



Extension

UNIVERSITY OF WISCONSIN-MADISON
WAUPACA COUNTY

AG UPDATE / SUMMER 2019

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"A Grand Celebration"
August 21-25

*"Be true to your
work, your word
and your friends."*

Henry David Thoreau

BETTER TIMES AHEAD

Let's hope the strong storms that knocked out power for so many in Waupaca County earlier this summer will eventually be remembered as the event marking a long overdue and steady recovery for our farming economy. Who knows, the extended weather forecast even suggests the rest of summer should be more normal in both temperature and rainfall...and who knows, maybe even a warmer and drier fall all the way thru December! Remember, those who don't thank for little never thank for much:)

Optimism also seems to be growing within various commodity markets for 2020, including milk price, which some say good exceed \$20/cwt in the next 12-18 months. Some also predict grain prices might outperform market expectations if both acreage and yield projections end up lower than previously expected. While dry hay remains in tight supply, the price of hay has also softened a bit this summer following multiple cuttings on most farms. Since dry baled hay is often used as the primary reference when valuing alternative forage crops (and boy are there a lot of alternative forage acres in 2019) here's the updated Extension Midwest Hay Price Summary for July 22:

| Hay Grade | Bale type | Price (\$/ton) | | |
|------------------------------|--------------|-------------------|---------|---------|
| | | Average | Minimum | Maximum |
| Prime (> 151 RFV/RFQ) | Small Square | \$261 | \$200 | \$320 |
| | Large Square | \$214 | \$120 | \$300 |
| | Large Round | \$207 | \$120 | \$280 |
| Grade 1 (125 to 150 RFV/RFQ) | Small Square | \$164 | \$80 | \$224 |
| | Large Square | \$180 | \$100 | \$250 |
| | Large Round | \$183 | \$100 | \$250 |
| Grade 2 (103 to 124 RFV/RFQ) | Small Square | No Sales Reported | | |
| | Large Square | \$149 | \$80 | \$220 |
| | Large Round | \$113 | \$53 | \$175 |
| Grade 3 (87 to 102 RFV/RFQ) | Small Square | No Sales Reported | | |
| | Large Square | \$93 | \$80 | \$115 |
| | Large Round | \$90 | \$60 | \$135 |

Prices for small square bales of oat, barley and wheat **STRAW** averaged just over \$3.00 per bale (range of \$1.50 to \$6.00). Large square and round bale straw both averaged \$56.00 per bale (ranging between \$26.00 to \$125.00 per bale).

The Upper Midwest Hay Price Summary report is updated every two weeks and is available online at: <https://fyi.extension.wisc.edu/forage/h-m-r/>. The summary price data is compiled from public and private quality tested sales and reports. Hay auction data is collected during the first and third week of the month and posted the following Monday whenever possible. All hay prices quoted are dollars per ton FOB point of origin for "as fed" alfalfa hay unless otherwise noted. Previous reports dating all the way back to January 2015 are also available at this web site under "past hay reports".

Those looking to buy or sell hay (and other types of feed, i.e. haylage, silage or grain), should visit the Extension Farmer to Farmer feed exchange web site at: <https://farmertofarmer.extension.wisc.edu/> to place an ad to either buy or sell. Postings remain active for sixty days, or until you remove the ad (***note, the site was also recently expanded to connect those with productive pastures to those looking for pasture***).



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Farm Management Update for Ag Professionals

Friday, September 13, 2019
Liberty Hall, Kimberly



9:00 am Registration, milk, coffee, juice, and rolls

9:30 am “Just the Facts - What the New USDA Ag Census Is Telling Us”

- Liz Binversie, Brown County Extension Agriculture Educator

10:15 am “Opportunities with Dairy Beef”

- Aerica Bjurstrom, Kewaunee County Extension Agriculture Agent

10:45 am “Dairy Market Outlook”

- Mark Stephenson, Extension Dairy Market Specialist, UW-Madison Center for Dairy Profitability

11:30 am “Crop Update”

- Area Extension Educators / Agents

12:00 pm Lunch

1:00 pm “Dairy Revenue Protection (RP) Insurance & Premium Calculation”

- Katie Burgess, Commodity Risk Analyst, Blimling & Associates

1:45 pm “WI Dairy Task Force 2.0 Panel Discussion”

- Stephanie Plaster, Washington/Ozaukee County Extension Agriculture Agent

2:45 pm Adjourn



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Farm Management Update for Ag Professionals Registration Form



Name(s): _____

E-Mail(s): _____

Business: _____
Address: _____
City: _____
Zip: _____
Phone: _____

Registration Fee: \$40 per person

Make check payable to: **Waupaca County**

Mail this registration form and check to:

Extension Waupaca County
811 Harding Street
Waupaca, WI 54981
715-258-6231

Registration Deadline: Sept 6, 2019

AGRONOMY/SOILS FIELD DAY

Wednesday, August 28, 2019

UW-Arlington Agricultural Research Station



WISCONSIN
UNIVERSITY OF WISCONSIN-MADISON

SPONSORED BY
College of Agricultural & Life Sciences
Division of Extension

PROGRAM

8:00 Registration (\$0), coffee

8:30
10:30 **FIELD TOURS**

12:00 Lunch
Lunch Speaker: Mark Stephenson
You can't change the direction of the wind,
but you can adjust your sails—Navigating
today's dairy industry
Lunch provided by Sigma Alpha Agricultural
Sorority (\$5 donation)

1:00 **Industrial Hemp Research Plot Tour**

2:45 Have a safe trip home!

Visit exhibits at registration, between tours and during lunch:
Nutrient & Pest Management Program, SnapPlus,
UW Soil & Forage Analysis Lab and Pesticide Applicator Training



To help us organize a successful event,
if you are considering attending
please complete a RSVP!

<https://go.wisc.edu/n4yrl5>

Certified Crop Advisors: 6.5 CEU credits requested

*The Arlington ARS is located on Hwy. 51, about 5 miles
south of Arlington and 15 miles north of Madison.*

N695 Hopkins Rd, Arlington, WI 53911

GPS coordinates: 43.300467, -89.345534

Watch for Field Day signs!

The College of Agricultural and Life Sciences will make a reasonable effort to provide accommodations for participants with disabilities when notified in advance. To request a disability accommodation, please contact ars_accommodation@cals.wisc.edu or call 608-846-3761 ext.101 at least 10 days in advance of event. Efforts will be made to meet same day requests to the extent possible.

FIELD TOURS

8:30 10:30 Soil Fertility & Management

| | |
|--|-------------------|
| Can we conserve N from early fall manure applications? | Carrie Laboski |
| Comparing tillage practices for corn: Is there a difference in early crop development? | Francisco Arriaga |
| Fertilization on a budget | Andrew Stammer |
| Cover crops and nitrogen | Matt Ruark |

8:30 10:30 Grain Production Systems

| | |
|---|------------------|
| Corn plant population: The second most important management decision for moving off the yield curve | Joe Lauer |
| Crop rotation, cover crops, planting green and the microbiome: A gaggle of Coolbean information! | Shawn Conley |
| A small grains variety selector tool | Madhav Bhatta |
| Kernza perennial grain: A new opportunity for Wisconsin farmers | Valentin Picasso |

8:30 10:30 Pest Management

| | |
|---|--|
| Herbicide resistance in Wisconsin agronomic crops | Rodrigo Werle, Mark Renz, Dave Stoltenberg |
| To Bt or not to Bt: Is that your question? | Bryan Jensen |
| Soybean cyst nematode coalition: What's your number? | Ann MacGuidwin |
| Disease management updates in Wisconsin agronomic crops | Damon Smith |

1:00 Industrial Hemp Research Plot Tour

| | |
|---|--|
| UW researchers will share field observations and showcase organic weed management, conventional fertility, and variety trial studies focused on fiber and grain production. An update on cannabidiol (CBD) research will be provided. | Rodrigo Werle, Carrie Laboski, Shawn Conley, Shelby Ellison, Erin Silva, Damon Smith |
|---|--|



Considerations for Breeding Dairy Cattle to Beef Breeds for Meat Production

Summer 2019

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<https://fyi.extension.wisc.edu/wbic/>

Producing dairy x beef cross calves has the potential to increase market value of these calves compared to straight bred dairy bull calves. However, as supply of these calves increases, it's reasonable to assume buyers will become more discerning. Dairy producers can stack the odds in their favor with thoughtful beef sire selection.

Contrary to some old assumptions, modern, well managed Holstein steers are a high quality and very consistent carcass product. It is far from the truth to say they are only good for hamburger.

Today's Holstein Steer

Strengths:

- Comparable quality grades with less external fat than common beef breeds
- Similar taste & tenderness compared to common beef breeds
- Similar taste panel evaluations (Holstein vs. Angus)
- Consistency in performance as a breed

Weaknesses:

- Lower dressing percentage than common beef breeds
- Smaller ribeye size, and elongated ribeye shape compared to common beef breeds
- Risk of exceeding packer height or weight restrictions if not properly managed
- Limited number of harvest facilities procuring Holsteins, resulting in fewer competing bidders

By choosing beef sires that improve upon the weaknesses of dairy steers, listed above, using beef on dairy can improve feed efficiency, rate of gain and reduce days on feed. Wisely incorporating beef genetics can also improve carcass characteristics over straight bred dairy by increasing ribeye size and changing the ribeye shape, increasing muscling, and moderating frame size while

EPDs: the genetic language for beef

Expected Progeny Differences (EPDs) represent the genetic potential of an animal as a parent. Differences in EPDs of two sires gives an estimate of the difference in the average progeny performance of those two sires when mated to females of similar genetic merit.

maintaining the marbling ability of dairy animals.

Research is needed to establish beef sire selection criteria for use on dairy breeds. Informal observations have found some dairy x beef crosses lack sufficient improvement in frame size and muscling, and are ultimately priced as Holsteins. Breed selection, and within breed sire selection, is important to address the weaknesses in dairy breed feedlot performance and carcasses.

Based on data from a multi-state Extension survey, semen cost, conception rate, and calving ease are the common starting points many farmers use for beef on dairy sire selection.

Beef on Dairy sire selection

Considerations important to the dairy:

- Semen cost
- Sire conception rate
- Calving ease
- Hair coat color

Considerations important to the feedlot:

- Carcass value, carcass weight, and feed efficiency traits, selected for by using a terminal index (e.g. TI, \$B, MTI, etc.) depending on the breed
- Select for greater Ribeye area (REA) amongst high Terminal Index sires
- Improved muscling, by using REA as the indicator trait
- Moderate frame score (Holstein matings)
- Increase carcass weight (Jersey matings)
- Use homozygous polled bulls

Emphasis on calving ease may vary, depending on the use for heifers vs. cows, and breed of dairy cattle. While these traits are of importance to the dairy, they do not add value in the feedlot or to the carcass. Selecting sires that simultaneously improve traits that are economically relevant to the dairy (e.g. calving ease) and feedlot (e.g. yield, feed efficiency) and those traits that enable carcasses to be acceptable as beef carcasses (e.g. ribeye area, frame score) are equally important to semen cost, calving ease, and hair coat color for producing quality beef.

When dairy steers are fed and managed properly they often grade well (80%+ Choice) with comparable quality grades to their beef breed counterparts and less external fat at the 12 to 13th rib. Thus, beef sire selection for ribeye, carcass weight, and frame size may need to be prioritized higher than marbling. Muscle shape of the ribeye and round is extremely important for many grid based marketing programs, and a trait that dairy genetics typically lack. Since there is no EPD for muscle shape, Ribeye EPD is often used instead as an indicator trait.

Hair coat color is a factor in many markets, with discounts for non black haircoat, or black hair coat but with excessive white markings. Some direct market and specialty markets do not place the same emphasis on black hair coat color. Bottom line, investigate your local markets and buyers to determine how much of an emphasis hair coat color should be to your breeding program.

Waygu genetics may be a fit with specialty markets. Waygu beef has superior marbling and tenderness characteristics. However, Waygu and Waygu x dairy crosses are slower to finish. Phenotypically they may display less muscling. Ideally Waygu dairy crosses are marketed as such, as they may be discounted if co-mingled with other breed crosses.

Dairy genetics for milk production and body conformation have changed over the past 30 years, and similar genetic changes have occurred in North American beef breeds. Many beef breeds have brought in outside genetics to incorporate black hair coats into their breeds. Many have also opened their herdbooks to accepting hybrid breeding. Examples include Sim-Angus, combining Simmental and Angus, and Lim-Flex, combining Limousin and Angus.

All major beef breeds have sires with traits that can moderate the frame size and improve the muscle-to-bone ratio of dairy steers, without adversely affecting their marbling traits. Conversely, there are also sires that can have little or even a negative effect on frame score and muscle shape. A 2015 research study from the USDA Meat Animal Research Center¹ found less than a 34 pound

Heterozygous or Homozygous?

Heterozygous is the term used when an animal has two unlike copies of the same gene, and homozygous animals have two identical copies. Each of these copies is called an allele. When used on horned dams a Heterozygous Polled bull will sire 50% polled and 50% horned calves (sire has one horned and one polled allele, polled is the dominant trait). Homozygous Polled bulls will sire 100% polled calves (sire has two polled alleles). Same applies to coat color, Homozygous Black has two black hair coat genes (i.e. "BB"). , Heterozygous Black has one black and one red allele, with red being recessive (i.e. "bB").

difference in hanging carcass weights between Angus, Limousin, and Simmentals in their study. In this study, Angus had the greatest average carcass weight, followed by Simmental, and Limousin. If your frame of reference is the beef genetics of the 1980's and '90's, this is a significant shift. Limousin, Angus, and Simmental all have homozygous black, polled bulls that can provide the needed muscle shape and moderate frame size to add value to these crossbred calves. Bottom line, within breed selection is highly important regardless of the breed you choose.

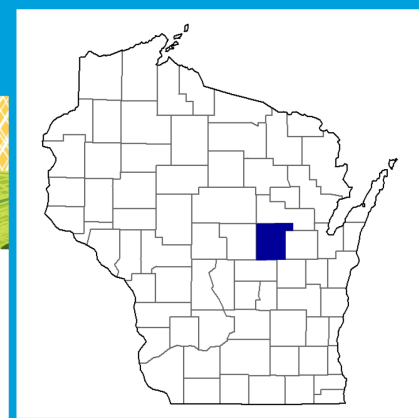
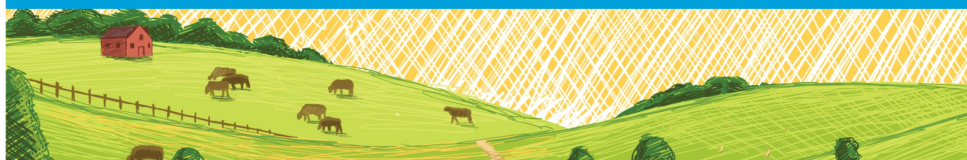
Lack of group uniformity has been identified as a drawback to dairy x beef crosses, primarily due to random sire usage with no consideration to carcass traits, and improper health management. Forward thinking dairy producers can add value to their crossbred calves by providing sire identity and health management protocols to their marketing partners and potential buyers.

Some feedlot operations are offering contracts or purchase programs for dairy x beef cross calves, if you use the genetics they select or provide, and follow specific health protocols. They typically require use of a limited number of bulls or closely related bulls. These bulls are genotypically selected with traits to improve feedlot performance and carcass traits of their offspring while maintaining the traits important to the dairy (i.e. calving ease). This is their way of minimizing variability, improving beef traits, and ensuring predictable calf group health.

On a related note, holding back dairy x beef females to start a beef cow herd is discouraged, as some dairy traits can persist for generations and negatively effect feeder calf quality. If beef cow/calf is your future plan, your best option is to start with all beef breed genetics.

Reference: ¹Kuehn & Thallman, 2017 Across-Breed EPD Table & Improvements. https://articles.extension.org/sites/default/files/2018-2_Across-Breed_EPD_Table_and_Improvements.pdf

2017 CENSUS OF AGRICULTURE County Profile



Waupaca County Wisconsin

Total and Per Farm Overview, 2017 and change since 2012

| | 2017 | % change since 2012 |
|---|-------------|------------------------|
| Number of farms | 1,031 | -10 |
| Land in farms (acres) | 201,603 | -6 |
| Average size of farm (acres) | 196 | +4 |
| Total | (\$) | |
| Market value of products sold | 152,088,000 | -5 |
| Government payments | 1,777,000 | -56 |
| Farm-related income | 8,302,000 | +6 |
| Total farm production expenses | 138,376,000 | +4 |
| Net cash farm income | 23,792,000 | -39 |
| Per farm average | (\$) | |
| Market value of products sold | 147,515 | +6 |
| Government payments (average per farm receiving) | 3,575 | -46 |
| Farm-related income | 14,000 | +1 |
| Total farm production expenses | 134,215 | +16 |
| Net cash farm income | 23,076 | -33 |

1 Percent of state agriculture sales

Share of Sales by Type (%)

| | |
|----------------------------------|----|
| Crops | 25 |
| Livestock, poultry, and products | 75 |

Land in Farms by Use (%) ^a

| | |
|-------------|----|
| Cropland | 71 |
| Pastureland | 4 |
| Woodland | 18 |
| Other | 7 |

Acres irrigated: 7,741

4% of land in farms

Land Use Practices (% of farms)

| | |
|----------------|----|
| No till | 20 |
| Reduced till | 23 |
| Intensive till | 26 |
| Cover crop | 11 |

Farms by Value of Sales

| | Number | Percent of Total ^a |
|----------------------|--------|-------------------------------|
| Less than \$2,500 | 323 | 31 |
| \$2,500 to \$4,999 | 112 | 11 |
| \$5,000 to \$9,999 | 88 | 9 |
| \$10,000 to \$24,999 | 129 | 13 |
| \$25,000 to \$49,999 | 84 | 8 |
| \$50,000 to \$99,999 | 78 | 8 |
| \$100,000 or more | 217 | 21 |

Farms by Size

| | Number | Percent of Total ^a |
|------------------|--------|-------------------------------|
| 1 to 9 acres | 80 | 8 |
| 10 to 49 acres | 270 | 26 |
| 50 to 179 acres | 374 | 36 |
| 180 to 499 acres | 216 | 21 |
| 500 to 999 acres | 58 | 6 |
| 1,000 + acres | 33 | 3 |



United States Department of Agriculture
National Agricultural Statistics Service

www.nass.usda.gov/AgCensus

2017 CENSUS OF AGRICULTURE *County Profile*

Market Value of Agricultural Products Sold

| | Sales (\$1,000) | Rank in State ^b | Counties Producing Item | Rank in U.S. ^b | Counties Producing Item |
|---|--------------------|----------------------------------|-------------------------------|---------------------------------|-------------------------------|
| Total | 152,088 | 33 | 72 | 752 | 3,077 |
| Crops | 37,704 | 47 | 72 | 1,282 | 3,073 |
| Grains, oilseeds, dry beans, dry peas | 30,448 | 37 | 72 | 979 | 2,916 |
| Tobacco | - | - | 6 | - | 323 |
| Cotton and cottonseed | - | - | - | - | 647 |
| Vegetables, melons, potatoes, sweet potatoes | 3,155 | 28 | 72 | 447 | 2,821 |
| Fruits, tree nuts, berries | 347 | 41 | 71 | 776 | 2,748 |
| Nursery, greenhouse, floriculture, sod | 318 | 56 | 71 | 1,176 | 2,601 |
| Cultivated Christmas trees, short rotation woody crops | 284 | 17 | 64 | 135 | 1,384 |
| Other crops and hay | 3,152 | 39 | 72 | 812 | 3,040 |
| Livestock, poultry, and products | 114,385 | 26 | 72 | 441 | 3,073 |
| Poultry and eggs | (D) | 51 | 72 | (D) | 3,007 |
| Cattle and calves | 17,687 | 34 | 72 | 874 | 3,055 |
| Milk from cows | 95,843 | 17 | 68 | 90 | 1,892 |
| Hogs and pigs | 156 | 37 | 71 | 795 | 2,856 |
| Sheep, goats, wool, mohair, milk | 196 | 37 | 70 | 794 | 2,984 |
| Horses, ponies, mules, burros, donkeys | 76 | 39 | 69 | 1,593 | 2,970 |
| Aquaculture | (D) | 17 | 52 | (D) | 1,251 |
| Other animals and animal products | 298 | 32 | 70 | 420 | 2,878 |

| | | | |
|-------------------------------------|--------------|-------------------------------------|---|
| Total Producers ^c | 1,652 | Percent of farms that: | Top Crops in Acres ^d |
| Sex | | | |
| Male | 1,074 | Have internet access 74 | Forage (hay/haylage), all 39,701 |
| Female | 578 | | Corn for grain 37,803 |
| Age | | | Soybeans for beans 29,282 |
| <35 | 130 | Farm organically (Z) | Corn for silage or greenchop 17,263 |
| 35 – 64 | 1,027 | | Wheat for grain, all 2,164 |
| 65 and older | 495 | | |
| Race | | Sell directly to consumers 7 | Livestock Inventory (Dec 31, 2017) |
| American Indian/Alaska Native | - | | Broilers and other meat-type chickens 1,172 |
| Asian | 5 | | Cattle and calves 55,241 |
| Black or African American | - | Hire farm labor 25 | Goats 567 |
| Native Hawaiian/Pacific Islander | - | | Hogs and pigs 500 |
| White | 1,647 | | Horses and ponies 822 |
| More than one race | - | Are family farms 97 | Layers 2,306 |
| Other characteristics | | | Pullets 255 |
| Hispanic, Latino, Spanish origin | 9 | | Sheep and lambs 999 |
| With military service | 191 | | Turkeys 37 |
| New and beginning farmers | 334 | | |

See 2017 Census of Agriculture, U.S. Summary and State Data, for complete footnotes, explanations, definitions, commodity descriptions, and methodology.

^a May not add to 100% due to rounding. ^b Among counties whose rank can be displayed. ^c Data collected for a maximum of four producers per farm.

^d Crop commodity names may be shortened; see full names at www.nass.usda.gov/go/cropnames.pdf. ^e Position below the line does not indicate rank.

(D) Withheld to avoid disclosing data for individual operations. (NA) Not available. (Z) Less than half of the unit shown. (-) Represents zero.



Hybrid Winter Rye Forage Trial Results - 2018

Shawn P. Conley, State Soybean and Wheat Extension Specialist
 Adam Roth, Senior Research Specialist
 John Gaska, Senior Outreach Specialist
 University of Wisconsin, Madison

A research trial was established in the fall of 2017 at the Arlington Agricultural Research Station, Arlington, WI to help determine the value of hybrid winter rye as a forage. Three hybrid winter rye varieties were tested along with one winter triticale variety. The first cutting was taken at Feekes 10.1 (head emergence), and a second cutting was taken at Feekes 11.1 (kernel milky ripe).

| Experimental Procedure | | | | Field Information | | | |
|------------------------|-------------|----------------------|--|-------------------|--------------------------------|------------|--|
| Exp. Design: | RCB | | | Previous Crop: | Soybean | | |
| Replicates: | 2 | | | Soil fertility: | pH: 7.3 | O.M.: 3.4% | |
| Plot size: | Planted: | 7.5' x 18' | | | P: 31 ppm | K: 119 ppm | |
| | Harvested: | 5' x 14' | | Tillage: | No-tillage | | |
| Row Spacing: | 7.5" | | | Planted: | September 25, 2017 | | |
| Seeding Rate: | Rye = | 800,000 seeds/acre | | Nitrogen: | 55 lb N/a @ green up in spring | | |
| | Triticale = | 1,500,000 seeds/acre | | | | | |

| Variety | Species | Harvest | | Crude Protein (%) | RFQ ¹ | Dry Matter Yield (ton/acre) | | Milk per | | | |
|--------------|-----------|--------------|--------|-------------------|------------------|-----------------------------|----------|-----------|------------|--|--|
| | | Growth Stage | Date | | | | | Ton (lbs) | Acre (lbs) | | |
| KWS Daniello | Rye | 10.1 | 23-May | 16.4 A | 139.8 A | 2.85 DE | 3,186 A | 9,073 D | | | |
| KWS Progas | Rye | 10.1 | 23-May | 15.3 B | 132.3 AB | 3.05 D | 3,082 A | 9,385 D | | | |
| KWS Propower | Rye | 10.1 | 23-May | 13.8 C | 123.3 B | 3.00 DE | 2,875 BC | 8,615 D | | | |
| Trical 815 | Triticale | 10.1 | 29-May | 15.9 AB | 135.0 AB | 2.68 E | 3,064 AB | 8,204 D | | | |
| KWS Daniello | Rye | 11.1 | 22-Jun | 6.9 E | 100.4 C | 5.47 B | 2,515 DE | 13,756 B | | | |
| KWS Progas | Rye | 11.1 | 22-Jun | 7.5 DE | 110.3 C | 5.70 AB | 2,699 CD | 15,358 A | | | |
| KWS Propower | Rye | 11.1 | 22-Jun | 7.1 E | 108.8 C | 5.84 A | 2,660 D | 15,523 A | | | |
| Trical 815 | Triticale | 11.1 | 22-Jun | 8.5 D | 98.9 C | 4.45 C | 2,460 E | 10,921 C | | | |

¹ RFQ = Relative Feed Quality

Results followed by the same letters are statistically the same.

Forage samples were analyzed using near infrared spectroscopy.



UW-Madison Extension Farm and Risk Management Program

The UW-Extension Farm and Risk Management Program consists of UW-Extension agents and specialists that provide research-based farm business management information and decision-making tools to farmers and agribusinesses. The team's purpose is to help Wisconsin farmers improve business profitability and lifestyles through informed decision-making. Resources, information, programs, and tools: <https://fyi.uwex.edu/farmteam/>

Financial Management

- **Financial resources and decision tools**
Financial decision tools: <https://cdp.wisc.edu/category/dt/dt-financial/>
- **Enterprise Budget resources**
Crops: <https://fyi.uwex.edu/farmteam/enterprise-budgets/>
Dairy: <https://cdp.wisc.edu/2017/08/20/dairy-enterprise-planning-budget-for-2008/>
Beef: <https://fyi.uwex.edu/wbic/decision-tools-and-software/>
- **Benchmarking resources**
AgFA/FARMBENCH: <https://cdp.wisc.edu/agfa-farmbench/>
WI Dairy Farm Ratio Benchmarking: <http://dairymgt.uwex.edu/tools.php>
Heifer rearing costs benchmark: <https://fyi.uwex.edu/heifermgmt/rearing-costs/>
Farm Financial Scorecard: <https://www.cffm.umn.edu/Publications/pubs/FarmMgtTopics/vermont.pdf>
- **Agricultural Contracts and Pricing**
Agricultural Leasing: <https://aglease101.org/>
Pricing Standing Hay and Corn Silage: <https://fyi.uwex.edu/forage/economics/>
WI Custom Rate Guide 2017: https://www.nass.usda.gov/Statistics_by_State/Wisconsin/Publications/WI-CRate17.pdf
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Farm Succession and Estate Planning

- **UW-Extension Farm Succession**
<https://fyi.uwex.edu/farmsuccession/>
- **UW Center for Dairy Profitability**
<https://cdp.wisc.edu/category/paw/paw-farmsuccession/>
- **Contacts:**
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Agricultural Markets, Marketing and Policy

- **Commodity Marketing (grain)**
<https://cdp.wisc.edu/2017/08/21/got-risk/>
- **Dairy Markets and Policy**
<https://dairymarkets.org/>
- **Dairy Marketing**
<https://dairy.aae.wisc.edu/>
- **Contacts:**
Mark Stephenson, Director, UW-Center for Dairy Profitability mark.stephenson@wisc.edu



Details of USDA's Market Facilitation Program (MFP)

MFP signup at local FSA offices will run from Monday, July 29, through Friday, December 6, 2019.

Payments will be made by the Farm Service Agency (FSA) under the authority of the Commodity Credit Corporation (CCC) Charter Act to producers of alfalfa hay, barley, canola, corn, crambe, dried beans, dry peas, extra-long staple cotton, flaxseed, lentils, long grain and medium grain rice, millet, mustard seed, oats, peanuts, rapeseed, rye, safflower, sesame seed, small and large chickpeas, sorghum, soybeans, sunflower seed, temperate japonica rice, triticale, upland cotton, and wheat. MFP assistance for those non-specialty crops is based on a single county payment rate multiplied by a farm's total plantings of MFP-eligible crops in aggregate in 2019. Those per-acre payments are not dependent on which of those crops are planted in 2019. A producer's total payment-eligible plantings cannot exceed total 2018 plantings. County payment rates range from \$15 to \$150 per acre, depending on the impact of unjustified trade retaliation in that county.

Dairy producers who were in business as of June 1, 2019, will receive a per hundredweight payment on production history; and hog producers will receive a payment based on the number of live hogs owned on a day selected by the producer between April 1 and May 15, 2019.

MFP payments will also be made to producers of almonds, cranberries, cultivated ginseng, fresh grapes, fresh sweet cherries, hazelnuts, macadamia nuts, pecans, pistachios, and walnuts. Each specialty crop will receive a payment based on 2019 acres of fruit or nut bearing plants; or in the case of ginseng, based on harvested acres in 2019.

Acreage of non-specialty crops and cover crops must be planted by August 1, 2019, to be considered eligible for MFP payments.

The MFP rule and a related Notice of Funding Availability will be published in the Federal Register on July 29, 2019, when signup begins at local FSA offices. Per-acre non-specialty crop county payment rates, specialty crop payment rates, and livestock payment rates are all currently available on farmers.gov.

MFP payments will be made in up-to three tranches, with the second and third tranches evaluated as market conditions and trade opportunities dictate. If conditions warrant, the second and third tranches will be made in November and early January, respectively. The first tranche will be comprised of the higher of either 50 percent of a producer's calculated payment or \$15 per acre, which may reduce potential payments to be made in tranches two or three. USDA will begin making first tranche payments in mid-to-late August.

MFP payments are limited to a combined \$250,000 for non-specialty crops per person or legal entity. MFP payments are also limited to a combined \$250,000 for dairy and hog producers and a combined \$250,000 for specialty crop producers. However, no applicant can receive more than \$500,000. Eligible applicants must also have an average adjusted gross income (AGI) for tax years 2014, 2015, and 2016 of less than \$900,000, or 75 percent of the person's or legal entity's average AGI for tax years 2014, 2015, and 2016 must have been derived from farming and ranching. Applicants must also comply with the provisions of the Highly Erodible Land and Wetland Conservation regulations.

Many producers were affected by natural disasters this spring, such as flooding, that kept them out of the field for extended periods of time. Producers who filed a prevented planting claim and planted an FSA-certified cover crop, with the potential to be harvested qualify for a \$15 per acre payment. Acres that were never planted in 2019 are not eligible for an MFP payment.

In June, H.R. 2157, *the Additional Supplemental Appropriations for Disaster Relief Act of 2019* was signed into law by President Trump, requiring a change to the first round of MFP assistance provided in 2018. Producers previously deemed ineligible for MFP in 2018 because they had an average AGI level higher than \$900,000 may now be eligible for 2018 MFP benefits. Those producers must be able to verify 75 percent or more of their average AGI was derived from farming and ranching to qualify. This supplemental MFP signup period will run parallel to the 2019 MFP signup, from July 29 through December 6, 2019.

USDA Allows Harvesting and Grazing on CRP Acres Beginning August 2

U.S. Department of Agriculture (USDA) Farm Service Agency (FSA) State Executive Director Sandy Chalmers reminds producers that Conservation Reserve Program (CRP) participants can use routine grazing and managed harvesting beginning August 2.

"Producers are expressing concern about having adequate forage this year, because of winter losses and wet conditions. Managed haying or routine grazing on CRP acres gives producers flexibility to use CRP acreage to supply forage," said Chalmers.

Producers must request FSA county office approval before starting any haying and grazing activities. The request must include a modified conservation plan from the Natural Resources Conservation Service with haying and grazing provisions.

USDA is providing flexibility to producers who are struggling through one of the most difficult planting seasons in years. Producers can now harvest or graze cover crops planted on prevented planting acres beginning September 1, and maintain their eligibility for a full 2019 prevented planting indemnity. The harvest date was moved to help producers who are facing a shortage of forage in the fall.

In Wisconsin, the State Committee has authorized CRP routine grazing one out of every three years. Managed harvesting for hay is also limited to no more than one in three years in Wisconsin.

CRP acres must be considered fully established before haying or grazing can be authorized. In addition, haying or grazing CRP acres is not authorized during the primary nesting season. For Wisconsin the primary nesting season is May 15 through August 1. Producers must be approved before haying or grazing the acreage.

For routine grazing, the authorization expires September 30 and all livestock must be removed by September 30, 2019. CRP participants must report the number of acres grazed to FSA by no later than October 10, 2019.

Before grazing eligible acreage, CRP participants must request approval and obtain a modified conservation plan to include routine grazing requirements. CRP participants are not permitted to graze acreage that has been hayed or grazed under managed or emergency provisions.

If approved for managed harvesting, the authorization is for one cutting of hay. The cutting and baling must be complete by September 15, 2019, and all hay bales must be completely removed from CRP contract acres by no later than September 30, 2019. CRP participants must report the number of acres hayed to FSA by no later than October 10, 2019.

Routine grazing and managed harvesting will result in an annual rental payment reduction of no less than 25 percent based on the number of acres actually grazed or harvested. All hayed and grazed acres are subject to FSA spot-check at any time during or after the authorization period.

Some counties in Wisconsin may be eligible to approve emergency haying and grazing provisions due to excessive moisture conditions. Each County Committee has the authority to review those provisions on a county-by-county basis.

It is important to contact your local FSA office prior to any haying or grazing activities on CRP acres to ensure your contract remains in compliance and determine the best option for your contract. To find your local office visit www.farmers.gov/service-locator.

Waupaca County UW-Extension
Courthouse
811 Harding Street
Waupaca, WI 54981

Non-Profit Organization
U.S. Postal Paid
Waupaca, WI 54981
Permit No. 3

RETURN SERVICE REQUESTED



Extension
UNIVERSITY OF WISCONSIN-MADISON
WAUPACA COUNTY

Upcoming Events:

August 21-25

*Waupaca County Fair
Fairgrounds, Weyauwega*

Aug 27

*County Fair Carcass Contest
Niemuth's, Waupaca*

Sept 13

*Farm Manager/Ag Lender Update
Liberty Hall Kimberly*

Oct 1-5

*World Dairy Expo
Alliant Energy Center, Madison*

Oct 20

*Co. Fair Youth Livestock Sale
Buyers Banquet
Fairgrounds, Weyauwega*

**146th Annual
Waupaca County Fair
August 21-25**



Hard to believe it's time for another Waupaca County Fair! Maybe because it's the earliest possible date it can land during the third week of August. This year it runs Wednesday, August 21 and thru Sunday, August 25. More than 200 4-H and FFA members from across the county entered over 7,000 projects (up 10% from last year!!), including hundreds of dairy and livestock animals, as well as horses, poultry and rabbits.

Livestock judging takes place on Thursday, August 22 starting with Sheep at 8:00; Beef at 11:15 and Hogs at 2:15. A special dedication ceremony for the new sheep and hog show ring will be held early Thursday evening during the hog show. The livestock sale will be held again on Friday, August 23 starting promptly at 5:30 p.m. (potential bidders can pre-register beginning at 4:30 p.m.)

All Junior Fair dairy calves and heifers will enter the ring on Friday morning August 23 starting at 9 AM with each breed judged before moving on to the next calf or heifer class followed by the Open Class dairy show after lunch on Friday afternoon. Saturday morning, all Junior Fair dairy cows will be in the ring with each breed judged for each age group before moving on to the next cow class. After the Junior Fair cow classes are completed, dairy judging wraps up on Saturday, August 24 with showmanship...Seniors (grades 11-13), followed by Intermediate (grades 9-10), Junior (grades 6-8), and finally Beginner (grades 3-5).

Of course there's much more to see and do at the Waupaca County Fair, ranked one of the top three county fairs in Wisconsin. For more go to: www.waupacacountyfair.org