

# Agricultural Newsletter

UW-Madison College of Ag & Life Science  
University of Wisconsin-Extension



## Implements of Husbandry (IOH) Meeting – Siren, October 14

*Otto Wiegand*  
Area Agricultural Agent  
Burnett, Sawyer and Washburn Counties

*adapted from Cheryl Skjolaas*  
UW-Madison  
Biological Systems Engineering

Farmers, agriculturists and local town and law enforcement officials are invited to attend a seminar to discuss recently enacted Wisconsin legislation that updates state laws regarding farm machinery operating on Wisconsin roadways. The University of Wisconsin-Extension and other agencies are hosting a presentation about these changes on Tuesday, Oct 14, from 9:30 AM-Noon at the Government Center in Siren.

The Wisconsin legislation that was signed into law in April 2014 as Wisconsin Act 377, updates the definition of implements of husbandry (IOH), creates a definition for an agricultural commercial motor vehicle (Ag CMV), provides an additional weight allowance from a maximum single axle weight of 20,000 pounds to 23,000 and increases the maximum gross vehicle weight from 80,000 to 92,000 pounds. Other components of the law address length and width limits, safety concerns including lighting and marking, and clarifies rules of the road. Farmers and large equipment operators will be required to secure a No-Fee permit for overweight and over length IOH or Ag CMV from their local town, county or state unit of government, depending on the roads the equipment will be operated on.

Presenters will include Cheryl Skjolaas, UW-Extension Agricultural Safety Specialist and others, including the Wisconsin State Patrol. These speakers will discuss how these new laws and practices will affect the agriculture industry and how these new laws and practices will be enforced. Registration is not required. For more information contact Ag Agent Otto Wiegand at 715-635-3506.



October-November-December  
2014  
Volume 20 Issue 4

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# Agricultural NEWSLETTER

*produced by*  
*University of Wisconsin-Extension*  
*and*  
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## Agriculture now generates \$88.3 billion and 413,500 jobs in Wisconsin, UW study says

*Steven Deller*  
*UW-Extension/Madison Community Development Economist*

Wisconsin’s farms and agricultural businesses generate \$88.3 billion in economic activity and 413,500 jobs, based on data for 2012, according to a new study from University of Wisconsin-Extension and the University of Wisconsin-Madison. “Agriculture remains an important part of the Wisconsin economy,” said Steven Deller, a UW-Extension community development specialist and professor in the UW-Madison agricultural and applied economics department. “Even in the most urban parts of the state, agriculture’s contribution is notable.”

The study is a follow-up to one that Deller conducted five years ago using 2007 data. He found that agriculture has risen in importance for the Wisconsin economy, despite the combined effects of the drought of 2012 and the Great Recession. It generated \$29 billion more economic activity in 2012 than in 2007 and an additional 59,509 jobs. In 2012 it accounted for 11.9 percent of the state’s overall employment (up from 10 percent in 2007), 10.9 percent of labor income, 10.9 percent of total income, and 16.1 percent of industrial sales.

Here’s how agriculture’s \$88.3 billion economic impact breaks down:

- o In 2012, on-farm activity contributed 153,900 jobs, \$5.7 billion to labor income (wages, salaries and proprietor income), \$8.9 billion to total income, and \$20.5 billion to industrial sales.
- o Food processing contributed 259,600 jobs, \$12.9 billion to labor income, \$21.2 billion to total income, and \$67.8 billion to industrial sales.
- o Total agricultural activity contributed 413,500 jobs, \$18.6 billion to labor income, \$30.1 billion to total income, and \$88.3 billion to industrial sales.
- o Dairy remains a major Wisconsin industry, with growing strength in dried-condensed-evaporated milk and butter supplies. Dairy farming and dairy processing contribute 78,900 jobs, \$3.9 billion to labor income, \$7.2 billion to total income, and \$43.4 billion to industrial sales.

Here’s how agriculture’s impact increased:

- o Sales from farm-related activity and food processing combined rose from \$59.2 billion in 2007 to \$88.3 billion in 2012; an increase of 49.3 percent.
- o Sales related to on-farm activity increased 62.7 percent, from \$12.6 billion to \$20.5 billion.
- o Sales from food processing industrial sales increased from just under \$50 billion to \$67.8 billion; an increase of 35.6 percent.

About one in nine people working in Wisconsin hold a job related to agriculture, the new study indicates. They include farmers, their employees and those providing them with goods and services—veterinarians, crop and livestock

consultants, feed and fuel suppliers, equipment dealers and lenders—as well as those employed in equipment manufacturing and food processing.

The impact varies by region. In southwestern Wisconsin, agriculture accounts for 24,200 jobs or 18.1 percent of total employment, most of it related to on-farm activities. In southeastern Wisconsin, the most urban part of the state, agriculture contributes 50,900 jobs or 4.3 percent of total employment, mostly in food processing. “When we think of agriculture, we must move beyond focusing within farm gate and consider food processing as an important part of the Wisconsin economic cluster,” Deller said.

It’s also important to look beyond dairying, he adds. “Although one may traditionally think of Wisconsin as the ‘Dairy State,’ the truth is that agriculture is diverse and is likely becoming more diversified across the state.

Other parts of Wisconsin agriculture such as the beef industry, vegetables, breweries and more specialized activities like hops, grapes, and wineries are growing in size and importance.”

The full report “Contribution of Agriculture to the Wisconsin Economy: Updated for 2012” is online and can be found at <http://wp.aae.wisc.edu/wfp/contribution-of-agriculture-to-the-wisconsin-economy/>. Support for this work was provided in part by the Office of the Dean, University of Wisconsin-Extension, Cooperative Extension; Office of the Secretary, Wisconsin Department of Agriculture, Trade and Consumer Protection; and the Wisconsin Milk Marketing Board.

## Fall is a good time for sheep-flock inventory

*Rusty Burgett  
Sheep Researcher  
Spooner Ag Research Station*



As the temperatures drop and the grazing season begins to wind to a close, fall is a great time to get caught up on your flock management. Take a look at last year’s production records and isolate the individual ewes that didn’t quite pull their weight last year at weaning time. The usefulness of a ewe should be questioned if she had some type of udder problems, weaned smaller lambs relative to the average or didn’t breed at all last year and ask yourself if she is profitable and really has a place in your flock. As ewes come in on off the pastures, try to replace any lost flock or scrapie ear tags so individual records can be kept and analyzed.

Also, body condition scoring (BCS) your ewes now can pay off down the road because the closer a ewe is to a score of 2.5 or 3 at breeding, the higher the lambing rate and milk production will be of that ewe this coming spring which results in more and heavier lambs at weaning

time. If you don’t know how to body condition score sheep, the small ruminant webpage for University of Maryland has several resources; visit: [www.sheepandgoat.com/mgtpractices.html#BCS](http://www.sheepandgoat.com/mgtpractices.html#BCS). If some ewes have a BCS of less than 2.5, sort them from the rest of the flock and provide them with some extra nutrients such as a higher quality hay and/or supplemental grain. On average, it takes an 11% increase in body weight to increase a ewes BCS by 1 point. If a ewe is bred, that means she has to gain 11% of her body weight in addition to growing 6 to 7% of her body weight in fetus and associated tissues.

Now is also a great time to inventory and analyze your stored feeds for the winter. Traditionally, hay prices increase as winter progresses so buying now can be a tremendous savings. Testing home-grown forages now can eliminate finding out your hay wasn’t as high quality as you first thought and having a problem with ketosis or milk fever at lambing or if your hay is better quality, you can save on grain feeding. Forage testing usually costs \$20-\$30 but it is money well spent in terms of animal health, isolating nutritional short-comings and minimizing metabolic disorders. A little time spent with your flock now can save a lot of lambs and headaches this winter/spring during lambing time. If you have questions or would like more information, contact Rusty Burgett, UW-Madison, Spooner Agricultural Research Station, at [rburgett@wisc.edu](mailto:rburgett@wisc.edu).

## 62<sup>nd</sup> Spooner Sheep Day featured useful topics

*Rusty Burgett  
Sheep Researcher  
Spooner Agricultural Research Station*

The 62<sup>nd</sup> Spooner Sheep Day was held August 16, at the University of Wisconsin-Madison Agricultural Research Station at Spooner. Over 50 attendees listened to presentations on a variety of topics pertaining to sheep production.

The featured presenter was Dr. Reid Redden, sheep extension specialist for North Dakota State University. Dr. Redden presented various methods for synchronizing breeding and lambing periods in the ewe flock utilizing natural methods such as the “ram effect” as well as utilizing exogenous hormones such as cidrs as the gain popularity. Rusty Burgett, sheep researcher at the Spooner Agricultural Research Station provided producers with methods in order to reduce feeding costs of the ewe flock focusing on reducing forage wastage and utilizing concentrate feedstuffs such as cereal grains and ethanol co-products. The morning presentations were rounded off with talks about genetic improvement in the ewe flock utilizing estimated breeding values (EBVs) and the National Sheep Improvement Program (NSIP).

Tom Murphy, PhD student at UW-Madison provided a background on how EBVs are calculated and what traits are used in the calculus. Dr. Reid Redden also presented the benefits of the National Sheep Improvement Program demonstrating how other livestock industries such as beef and dairy cattle have benefited from EBVs and how NSIP can be utilized as a “tool in the toolbox” for sheep producers to make similar genetic progress. Following lunch, producers participated in a commercial market lamb evaluation accompanied by ultrasound evaluation of backfat and loin muscle depth. The session invoking the most discussion among producers was about Caseous Lyphadenitis (CL), provided by Hannah Stellrecht, a sophomore student at UW-Madison and 2014 summer intern at the Spooner Ag Research Station. Infection patterns and rates in the Spooner flock, prevention and eradication of CL were all talked about by Stellrecht followed by lengthy discussions by all present. Proceedings from the event will be available on the UW Small Ruminant Extension website at <http://fyi.uwex.edu/wisheepandgoat/spooner-sheep-day/>.

## Beginning Farmer Course offered November - March

*Otto Wiegand  
Area Agricultural Agent  
Burnett, Sawyer and Washburn Counties*

The Wisconsin School for Beginning Dairy and Livestock Farmers course will be offered locally this fall and winter at the Ag Research Station in Spooner beginning Nov. 6. The course comes through the University of Wisconsin Farm and Industry Short Course and is co-hosted by UW-Extension and the NW Graziers Network.

Delivery will be done through interactive video and audio. Most of the subject materials apply to both grass-based and conventional farming and cover dairy, beef, sheep and goats. An important aspect of the course is business planning. If desired, participants will be able to develop their own business plans by the end of the course. Since the course began in 1995, over 500 students have enrolled statewide and a third of them have gone on to start their own farms.

There are 14 regular class sessions starting Nov. 6. The course is divided into three terms. Classes run from 11:00 AM to 1:30 PM on Thursdays except for one class on the Tuesday before Thanksgiving. Participants who miss a class may catch it later on-line. The entire course may also be taken on line. Participants may opt to take individual class sessions. The cost of the entire course will be \$250 or \$20 per session. Sometimes scholarships are available.

Subjects may vary, but usually include starting a livestock business, whether confinement or grazing, grazing system layout, stray voltage, goal-setting, feeding on pasture, production and marketing of pasture-based beef, goat and sheep dairying, information on beginner loans, enterprise budgets, farm-driven marketing, business plan writing, successful models for business startups, bio-fuels and farm energy, organic farming, low-cost parlors, risk management and environmental stewardship. Additional afternoon topics of interest may be added if requested. Bring your own lunch.

Please register by Nov. 3rd if you plan to attend the entire course. To register or obtain further information, contact Otto Wiegand or Kevin Schoessow at UWEX Spooner at 715-635-3506, or Dick Cates or Nadia Alber in Madison, 608-265-6437. The course is a collaborative effort between the UW-Center for Integrated Agricultural Studies, UW Cooperative Extension, CALS, DATCP, the Technical Colleges and Grass Works.

# Buying and Selling Corn Silage: What's A Fair Price in 2014?

Greg Blonde  
Agricultural Agent  
Waupaca County

### Three commonly used methods for pricing corn silage:

Base price at 65% moisture..... \$ \_\_\_\_\_ / ton

Option #1... 7-9x price of shell corn...  $\$3.25 \times 8 = \$26 / \text{ton}$

Option #2... cost + return...  $\$450 \div 15 \text{ ton/a} + 10\% = \$33 / \text{ton}$

Option #3... 1/4 to 1/3 price of baled hay...  $\$175 \times 0.25 = \$44 / \text{ton}$

Adjusted price for moisture (see table below)..... \$ \_\_\_\_\_ / ton

Base Price (\$ / ton as fed) at 65% moisture						
% Moisture	\$26	\$30	\$34	\$38	\$42	\$46
71 %	\$22	\$25	\$28	\$32	\$35	\$38
69 %	\$23	\$27	\$30	\$34	\$37	\$41
67 %	\$25	\$28	\$32	\$36	\$40	\$43
65 %	\$26	\$30	\$34	\$38	\$42	\$46
63 %	\$27	\$32	\$36	\$40	\$44	\$49
61 %	\$29	\$33	\$38	\$42	\$47	\$51
59 %	\$30	\$35	\$40	\$45	\$49	\$54

Quality adjustment factor for maturity..... x \_\_\_\_\_ %  
(Darby and Lauer, 2002)

- ... pre-tassel = **90%**
- ... silk = **80%**
- ... soft dough = **85%**
- ... early dent = **90%**
- ... 1/2 kernel milk line = **100%**
- ... black layer = **90%**

Adjusted price for moisture and quality..... = \$ \_\_\_\_\_ / ton

### *Estimating Corn Silage Yield*

Two “quick and dirty” ways to estimate corn silage yield are:

#### *Based on Grain Yield*

For stressed corn, about one ton of silage per acre can be obtained from each 5 bushels of grain per acre. For example, if you expect a grain yield of 50 bushels of grain per acre, you will get about 10 ton/acre of 30 percent dry matter silage. For corn yielding more than 100 bushels per acre, about one ton of silage per acre can be expected for each 7 to 8 bushels of grain per acre. For example, 120 bu/a corn grain yield would be approximately 15 tons/a of silage.

**Based on Plant Height**

If little or no grain is expected, a rough pre-harvest estimate of yield can be made by assuming that one ton of 30 percent dry matter silage can be obtained for each foot of plant height (excluding the tassel). On this basis, “waist-high” corn 3-4 feet tall will yield about 3 to 4 tons per acre of silage at 30 percent dry matter.

**Sample Weight Method**

A more accurate way to estimate yields is to weigh the corn plants from a portion of an acre (1/100<sup>th</sup>) in several spots of the field. To do this, determine row width, then cut corn plants in one row for a certain length according to row width in the following table:

Row Length	Row Width
32.50 ft.	30"
28.75 ft.	36"
27.50 ft.	38"
26.25 ft.	40"

Next, weigh the amount of whole corn plant material cut in pounds. Divide the pounds harvested by 4. That’s the estimated tons produced per acre. Follow this method for several areas and average the results.

For example – If the row width was 30" and 32.5 ft. or row was cut and weighed 64 lbs., this field would yield 16 tons of corn silage /acre (64 divided by 4 = 16 tons).

In order to obtain actual tons harvested, weigh each wagon load or count how many feet of silage went into a silo after settling. If you know the silo size, how many feet of silage was put up and what the moisture was, silo charts can be used to calculate tons stored. Dividing stored tons by acres harvested will give you yield per acre.

Finally, multiply your adjusted base price with yield and total acres to determine total value. If the buyer is responsible for harvesting, then use the following 2013 custom rate guide to establish credit toward the final payment.

Pull-Type	With Kernel Processor		Without Kernel Processor	
	\$ / Acre	\$ / Hour	\$ / Acre	\$ / Hour
Chop Only	\$60	NA	\$50	\$115
Chop/Haul/Silo	\$100	\$250	NA	\$150
Self-Propelled	\$ / Acre	\$ / Hour	\$ / Acre	\$ / Hour
Chop Only	\$70	\$350	\$60	\$275
Chop/Haul/Pack	\$125	\$575	NA	NA

For a more in-depth analysis, including value of stover and/or nutrient removal, go to the UW-Extension Team Forage website at:

<http://fyi.uwex.edu/forage/files/2014/01/CornSilagePricingDecisionAidV2-1.xls>

# Free Soybean Cyst Nematode Testing Available

Shawn Conley  
Soybean & Wheat Extension Specialist  
UW-Madison

The WI Soybean Marketing Board (WSMB) sponsors free nematode testing to help producers stay ahead of the most important nematode pest of soybean, the soybean cyst nematode (SCN). Eggs of SCN persist in the soil between soybean crops so a sample can be submitted any time that is convenient. The soil test report indicates the number of eggs in the sample and is useful for selecting the right variety for the next soybean crop. Retests of fields planted with SCN-resistant varieties over multiple years shows how the nematode population is responding to variety resistance and provides an early warning should the nematode population adapt to host genetics.

In the spring of 2012, the WSMB expanded the nematode testing program to include other pest nematodes in addition to SCN. These nematodes are less damaging to soybean than SCN but can cause enough yield loss to warrant treatment. As is the case for SCN, there are no rescue treatments for nematodes so the primary purpose of this year's soil test is to plan for next year's crop. Soil samples collected in corn for nematode analysis have predictive value for explaining yield if they are collected before the corn V6 growth stage. Sampling early in the season will provide information about the risk potential for the current corn crop AND the next soybean crop.

The assays used to recover nematode pests other than SCN in soil require that the nematodes are alive. So, it is important to keep the samples moist and at least room temperature cool. Collecting a sample that includes multiple cores ensures that there will be plenty of root pieces to assay. It is not necessary to include live plants in the sample. The soil test report will indicate which pest nematodes are present and at what quantities and their damage potential to soybean and corn based on the numbers recovered.

Free soil sample test kits are available now and can be requested from Jillene Fisch at ([freescntest@mailplus.wisc.edu](mailto:freescntest@mailplus.wisc.edu)) or at 608-262-1390.

For more information on SCN testing and management practices to help reduce the losses from this pest, please contact: Shawn Conley: [spconley@wisc.edu](mailto:spconley@wisc.edu); 608-262-7975 or visit [www.coolbean.info](http://www.coolbean.info).

## This Quarter's Events

**Contacts:** UW-Extension Ag Agents Otto Wiegand or Kevin Schoessow, Spooner Station, 715-635-3506/ 800-528-1914, Jane Anklam Douglas Co, 715-395-1363, or Jason Fischbach, Ashland & Bayfield Counties, 715-373-6104 x5 for more information.

**Oct 9, Thurs, 10:00 AM or 1:00 PM – Margin Protection Program (MPP) for Dairy Farmers, Alpha** – Burnett Dairy Coop, informational meeting, contact Evie Moore at FSA Spooner, 715-635-8228 x2 (See insert)

**Oct 9, Thurs – Wisconsin Dairy Sheep Summit, Eau Claire** – Exposition Center, contact Alissa Grenawalt 608-890-0432

**Oct 14, Tues, 1 PM - Using Cover Crops Webinar, Siren Gov't Center.** Free, must preregister, contact Kevin Schoessow, 715-635-3506 or 800-528-1914

**Oct 14, Tues, 9:30 AM – Implements of Husbandry (IOH) Seminar, Siren** – Government Center, for local officials, law enforcement, farmers and ag business, new changes in Wis. law for farm equipment on public roads, contact Otto Wiegand, 715-635-3506

**Oct 28, Tues, 1:00 PM – Margin Protection Program (MPP) for Dairy Farmers, Spooner** – Ag Research Station, webinar with Dr. Mark Stephenson, contact Evie Moore at FSA Spooner, 715-635-8228 x2 (See insert)

**Nov 5-7, Weds-Fri – Dairy Sheep Symposium, Chelhalis, WA** – Visit [www.dsana.org](http://www.dsana.org) or call 308-235-5900

**Nov 6-7, Thurs-Fri – 17<sup>th</sup> Annual Farmer Cooperatives Conference, Minneapolis** – Radisson Blu Hotel, sponsored by UW Center for Cooperatives and UW-Extension, register on-line at <http://www.cals.wisc.edu/CurrentPrograms.html> or [www.uwcc.edu](http://www.uwcc.edu), for questions call 608-263-1672

**Nov 6–March 2015 – Beginning Farmer Course, Spooner Ag Research Station** - 14 sessions, 2-3 hours per session, \$250 for full course or \$20 per session, now in its 8<sup>th</sup> consecutive year in this region, contact Otto Wiegand, 715-635-3506 (See article)

**Jan 15-17, Thurs-Sat – GrassWorks Conference, Wisconsin Dells** – Chula Vista Resort, contact Lanice Szomi, 715-965-8324

**Jan 31, Sat – Northern Wis. Beef Producers Annual Meeting, Rice Lake** – Turtleback Restaurant, contact Lori Lyons, 715-210-0049



## High Moisture Shell Corn Pricing App for Android now Available

It's that time of the year when some cattle feeders and or cow calf producers may be looking to buy or sell some high moisture shell corn from or to other farmers.

Pricing Wet (HMSC) Corn is a new free app for Android "smart" phones/tablets that can be helpful for determining a reasonable sale price.

The app is based off a spreadsheet developed by former UW-Extension specialist and educators (Campbell, Key, Frank, Schneider) to help determine an equivalent value for wet shell corn when compared with a dry shell corn price (a link to current local elevator dry corn bid prices is built into the app). The equivalent "wet" price is then calculated and displayed in both price per ton, as well as price per bushel. Additional costs for drying (gas or electric) and/or shelling can also be evaluated under the expense tab. The app also features direct email of results to the grower/client, or even your own desktop computer. The HMSC\$ app is now available on Google Play store (search for HMSC), or by using the following link on your Android device:

<https://play.google.com/store/apps/details?id=com.smartmapps.corncalculator>

For more information contact Kevin Schoessow, Area Ag Development Agent, at [kevin.schoessow@ces.uwex.edu](mailto:kevin.schoessow@ces.uwex.edu), or Ian Grasshoff, app programmer, at [smartmapps@gmail.com](mailto:smartmapps@gmail.com).



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Kevin Schoessow  
UWEX Area Agricultural Agent