Negotiate lower cash rent based on yield history and price expectations, along with your own costs.

Convert from cash rent to flex lease. Rent based on yield, price, or revenue, with or without a base payment. If you need help for negotiating a lease, perform an internet search using the phrase "flexible farm lease."

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Waupaca County Forage Council 2019 Winter Meeting

Thursday, February 14th
 Bear Lake Resort, Manawa
 N4715 State Hwy 22-110, Manawa, WI 54949

- 10:00** Registration
- 10:30** "Corn Silage Seeding Rates for a Better Bottom Line"
 by Dan Olson, Forage Innovations Agronomy Specialist, Lena WI
- 11:15** "Keys to Financial Success on Top Profit Dairy Farms?"
 by Matt Lange, Compeer Financial Dairy Farm Business Consultant, Baldwin WI
- 12:00** Lunch (members free; non-members \$20)...MFA/Local Council Updates
- 12:45** Midwest Forage Association Update
 by Chelsea Russell, MFA Local Council Director, St Paul MN
- 1:00** Follow-up Panel Discussion w/ Dan Olson & Matt Lange
- 1:30** Waupaca Co. Forage Council Annual Business Meeting
- 2:00** Forage Council Member Auction...donated items with a retail value of \$50 or more will be sold to the highest member bid. Auction proceeds are used to support local forage council demonstration projects and educational activities. Only members are eligible to participate in the auction.
- 2:30** Adjourn

Call or Send Your Registration by Monday, February 11th

Name _____ Address _____
 City _____ Zip _____ Telephone _____
 E-mail _____

\$45 annual membership (includes meal) ___ enclosed ___ pay at door
\$20 (lunch & meeting, no membership) ___ enclosed ___ pay at door

Send to or Call:
 Waupaca Co. UWEX
 Attn: Greg Blonde
 811 Harding St.
 Waupaca, WI 54981
 715-258-6230

Make Checks Payable to:
 Waupaca Co. Forage Council



2019 Cow College

FVTC Regional Center
Hwy 22/45 Clintonville, Wisconsin



January 8 (1-3 PM)

The Mammary Gland and the Transition Period

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

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

January 15 (1-3 PM)

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

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

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

Improving Dairy Herd Management With Written Protocols

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

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

January 22 Farm Tour

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

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

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

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

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

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

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

Name(s) _____ Email _____

Address _____ City _____ Zip _____ Phone _____

Cost is \$5.00/day or \$10.00 total for all three = \$ _____ (Call or send check to UW-Extension by Fri. Jan 4)

Waupaca County UWEX
Courthouse 811 Harding St
Waupaca, WI 54981
715 258-6230

Shawano County UWEX
Courthouse, Rm 101
Shawano, WI 54166
715 526-6136

Outagamie County UWEX
3365 W Brewster Street
Appleton, WI 54914
920 832-5119

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. Please call about special accommodations or food allergies at least 48 hours in advance.

CROPPING

Rotate crops.

Crop rotation can help manage residue without tillage. Fewer passes can save money!

Choose a variety or hybrid that performs well in multi-location performance trials and optimize its management for your farm.

- **Use trial data** and pick varieties or hybrids that not only perform well but also have the traits you are interested in (e.g. herbicide tolerance). See the 2016 Wisconsin Soybean Variety Performance Trials and the 2016 Wisconsin Corn Hybrid Performance Trials for individual variety/hybrid performance.
- **Plant multiple varieties or hybrids** to diversify plant genetics and lower risk of yield loss to unforeseen stress factors.
- **Pay attention to crop maturity ratings** and use varieties or hybrids that best match your production practices. Later maturing corn or soybean often produce greater yield, however frost damage or drying costs can offset higher yield potential.
- **Buy only the traits you need.** Most traits in corn or soybean are pest management traits, not yield traits. These traits protect yield, not enhance it.
- **If you are considering traits, like corn rootworm Bt traits, use scouting data from previous years to make the correct decision on type of trait.** Be sure to also identify disease resistance in varieties and hybrids you are interested in.
- **Choose the varieties or hybrids best suited for your area** that also have the best disease resistance rating you can find.
- **Plant early** to maximize yield.

Start with recent soil tests, soil testing costs \$0.40 to \$1.00 per acre per year or roughly the value of a few pounds of fertilizer!

- **Maintain soil pH in an appropriate range for your crop rotation** to improve nutrient availability and enhances N fixation in legumes and N mineralization from soil organic matter. If soil pH is too low for the crops in your rotation, yield will be limited. Lime applications take 3-4 years to completely react with the soil and should be considered an intermediate term investment.
- **Base P and K applications on soil tests.** If a soil tests over optimum, reduce P and K fertilizer rates by half or eliminate and consider eliminating starter fertilizer. If both P and K test low and you can only afford to apply one, choose K. Recent UW research has demonstrated that K is more important for corn and soybean production than P.
- **Maximize profitability by using MRTN guidelines.** The maximum return to N (MRTN) guidelines along with realistic N:corn (or wheat) price ratios should be used to determine the N application rate.
- **Take manure credits and reduce fertilizer application rates.** In addition, forage legumes provide substantial N credits to corn in many situations.
- **Consider applying S for corn and alfalfa,** if you have had S deficiencies in the past or you have low organic matter, or sandy soils. When S is limiting, applications of 15-25 lb S/a in sulfate form are very profitable.
- **Micronutrients are often not deficient in Wisconsin.** Know which crops are sensitive to which micronutrients and know the soil conditions that are more likely to have low availability of micronutrients before you decide to make an application.
- **For all nutrient applications, follow 4R nutrient stewardship practices.** Use the right source, at the right rate, at the right time, and in the right place. This is critically important for N. Consider all aspects of your N management program to reduce potential N loss. For additional information, see UWEX Publication A2809, *Nutrient application guidelines for field, vegetable, and fruit crops in Wisconsin.*

Optimize seeding rates for your variety/hybrid.

For soybean, the optimal seeding rate in ~80% of WI soils is 140,000-165,000 seeds per acre, with the intent to achieve a final stand of 100,000 plants per acre at harvest to maximize yields. In drought-stressed environments farmers should increase soybean seeding rate to achieve a final stand of 140,000 or more in the entire field or problematic areas of a field. The economic optimal seeding rate for soybean seed treated with full seed treatment package (fungicide + insecticide) is often ~20,000 less than non-treated seed.

For corn, the harvest plant density that produces the maximum yield on most soils in WI is between 35,000-38,000 harvested plants per acre. The economic optimum is 4,000-5,000 less per acre). You can be within 95% of the maximum yield and economic optimum by establishing 26,000-30,000 harvested plants per acre. However, these guidelines vary greatly by field and also interact with corn hybrid.



A4137

Grain Management Considerations

in Low-Margin Years

Producing grain in years when profit margins are low can be extremely challenging. When managing complicated agricultural production problems, we are tempted to find a silver bullet, a one-stop shop, a cure-all or just some good old luck!

But we know better.

The first thing to remember is to stay focused on the data you have in hand and systematically consider your inputs and goals. Some decisions can be made in the off-season (ex., variety/hybrid choice), while some can only be made in-season (ex., to spray an insecticide or not). Regardless of when decisions need to be made, it is important that those decisions are based on data* and/or experience that has been proven to be profitable on your farm or on farms in a similar environment.

Resist the temptation to buy an untested solution that promises to improve yield.

What follows below and is expanded on in the following pages are considerations to help you make informed decisions about your production system in a low-margin production year.

* replicated research data from a trusted source

PEST MANAGEMENT

Start with recent soil tests to make decisions on profitable soil fertility management.

Choose a variety or hybrid that performs well in multi-location performance trials and optimize its management for your farm.

Optimize seeding rates for your variety/hybrid.

CROPPING

Rotate crops.

**Use the
technology that
you already have.**

ECONOMIC

Negotiate lower cash rent based on yield history and price expectations, along with your own costs

Use integrated pest management (IPM) tools and scouting to make educated decisions about cost effective management strategies for insect and diseases.

Manage known weed resistance issues on your farm.

Know your own cost of production based on your input prices and rates, your machinery operations, your land rents and custom services.

Develop a marketing plan based on your costs and willingness to bear risk.

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Dairy Market Situation & Outlook

By Dr. Bob Cropp, Professor Emeritus
UW-Madison Extension Dairy Marketing Specialist

It looks like farm milk prices will end the year at a low level... The lower Class III and Class IV prices are the result of dairy product prices moving lower than expected for this time of the year. Dairy exports explain some of the weakness in dairy product prices except for butter. The forecast for 2019 is for higher milk prices, but not to the level dairy producers are hoping for.

If current futures market prices hold the Class III price would average about a \$1.20 higher than this year at \$15.85. USDA is forecasting the Class III price to average \$15.15 to \$16.05. Current Class IV futures average \$15.80 for the year about \$1.60 higher than this year.

USDA is forecasting a 6.7% decrease in dairy exports on a milkfat basis and a 2.2% decrease on a skim solids basis. While a decrease in dairy exports is not positive for milk prices a growth in milk production of less than 1.5% should still strengthen milk prices in 2019. Any improvement in exports and/or less milk production than now forecasted would push milk prices even higher.

WI Mailbox Milk Price Forecast

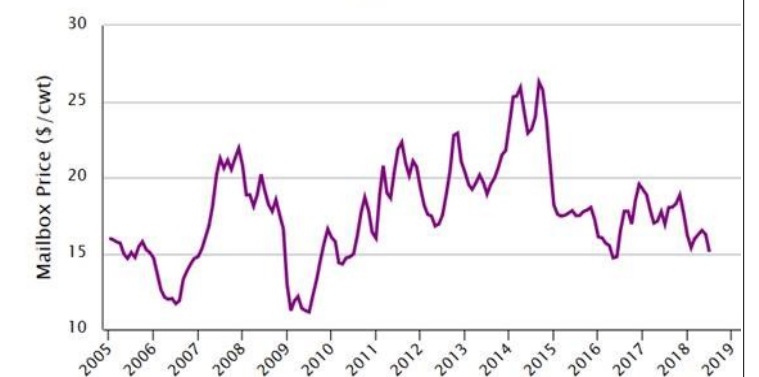
November, 2018 - October, 2019

Forecast Month	Forecast Price	Class III Future Price	Class IV Future Price
	\$/cwt		
Nov	\$16.67	\$14.56	\$15.02
Dec	\$16.96	\$14.88	\$15.05
Jan	\$17.01	\$15.10	\$15.10
Feb	\$17.09	\$15.18	\$15.20
Mar	\$17.25	\$15.34	\$15.36
Apr	\$16.96	\$15.58	\$15.54
May	\$17.10	\$15.71	\$15.71
Jun	\$17.23	\$15.84	\$15.87
Jul	\$17.32	\$16.10	\$16.02
Aug	\$17.58	\$16.37	\$16.22
Sept	\$17.76	\$16.56	\$16.25
Oct	\$18.51	\$16.45	\$16.29

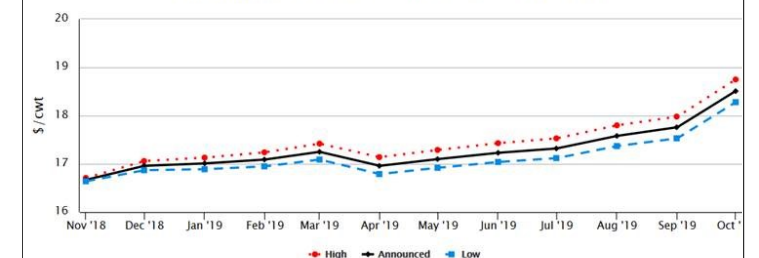
**Statistics for Jan 2005 - Jul 2018**

	Average	Standard Dev.	Max	Min
Mailbox Price	\$17.67	\$3.23	\$26.27	\$11.15

Mailbox Price: Jan 2005 – Jul 2018



Mailbox Price Forecast: Nov 2018 – Oct 2019



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PROTECTING DAIRY FARM INCOME WITH DAIRY REVENUE INSURANCE

PLUS AN UPDATE ON THE FSA DAIRY
MARGIN PROTECTION PROGRAM

TWO LOCATIONS

GREEN BAY
10am-12 noon (lunch after)
Neville Public Museum
210 Museum Place
Green Bay, WI 54303

NEW LONDON
1:00 - 3:30 pm (12 noon lunch)
Crystal Falls Banquet Hall
1500 Handschke Drive
New London, WI 54961

JAN 31, 2019

REGISTER BY JAN 25

Learn about the new Dairy Revenue Protection Program (Dairy-RP), a new federal crop insurance risk management tool, with a quarterly payout to dairy farms when milk revenue falls below their insured revenue level. Participants will also learn about the FSA Dairy Margin Protection Program as another tool, especially when milk prices are low.

Guest Speaker: Dr. Mark Stephenson,
*Extension Dairy Marketing / Policy specialist
and Director of the Center for Dairy Profitability
at UW-Madison*

FREE—NO COST

Lunch included with advanced
registration

Lunch Sponsored by:






Protecting Dairy Farm Income with Dairy Revenue Insurance

Mail Registration to: **Waupaca County UWEX**—811 Harding Street; Waupaca, WI 54981

Name _____ Phone: _____

Address: _____ Email: _____

☐ Yes, I/we plan to attend the morning session in
Green Bay at the Neville Public Museum.

☐ Yes, I/we plan to attend the afternoon session in
New London at Crystal Falls Banquet Hall.

For more information contact Liz Binversie, Brown Co.
UW-Extension (elizabeth.binversie@ces.uwex.edu)
920-391-4612

For more information contact Greg Blonde, Waupaca Co.
UW-Extension (greg.blonde@ces.uwex.edu) 715-258-6231 or
Sarah Grotjan, Outagamie Co. UW-Extension (sarah.grotjan@ces.uwex.edu) 920-832-5129

Greg Blonde, UW-Extension Agriculture Agent...715-258-6230 (ext 2) or greg.blonde@ces.uwex.edu



**Outagamie County UWEX
Beef Quality Assurance (BQA)
In-Person Training**

Wisconsin BQA Certification

Choose a Date & Time:

- ☐ Wednesday, December 12, 2018, 6:00 pm registration, 6:30 pm to 8:30 pm training
- RSVP by Dec 7th
- ☐ Saturday, January 19, 2019, 9:30 am registration, 10:00 am to 12:00 pm training
- RSVP by Jan. 15th

Location: Outagamie County UW-Extension Office, Room ABC

Cost: \$15 /Farm, check payable to WI BQA Program, collected at door. Cost covers materials.

RSVP: Please call the Outagamie County UW-Extension office at 920-832-4763 with number from farm that are planning to attend. First come, first served. Room capacity is 30 people.

Training sessions start promptly. Please come to register at designated time.

Some large packers and processors have announced that effective January 1, 2019, buyers representing them will only purchase from farms that are BQA or FARM Certified. Most dairy farms are certified with their dairy processor; ask your dairy rep for help in providing your FARM Certification number at the point of sale. This will be in effect for all markets and all private treaty transactions. Buyers will confirm your certification by collecting your certification identification number at the point of sale. Additional processors may begin to require BQA or FARM Certification from their suppliers.

Beef producers created the voluntary Beef Quality Assurance Program in 1987 to assist each other in raising, feeding and harvesting high quality beef. By participating in BQA and adopting BQA production practices, you are helping to answer the call from the packers' consumers, for safe beef raised in a humane manner.

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Funded by The Beef Checkoff

University of Wisconsin, U.S. Department of Agriculture and Wisconsin Counties cooperating.

Greg Blonde, UW-Extension Agriculture Agent...715-258-6230 (ext 2) or greg.blonde@ces.uwex.edu