

Agricultural Newsletter

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



October-November-December
2015
Volume 21 Issue 4

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Hay Listing Websites Can Help You Buy and Sell Hay

Otto Wiegand
Area Agricultural Agent
Burnett, Sawyer & Washburn Counties

Extension receives many inquiries about how to buy or sell hay. Call your Ag Agent if you don't have access to the Internet. The University of Wisconsin Extension **Farmer to Farmer Hay, Forage and Corn List** appears like this below when you go on-line to this site: <http://farmertofarmer.uwex.edu/index.cfm>.



The **Farmer to Farmer Hay, Forage and Corn List** puts Wisconsin farmers in touch with one another for the purpose of buying and/or selling corn and forage. The Farmer to Farmer list is free of charge to both buyers and sellers. Users can list or search for hay, alfalfa haylage, corn silage, high moisture corn, corn grain, or other forages (i.e., oats, peas, or sorghum-sudangrass). Search just one county or several counties at the same time. UW-Cooperative Extension assumes no responsibility in the transaction of buying or selling the items listed on this web site. All transactions and negotiations are handled directly between buyers and sellers. In order to keep the listing current, please request that you be removed when you have either made your sale or purchase. Listings remain on the site for 60 days, or until you request your listing be removed.

The University of Wisconsin Extension Forage Team: <http://anre.uwex.edu/teams/forage/> maintains a site with access to considerable information including hay lists, weekly hay market prices, events, videos, fact sheets, contact information for diagnostic labs and specialists, etc.

The **Internet Hay Exchange** can be found at this site <http://www.hayexchange.com/index.php>, and contains hundreds of buy and sell listings in the US and Canada, also by state or province. There are other national lists. Many states have their own hay lists. Just look for hay, straw or forage list in your search box.

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produced by
University of Wisconsin-Extension
and
UW-Madison College of Ag & Life Sciences

Representing Burnett, Sawyer, and Washburn Counties:

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Area Ag Development Agent
715-635-3506 or 800-528-1914

Richard Otto Wiegand
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Phil Holman
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Superintendent
715-635-3735

Representing Ashland, Bayfield, and Douglas Counties:

Jason Fischbach
Matt Cogger
Area Agricultural Agents
715-373-6104

Jane Anklam
Horticulture & Agricultural Agent
715-395-1515

University of Wisconsin, United States
Department of Agriculture and Wisconsin
Counties Cooperating. UW-Extension
provides equal opportunity in employment
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requirements.

If you have any special needs or require
special accommodations, please write to
UWEX Area Agricultural Agent, Spooner Ag
Research Station, W6646 Highway 70,
Spooner, WI 54801 or UWEX Area
Agricultural Agent, Ashland Ag Research
Station, 68760 State Farm Road, Ashland, WI
54806.

Invasive Buckthorn Education and Control Meeting

Lisa Burns
Washburn Co Land and Water Conservation



The Washburn County Land Conservation Department and St. Croix-Red Cedar Cooperative Weed Management Area are hosting an educational meeting on Buckthorn. It will be held Thursday, October 8, 2015 from 10:00am-1:00pm at the Stone Lake Wetland Park.

Common and Glossy Buckthorn are invasive shrubs or small trees found throughout Wisconsin that are destroying wildlife habitat and food sources and out-competing native plants. There will be a brief discussion on its environmental impacts, along with some hands-on herbicide application.



The wetland park is 17.4 acres of beautiful boardwalk that leads through a marsh to trails winding through the woods to a gazebo overlooking Stone Lake and the Canadian National Railroad. Much of the property is covered with buckthorn and wetland members have been trying to control it.

For more information, contact Lisa Burns at 715-468-4654 or lburns@co.washburn.wi.us. Please dress for the weather and bring a lunch.

Dairy Partner/El Compañero Newsletter Available for Farm Employees

The Dairy Partner / El Compañero is a bimonthly newsletter geared towards dairy farm employees. The newsletter articles are written by UW-Extension agriculture agents and state specialists and are available in both English and Spanish. The purpose of this newsletter is to provide information directly to farm employees to help them improve their dairy cattle knowledge, maintain farm safety, and improve their way of life.

We extend a sincere thank you to Animart, Inc. and Zoetis for their continued financial support of this newsletter in 2015!

All inquiries can be directed to:
Trisha Wagner, Agriculture Agent
University of Wisconsin Extension, Jackson County
trisha.wagner@ces.uwex.edu
715-284-4257

Dairy Sheep Symposium Comes Back to Wisconsin

*Alissa Grenawalt
University of Wisconsin-Madison*

The 21st Annual Dairy Sheep Association of North America (DSANA) Symposium will be held in Madison, Wisconsin on November 5-7, 2015 with a pre-symposium sheep milk cheese-making course on November 4, 2015.

Twelve presentations by 16 animal scientists, dairy sheep producers, veterinarians, and sheep milk cheese makers and marketers will be held on November 5-6 at the Pyle Center on the University of Wisconsin-Madison campus. A sampling of topics and presenters are: “Milking Machine Basics and Special Considerations for Small Ruminants” by Dr. Doug Reinemann, University of Wisconsin-Madison; “Impacts on Non-GMO Labeling on Artisan Cheese Production” by Cathy Strange, Global Cheese Buyer, Whole Foods Market, Austin, Texas; “Best Practices for Raising Lambs on Milk Replacer” by Dr. Tom Earlywine, Land O’Lakes, St. Paul, MN; and “Principles of Dairy Nutrition” by Dr. Michel Wattiaux, University of Wisconsin-Madison.



Tour buses on Saturday, November 7 will take participants to Cedar Grove Cheese in Plain, Wisconsin operated by Master Cheesemaker, Bob Wills, and to Hidden Springs Creamery in Westby, Wisconsin where participants will visit the modern dairy sheep farm and artisan cheese plant operated by Dean and Brenda Jensen. The pre-symposium sheep milk cheesemaking course will be offered on November 4 at the Center for Dairy Research on the UW-Madison campus for symposium participants and DSANA members for an extra fee.

The complete program and registration and hotel information can be accessed at the DSANA web site (www.dsana.org) or the University of Wisconsin-Madison Sheep and Goat Extension web site (<http://fyi.uwex.edu/wisheepandgoat/>) or by contacting Bill Halligan, DSANA Treasurer, P.O. Box 96, Bushnell, NE 69128 (308-235-5900, bill.halligan@hotmail.com) or Dave Thomas, UW-Madison, 1675 Observatory Dr., Madison, WI 53706 (608-263-4306, dlthomas@wisc.edu).

About Cooperative Extension in Wisconsin

Cooperative Extension is part of the University of Wisconsin System and a division of University of Wisconsin-Extension. Cooperative Extension helps people throughout the state acquire knowledge and skills to ...

- o Solve problems in their businesses and farms.
- o Improve their local governments and neighborhoods.
- o Enhance the quality of their families’ lives.
- o Use natural resources responsibly.
- o Help their children grow and learn.



Extension people work in partnership with people in county, state, federal, and tribal governments; community organizations; volunteers; business; and industry. With faculty in every county and on UW-campuses, Cooperative Extension gives Wisconsin citizens quick and convenient access to University research and knowledge.

UW-EXTENSION EXTENDS THE KNOWLEDGE AND RESOURCES OF THE UNIVERSITY TO THE PEOPLE WHERE THEY LIVE AND WORK.

Calculate Your Financial Ratios for Better Efficiency

Adapted by Greg Blonde, UWEX Ag Agent, Waupaca County

Financial ratios and benchmarks are important for all types of businesses, especially for dairy farms. The following table can be found at this address under the University of Wisconsin-Madison Center for Dairy Profitability: <http://cdp.wisc.edu/pdf/FarmFinancialRatiosandBenchmarks3192009.pdf>.

Farm Financial Ratios and Benchmarks				
Calculations & Implications				
(> = greater than; < = less than)				
Liquidity Analysis	Calculation	Strong	Stable	Weak
Current Ratio	Total Current Farm Assets ÷ Total Current Farm Liabilities	> 1.50	1.00 - 1.50	< 1.00
Working Capital	Total Current Farm Assets – Total Current Farm Liabilities	Compare with business expenses; amount varies by size of operation		
Working Capital Rule**	Working Capital ÷ Total Expenses	> 50%	20 - 50%	< 20%
Solvency Analysis	Calculation	Strong	Stable	Weak
Debt / Asset Ratio	Total Farm Liabilities ÷ Total Farm Assets	< 30%	30 - 70%	> 70%
Equity / Asset Ratio	Total Farm Equity ÷ Total Farm Assets	> 70%	30 - 70%	< 30%
Debt / Equity Ratio	Total Farm Liabilities ÷ Total Farm Equity	< 42%	42 - 230%	> 230%
Profitability Analysis	Calculation	Strong	Stable	Weak
Rate of Return on Farm Assets (ROA) <i>(mostly owned)</i>	(NFIFO* + Farm Interest Expense – Operator Management Fee) ÷ Average Total Farm Assets	> 5%	1 - 5%	< 1%
Rate of Return on Farm Assets (ROA) <i>(mostly rented or leased)</i>	(NFIFO* + Farm Interest Expense – Operator Management Fee) ÷ Average Total Farm Assets	> 12%	3 - 12%	< 3%
Rate of Return on Farm Equity (ROE)	(NFIFO* – Operator Management Fee) ÷ Total Farm Equity	Look at trends and compare to other farm and non-farm investments		
Operating Profit Margin	(NFIFO* + Farm Interest Expense – Operator Management Fee) ÷ Gross Revenue	> 25%	10 - 25%	< 10%
Financial Efficiency	Calculation	Strong	Stable	Weak
Asset Turnover Ratio	Gross Revenue ÷ Average Total Farm Assets	Depends heavily on type of operation and whether it is owned / leased		
Operating Expense / Revenue Ratio <i>(mostly owned)</i>	Operating Expenses (less interest & depreciation) ÷ Gross Revenue	< 65%	65 - 80%	> 80%
Operating Expense / Revenue Ratio <i>(mostly rented or leased)</i>	Operating Expenses (less interest & depreciation) ÷ Gross Revenue	< 75%	75 - 85%	> 85%
Depreciation Expense Ratio	Depreciation Expense ÷ Gross Revenue	compare to capital replacement and term debt repayment margin		
Interest Expense Ratio	Interest Expense ÷ Gross Revenue	< 12%	12 - 20%	> 20%
Net Farm Income From Operations Ratio	NFIFO* ÷ Gross Revenue	Look at trends; varies with cyclical nature of agricultural prices & income		
Repayment Analysis	Calculation	Strong	Stable	Weak
Term Debt and Lease Coverage Ratio	[(NFIFO* + Gross Non Farm Revenue + Depreciation Expense + Interest on Term Debts and Capital Leases) – Income Tax Expense – Family Living Withdrawals] ÷ Scheduled Annual Principal and Interest Payments on Term Debt and Capital Leases	> 150%	110 - 150%	< 110%
Debt Payment / Income Ratio**	Scheduled Annual Principal and Interest Payments on Term Debt and Capital Leases ÷ (NFIFO* + Gross Non-Farm Revenue + Depreciation Expense + Interest on Term Debts & Capital Leases)	< 25%	25 - 50%	> 50%

*NFIFO = Net Farm Income From Operations, excluding gains or losses from disposal of farm capital assets. ** Not an official standard or benchmark, but widely used in the financial industry. Developed by Dr. David Kohl, Agricultural Economist, Virginia Tech University. Modified by Greg Blonde, Waupaca County UW-Extension Agriculture Agent. March, 2009.

LCO Local Food Summit Offers Activities and Education for All

Amber Marlow
LCO College Extension Coordinator

The Lac Courte Oreilles Ojibwa Community College would like to invite you to participate in LCO's Local Food Producer Summit slated for Friday and Saturday, September 25th (3-9pm) and 26th (9-3pm) at the LCOOCC Sustainable Agriculture Research Station located at 13457W Froemel Road, Hayward, WI.

On Friday, the schedule includes a mock GAP audit at the Sustainable Agriculture Research Station in conjunction with UW-Extension, dinner, and an exhibition pow-wow. This is a family friendly event and will include separate tracks and activities for youth ages 3+ (youth must be registered prior to September 21st). Michele Schermann of the University of Minnesota will discuss small farm food safety and good agricultural practices.

On Saturday, the day will begin with a welcome from LCOOCC President Dr, Diane Vertin followed by remarks from Amber Marlow. The remainder of the program will include:

1. Keynote speaker.
2. Breakout sessions on whole farm planning, soil building, farmers markets, producer organizers, funding, etc. Presenters will include Michelle Miller of CIAS at UW-Madison, and Dan Cornelius and Paul DeMain of the Intertribal Agriculture Council.
3. Meet the USDA (5 minutes per agency to highlight programs and funding opportunities for new farmers).
4. 1-hour USDA session - individual meeting time for growers and agency personnel.

The summit is FREE and LCO is offering scholarships for hotel rooms and mileage - priority is given to Tribal programs/producers in the Midwest. Please pre-register and ask for scholarship application by emailing Amber at marlowa@lco.edu or calling 715-634-4790 Ext 156.

The Hayward Area is very busy the weekend of the 25-26th with its Annual Fall Fest event. Many hotels have 5-10 rooms available but were not able to provide blocks. Those hotels include: Comfort Suites, AmericInn, LCO Casino Lodge, and Flat Creek Inn and Suites.

There is a block of rooms at America's Best Value Inn, located on STH 27 in Hayward. The block name is under LCO/ UW-Extension. The rate is \$82/night and the phone number is 715-634-2646, the block will be open until September 19th.



Grass Fed Beef Pasture Walk Focuses on Pasture Management

King Bird Ranch
Douglas County, September 26

Jane Anklam
Agricultural Agent
Douglas County

Gerald and Carole Kroll invite you to attend a Pasture Walk and Livestock Management/Marketing event at their farm on Saturday, September 26, 10:00 – 12:00 noon. The Kroll's King Bird Ranch is located at 5385 South 22 Road, Wentworth, Wisconsin.

The event is free and open to the public. The Krolls manage a Red Angus breed herd and are members of the Wisconsin Grass Fed Beef Cooperative. The session will focus on pasture management for grass fed beef. Renovation, animal nutrition, and nutrient management for quality soils will be discussed with fellow farmers, Randy Gilbertson, Grazing Specialist, Northwest Grazers; and Jane Anklam, Agriculture Educator, UW-Extension. Gary Haughn of USDA-NRCS will be available to answer questions on cost-share for grazing practice implementation, housing and manure management. In addition, Strauss Meats of Milwaukee, promoter and seller of grass-fed beef, will be on hand to discuss the value and "how – to" of marketing quality grass-feed, pasture-raised beef.

For more information, please contact Jane Anklam at 715-395-1515 or jane.anklam@ces.uwex.edu.

Financial Assistance for Abandoned Wells is Available

Lisa Burns

Washburn County Land and Water Conservation

Do you have an unused well on your property? Abandoned and improperly filled and sealed wells pose a significant threat to groundwater quality. If not properly filled with the correct solid material, they can directly channel contaminated surface or soil water into the groundwater. Contaminated surface water can enter a well if the casing pipe does not extend high enough above ground and the well cap has been broken, removed, or if there are cracks or holes in the casing.



Due to groundwater flowing through underground soil and bedrock, contamination that enters old wells can move to nearby drinking water wells, causing many health and environmental concerns. Large open abandoned wells (old dug wells) also pose safety hazards for small children and animals. Improperly filled wells may also lower pressure in neighboring wells

Administrative Code NR 812.26(2)(a) requires abandonment of any well that has been taken out of service or has not been used for three or more years and is not needed by the owner as a source of water in the next six months.

The *County Land and Water Conservation Department* has funding available to properly close a well on your property, paying up to 70% of the costs. A site inspection will help you locate and determine the condition it is in. The work must meet specific approved standards and only licensed well drillers and pump installers may be hired to fill and seal the well. A plan must be approved and a contract signed with the department before any costs can be incurred.

For more information on financial assistance to fill and seal your well, please contact your county Land and Water Conservation Department. For Washburn County, call 715-468-4654.



The **UW-Madison Spooner Agricultural Research Station (SARS)** was recently honored with an Honored Institution Award from the National Weather Service (NWS) for providing 100 years of weather records totaling roughly 36,500 observations.

The Spooner Ag Research Station also provides local weather data upon request to local newspapers, local governments, state agencies and private citizens.

Pictured (left to right) is Steve Gohde, NWS Observation Program Leader; Bob Rand, SARS Superintendent Emeritus and weather observer from 1972-2000; Lorraine Toman, SARS Office Manager and weather observer from 2000-present; and Kevin Kraujalis, NWS Assistant Forecaster.

The Economic Impact of the Wisconsin Beef Industry

*Dr. Amy Radunz
UW-River Falls*

*Dr. Steve Deller
UW-Madison*

Wisconsin's beef industry has grown considerably in the past 20 years. Since 1987, the cattle feeding industry has doubled with over 250,000 head of cattle on feed in the state, putting Wisconsin at 12th in the U.S. in this category. Since 1986, the beef cow inventory in the U.S. has decreased by 8.5%, while Wisconsin's beef cow herd has grown over 44%. In the 10 years from 2003-2013, Wisconsin is only one of ten states that have increased beef cow numbers and it had the second largest growth behind Oklahoma. Much of the state's beef cow herd is located in western and southwestern portions of the state. Grant County, the state's top beef cow county, has nearly 10% of the state's beef cows.

On-farm beef production and beef processing provides 35,100 jobs in Wisconsin, contributes \$2.1 billion in total income, accounts for \$6.94 billion from on farm and processing revenue, and generates over \$200 million in state and local government revenues. For every ten jobs in on-farm beef operations, there are an additional 4.5 jobs supported, and every \$100 of income (wages, salaries, etc.) generated by beef farms provides an additional \$117 of income elsewhere in the Wisconsin economy.

This Quarter's Events

Contacts: UW-Extension Ag Agents Otto Wiegand or Kevin Schoessow, Spooner Station, 715-635-3506, Jane Anklam, Douglas Co, 715-395-1363, Jason Fischbach or Matt Cogger, Ashland & Bayfield Counties, 715-682-8393, Tim Jergenson, Barron Co, 715-537-6250 for more information.

Sept 21-24, Mon-Thurs – Holistic Bison Management Seminar, Birchwood – North Star Bison, Tomahawk Boy Scout Camp, Long Lake - \$595 registration, \$500 for each additional family member, contact Crossroads Consulting, Bozeman, MT 406-581-3038, or Marielle Hewitt, 715-651-8624

Sept 22, Tues, 6-8 PM – Avian Influenza Workshop, Eau Claire – America's Best Value Inn, 809 Clairemont Ave, "Avian Influenza – Lessons Learned and How to Prepare for the Future", RSVP to margaret.proost@wisconsin.gov, DATCP, 608 224-4877

Sept 25, Fri – Registration Deadline for Northwest Cleansweep Program, Spooner – collections in Oct and Nov, contact Jen Barton, 715-635-2197

Sept 25-26, Fri-Sat – 3-9 and 9-3 – LCO Local Food Producers Summit, Hayward – LCO Ojibwa Community College farm, 13457W Froemel Road, please pre-register, contact Amber Marlow at marlowa@lco.edu or 715-634-4790 Ext 156 (See article)

Sept 26, Sat, 10-Noon - Organic Beef Grazing Field Day, Poplar – Kingbird Ranch, contact Jane Anklam, Douglas Co UWEX, 715-395-1363/1515

Sept 29-Oct 3 – Tues-Sat – World Dairy Expo, Madison – Alliant Energy Center

Oct 6, Weds, 10:30-1:30 – Wind Energy Open House, Maple – Jon and Tracy TePoel Farm, 11652 E. Tepoel Drive, Maple, Douglas Co, sponsored by CROPP / Organic Valley, lunch provided, contact Jane Anklam, 715-395-1515

Oct 8, Thurs, 10 AM – 1 PM - Invasive Buckthorn Education and Control Meeting, Stone Lake - contact Lisa Burns at 715-468-4654 or lburns@co.washburn.wi.us (See article)

Oct 10, Sat – Kids & Cows Family Day, Rice Lake – Fairgrounds, N. Wis. Beef Producers, contact Lori Lyons, 715-210-0049

Oct 23-24, Fri-Sat – Cattle Stockmanship Plus Dairy QA and Beef QA Training, UW-River Falls Farm – featuring Curt Pate from S. Dakota – contact Ag Agents Ryan Sterry, 715-531-1930 or Sandy Stuttgen, 715-748-3327

Nov 5-6, Thurs-Fri – 18th Annual Farmer Cooperative Conference, Minneapolis – Radisson Blu Hotel, contact 608-263-1672

Nov 5-7, Thurs-Sat – Dairy Sheep Symposium of North America, Madison – contact Dave Thomas, 608-263-4306 or Bill Halligan, 308-235-5900 (See article)

Nov 7, Sat – NW Graziers Conference, Spooner – tentative, watch for news releases

Jan 14-16, Thurs-Sat – GrassWorks Conference, Wisconsin Dells – Chula Vista Resort, contact Lanice Szomi, 715-965-8324

Jan 14-16, Thurs-Sat – Wisconsin Crop Management Conference and Agri-Industry Showcase, Madison – Alliant Energy Center, advance registrations by Dec 18, contact Wis Agri-Business Assoc, 608-223-1111

Dairy Expansion Decision Support System (DE-DSS) Helps Plan Expansion for Dairy Producers

*Victor Cabrera
Dairy Management Specialist
UW-Madison*

The Dairy Expansion decision support tool is designed to explore projections of dairy farm production and expansion scenarios and simulate specific metrics of their performances. Thus, it provides critical information dairy producers need to actively manage risk on their dairies.

The DE-DSS forecasts a monthly projection of the cash flow (\$ value) aggregated from all animals in the herd in response to factors such as lactation, month after calving, and month in pregnancy according to an expected milk production, feed intake, and labor requirements. The tool offers the possibility to manage scenarios of expansion either by “growing from within” with their own raised heifers or by buying extra heifers in the market. Users have also the possibility to schedule sales of heifers reared on farm and make additional investments with the use of bank loans.

The new web-based decision support tool is available at UW-Extension Dairy Management. Additional web-based tools supporting feeding, heifers, reproduction, genomics, production, replacement, health, financial, price risk, and environment can be found at Decision Support Tools. For more information regarding the Dairy Expansion Decision Support System or other dairy management related decision making tools, please visit UW-Extension Dairy Management or contact UW-Extension Dairy Management Specialist Victor Cabrera at (608) 265-8506 or vcabrera@wisc.edu.



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www.facebook.com/spoonerag

Kevin A. Schoessow

Kevin Schoessow
UWEX Area Agricultural Agent