



CHIPPEWA VALLEY AGRICULTURAL EXTENSION REPORT

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**HAPPY HOLIDAYS
FROM ALL OF US
AT YOUR LOCAL
UW-EXTENSION
OFFICE!**



Upcoming January Meetings—contact local Ag Agent for more info:

Jan. 9th—Reproducing Profitability Workshop in Menomonie & Barron, This solution-oriented workshop will provide farmers with practical ideas delivered by UW experts who will share proven methods and decision-making tools to help them better manage their dairy reproductive program. Menomonie workshop morning and afternoon refreshments will be sponsored by Prairie Ag Supply. Barron workshop refreshments will be sponsored by Lakeland Cooperative and WITC. This workshop is part of the 2013 UW REPRO Road Show Series. Sponsors for this series include: Accelerated Genetics, Adisseo, Animart, Cooperative Resources International (CRI), NorthStar Cooperative and Pfizer Animal Health. Menomonie - Dunn County Judicial Center and Barron – Barron County Electric Cooperative. Cost is \$10 per person. Contact Katie Wantoch, Dunn County, for more information.

Jan. 14th—Farm Financial Recordkeeping Using QuickBooks, CVTC, Menomonie Make plans to attend this hands-on workshop where attendees will receive information for intermediate level users of QuickBooks and discuss questions you have using QuickBooks for your farm's financial recordkeeping. Come to the workshop & learn tips, tricks and updates from other participants as well as from Jenny Vanderlin, Center for Dairy Profitability and Stan Schraufnagel, University of Wisconsin-River Falls. Workshop held at the Chippewa Valley Technical College, Menomonie Campus, 403 Technology Drive, Menomonie WI. Cost is \$10 per person or \$15 per farm. Contact Katie Wantoch, Dunn County, or Mark Denk, CVTC, for more information.

Jan. 23rd-Feb 27th—Annie's Project, A program for beginning farm women or farm women considering a direct marketing enterprise, AgStar Financial Services office, Baldwin A new program has been developed to assist farm women who are just starting or are direct-marketing their farm products in Dunn, Pierce, Polk & St. Croix and surrounding counties. The program will be on six consecutive Wednesday s, starting in January through February. The dates are January 23 & 30 and February 6, 13, 20 & 27, from 10:00 a.m. – 3:00 p.m. The cost for this project has been subsidized through grants and sponsorships, so organizers are able to offer this program for \$40 per participant for the entire six week course. This fee covers materials, speakers, and lunch for the six sessions. For more information, or to register for the class, contact Katie Wantoch, Dunn County.

Feb 25th—Winning the Game, launching your pre-harvest marketing plan, Menomonie This half-day workshop gives you an opportunity to develop your own marketing plan. Workshop sponsored by Bremer Bank. Cost is \$10 per person. Contact Katie Wantoch, Dunn County, for more information.

Randy's Rumors . . .

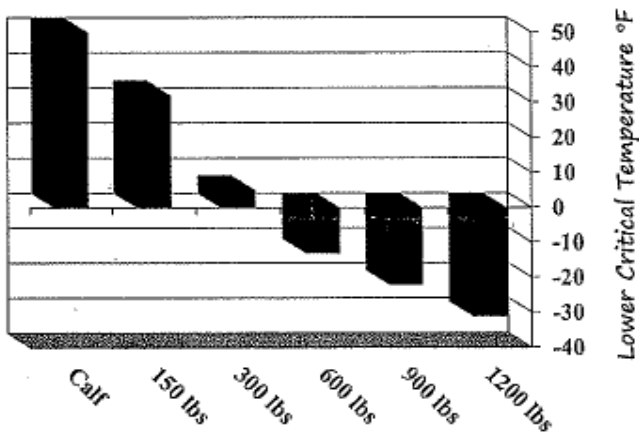


Randy Knapp
Chippewa County Agricultural Agent

Gearing Calves Up for 'Ole Man Winter

As a rule of thumb, if you need to wear a sweatshirt to do chores, temperatures are cool enough to turn your focus on a winter calf management program. Temperatures are now low enough for calves to become cold stressed. The thermal neutral zone (comfort zone) for newborn calves is 50-78°F. Once the temperature reaches below the lower critical temperature of 32°F for our one-month old calves or 50°F for our newborn calves, the energy they consume is now used for maintenance making less available for growth and immune function.

Lower Critical Temperature °F
Holstein Replacement Heifers



If a 100 pound calf has only 1.5 pounds of fat reserves at birth, this fat reserve can easily be depleted within 18 hours under certain conditions. For every 1°F drop below the lower critical temperature, maintenance requirements increase 1%. If increased energy is not provided, calves have the potential to become sick and/or die.

Based on a NAHMS USDA study, only 33% of dairy producers change calf-feeding practices in cold weather. Failure to minimize the effects of cold stress results in depressed immune function, increased risk of sickness, poor response to treatment, decreased growth performance and possible death.

A calf can stand a good deal of cold weather if it is dry and protected from drafts. To minimize cold stress one area of focus is the calf's environment. This environment includes the calf's resting space, feeding area, and walking surface. As temperatures begin to drop in the fall, the following are cold weather comfort indicators:

- A dry, clean place to lie with plenty of clean, dry bedding. Based on UW research, calves tend to lay down nearly 50% of the time during the day and 100% of the time at night. Wet bedding causes the hair coat of the calf to "clump" and lose insulation value. Ideal bedding provides a good base to soak up liquid, provide a "buffer" from the cold ground, provide insulation and allow the calf to nestle. Dairy Calf & Heifer Association (DHCA) gold standards recommend 6 to 12" of bedding per calf or 20-25 pounds of bedding per calf to provide a good base. To maintain the base, 2 to 3 pounds of bedding per day should be added to the pen or hutch. It's the amount of bedding used that is more important than the specific material used.
- Plenty of fresh air with minimal draft. UW-School of Veterinary Medicine research shows as temperatures fall, pneumonia incidences rise. Pneumonia can be attributed to cold stress and calves not meeting their energy need to support their immune systems. Pneumonia can be contributed to air quality as we close up barns during the winter. DCHA Gold Standard indicates indoor ventilation should be 50 cfm during mild weather and 15 cfm during cold weather to provide good air quality while minimizing cold air drafts.
- Provide calf blankets to help keep calves warm. North Dakota State University research shows calves wearing calf blankets during cold weather had 1.4 pounds daily gain from birth to 4 weeks of age as compared to 1.2 pounds of gain by calves with no blanket. Blankets should fit properly and allow room for growth. Blankets should be dry. Monitor blanket usage to minimize sweating or over heating which would affect the insulation value of the calf's hair coat.
- Minimize frost or condensation during very cold weather to minimize bacterial growth in pens and calving environment.

As you manage this winter's calf program, don't forget about the calf's environment and focus on comfort and cleanliness to help your calves thrive this winter season!

Katie's Korner . . .

Katie Wantoch,
Dunn County Agricultural Agent



Establishing a Rental Rate & Agreement That Work: Part 2

The 2012 crop season is now complete and many farmers have taken advantage of the warm fall weather to do some fall tillage and planting of cover crops. If there were any corn fields left standing for the gun deer season, they have since been harvested and the deer have cleaned up what was missed in the fields. Farmers are ready for the holidays and wondering what the New Year will bring. If you own land or rent land, now is the time to review your farmland rental agreement and rental rates.

Last month we talked about the fixed cash rent lease arrangements, which are the most common form of farmland leases. This lease is typically a fixed amount per acre and a simple lease arrangement established between owner and tenant. It provides low risk and return for the landowner, while offering high risk and return for the tenant. There are other approaches for determining cash rental rates as well.

Landowner's Ownership Cost

Under this approach the landowner calculates the cost of resource ownership from the property. These costs might include:

- Land - fair market value of land used for agricultural purposes,
- Interest on land – land value multiplied by opportunity interest rate to estimate annual land charge
- Real estate taxes – actual taxes due annually
- Land development – average dollars spent annually for improvements such as lime, conservation practices, tillage, etc.

Percent of Land Value

Land ownership may be viewed as just another type of asset in a portfolio of investment alternatives. Owners would likely be looking for a rate of return commensurate with other types of investments, adjusted for differences in risk. Comparable investments would include investments of a similar holding period. In the case of land, longer term investments should be used as comparisons. The landowner and tenant are exposed to different types of risk in this scenario. The landowner's primary risk is the potential for land values to decline. The tenant's primary risk is the variability of yields,

market prices and cost of inputs.

In recent years land values have been increasing faster than rents, causing rent as a percent of value to decline. Wisconsin has seen cropland cash rents as a percent of land value decline from 3.7% in 2001 to 2.5% in 2010, per USDA National Agricultural Statistics Service. A partial explanation for this trend is a general decrease in interest rates and returns for alternative investments during the past decade.

Share of Gross Crop Value

Cash rental rates tend to follow the gross revenue from the crops being produced. Gross crop revenue includes potential revenue from the sale of the crop, and can also include USDA commodity payments and crop insurance indemnity payments. Rents have generally averaged about 25 to 30 percent of gross crop revenue from corn and 35 to 45 percent of gross crop revenue from soybeans. The expected yield can be based on actual yields obtained from the farm in recent years. Expected prices can be found by adjusting the relevant harvest time future prices for typical basis values, or checking to see what forward contract prices are being offered by local buyers at the time rent is being determined. These percentages and estimated yields and prices for the coming year can be used to estimate a fair cash rental rate.

Average Yields

A cash rental rate can be based on a farm's average actual yields (e.g. five-year or ten-year average). For example, assume the average rental rates are \$0.53 per bushel for corn and \$1.61 per bushel for soybeans, based on the latest survey information you have collected. If your farm has an average corn yield of 140 bu. per acre this results in a rental rate of \$74 ($\$0.53 \times 140 \text{ bu.} = \74) per acre. An average soybean yield of 46 bushels per acre results in a rental rate of \$74 ($\$1.61 \times 46 \text{ bu.} = \74) per acre. If this method used actual yields produced, it would become a variable rent from year to year. If the rent is based on a constant or expected yield, it is a fixed cash rent. This is a reasonable approach when selling prices are relatively stable over time. It is also useful for adjusting the rental rate for differences in productivity among farms.

Adapted from "Fixed and Flexible Cash Rental Arrangements for Your Farm," North Central Farm Management Extension Committee

CHIPPEWA VALLEY AGRICULTURAL EXTENSION REPORT

Annie's Project

A program for beginning farm women or farm women considering a direct marketing enterprise. This six week workshop series is for beginning farm women or farm women considering adding a direct marketing or value-added component to their current farm business. Annie's Project is an opportunity for farm women to learn about farm management skills and strategies in comfortable settings. Participants will learn about:



- Business feasibility
- Market research
- Preparing to write a business plan
- State & federal regulations and safe food handling
- Agencies, organizations & resource personnel to help you with your farm business planning

Wednesdays, January 23 and 30 & February 6, 13, 20, & 27, 2013, 10:00 a.m.—3:00 p.m.

Location: AgStar Financial Services, 540 Baldwin Plaza Drive, Baldwin, WI 54002

For more information, download a brochure from: <http://dunn.uwex.edu>

Or call Katie Wantoch, Dunn County Ag Agent at 715.232.1636

Registration is \$40 per person for materials, lunch and instructors for the 6-day workshop series. Sponsors:



Buy Local Buy Wisconsin 2012-2013 Winter Workshops Post-Harvest handling and On-Farm Food Safety

Join Atina Diffley, organic farmer and educator, for a day-long workshop devoted to learning about wholesale marketing and post-harvest handling of fruits and vegetables: cleaning, cooling, packing, storage, transport, sanitation, food safety and more! Atina draws on her decades of experience in vegetable production and marketing to provide operators of produce farms of any size with useful, practical, profit-making guidance on how to achieve the highest quality produce for sale.

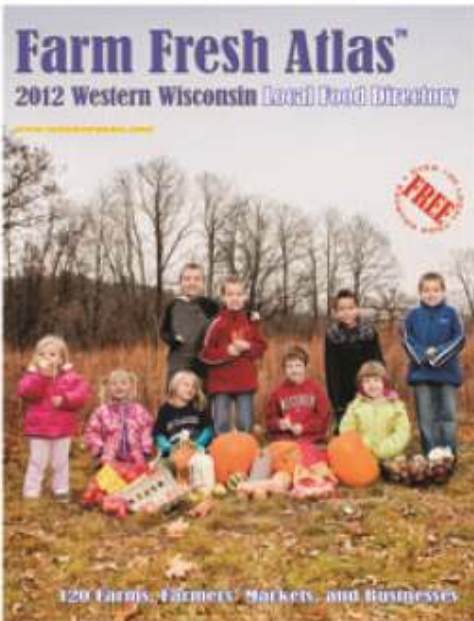
Cost to attend the workshop will be \$9 per person; refreshments and lunch will be provided. **Wednesday, January 23rd, 8:30 - 3:30 pm** University of Wisconsin Barron County, WI or **Friday, January 25th, 8:00-2:30 pm** Webinar- attend remotely for free. **Registration link:** <https://datcpservices.wisconsin.gov/confreq/BLBWOnFarmFoodSafety.jsp>

Workshop co-sponsors and collaborators include Wisconsin Department of Agriculture, Trade and Consumer Protection, FamilyFarmed.org, Wisconsin Fresh Market Vegetable Growers Association, Northwest Wisconsin Regional Food Network, Valley Stewardship Network, Fifth-Season Cooperative, FairShare CSA Coalition, and the Dane County UW-Extension's Institutional Food Market Coalition; with funding support from the USDA Risk Management Agency and the Wisconsin Department of Agriculture Specialty Crop Block Grant.

For more information about these workshops, contact Rice Lake: Tracey Mofle, 715-790-9177 or tmofle@yahoo.com or Madison: Laura Witzling, 608-224-3710 or witzling@countyofdane.com

2013 FARM FRESH ATLAS APPLICATION

WESTERN WISCONSIN (18 COUNTY REGION)



The *Western Wisconsin Atlas* was started in 2006. It lists farms, farmers' markets, and businesses that sell and support locally grown food and use sustainable production and business practices. The 2013 hardcopy of the *Atlas* will be available in early April 2013. It will be released at UWEC when Will Allen from Growing Power speaks at the university.

30,000+ copies will be distributed throughout western Wisconsin, including the Twin Cities.

The Western Region consists of: Barron, Buffalo, Burnett, Chippewa, Clark, Dunn, Eau Claire, Jackson, La Crosse, Monroe, Pepin, Pierce, Polk, Rusk, St. Croix, Sawyer, Trempealeau, and Washburn counties. The *Atlas* will also be distributed in the Twin Cities area.

Interest and purchasing of local food is on the rise, with several counties in the region seeing over a 100 percent increase between 2002 and 2007*.

* courtesy of the USDA 2007 Census of Agriculture
The Wisconsin counties above experienced an 86 percent increase in value of direct market AG products sold between 2002 and 2007 (50 percent statewide), with nine exceeding 100 percent. The 18 Wisconsin counties totaled \$9 million and the seven major Twin Cities counties \$8 million in direct market sales in 2007.

INFORMATION ABOUT THE ATLAS

WHAT IS THE FARM FRESH ATLAS?

The *Atlas* is a publication that lists farmers and businesses that grow, sell, and support locally grown food. This directory includes:

- Farms that direct market
- CSAs
- U-pick farms
- Retailers/Restaurants
- Sponsors
- Farmers' markets

Participants must be family/cooperatively owned and sign a pledge that affirms their commitment to reducing chemical use, raising animals humanely, conserving the environment, and treating workers fairly.

WHY SHOULD I LIST IN THE FARM FRESH ATLAS OF WESTERN WI?

Help your customers find you. The *Atlas* and website puts you on the map. In addition, the *Atlas* helps build our culture of eating local food. The *Atlas* will be distributed at libraries, tourism offices, grocery stores, UW-Extension offices, farmers' markets,

through businesses that sponsor the *Atlas*, etc., and any other business/organization that wants to provide them.

WHO'S BEHIND THE ATLAS?

Farm Fresh Atlas is a trademark of Research, Education, Action, and Policy on Food Group, Inc. used by permission by grassroots coalitions throughout Wisconsin to produce five independent atlases. The West Central Wisconsin Regional Planning Commission is leading the project for the *Western Wisconsin Farm Fresh Atlas*.

HOW TO PARTICIPATE

Fill out and return the application form on the back.

Contact Eric Anderson for more information: eanderson@wccwrpc.org or 715.836.2918.

The 2013 paper atlas and website will be available in early April.

HOW MUCH DOES IT COST?

FARMS

- farms – \$50
- farms with 1/8 page ad – \$150

NON-FARM BUSINESSES

Businesses or organizations interested in supporting the development of a local food system and a healthy farm community may place a listing with or without an ad in the *Atlas*.

(All ad prices include listing)

- Listing only – \$150
- 1/8 page ad – \$200
- 1/4 page ad – \$300
- 1/2 page ad – \$600
- One page ad – \$1,200

FARMER'S MARKET

All farmers' markets are free. Days and hours will be listed.

Applications are due January 13, 2013.

CHIPPEWA VALLEY AGRICULTURAL EXTENSION REPORT

Local Group of Landowners in Northeastern Dunn County looking into an Agricultural Enterprise Area (AEA)

Recently, a group of landowners located in the townships of Grant, Sand Creek, Colfax, Otter Creek and some in Chippewa County are in the process of petitioning to establish an AEA. This would be the first AEA in Dunn County. This designation from the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) would bring protection on farm related activities for decades to come. So what is an AEA? See below for information.

An AEA is part of the new Working Lands Initiative, which was setup to replace the original Farmland Preservation Program that many farmers are involved with. An AEA is a tool that can be used to protect the agricultural land base for continued production. In addition, the designation can help to promote investment in agriculture, agricultural infrastructure and agricultural-related businesses. Once an AEA is designated, the eligible farm owners within the area could consider voluntary signing a farmland preservation agreement with the state to protect the land for agriculture and collect state tax

credits that are much higher than the previous Farmland Preservation Program that ended in 2009.

There have been meetings at the Town of Grant town hall the past year to explain the program and answer any questions how it would affect citizens of the area. The meetings have been successful and a core group of landowners are pushing forward to apply by the next deadline on March 13, 2013. Dunn County Planning and Land Conservation Departments have been involved in collecting the data and starting to fill in the application. We are looking to get the word out to other landowners in the area that are interested in being a part of the planning process or joining the group by being in the designated area. For any questions, please contact either office at Dunn County at 715-232-1496 (LCD) or 715-231-6522 (Planning) for more information. You can go to this website to see more details http://datcp.wi.gov/Environment/Working_Lands_Initiative/AEA/index.aspx.

For more information, you can attend a webinar at the Dunn County Government Center, 800 Wilson Ave, Menomonie on **January 3rd** at 2:30pm in room 122/124 (County Board Room).



SAVE THE DATE

The Red Cedar Conference

Thursday, March 14, 2013

University of Wisconsin-Stout
Memorial Student Center
Menomonie, Wisconsin

Learn more at
www.uwstout.edu/profed/redcedar

THURSDAY
MARCH 14, 2013

14



How does the economic and environmental health of the Red Cedar watershed affect you?

Economic Development – Profitable Farming – Water Quality –
Recreational Activities – Tourism – Property Values

Whether you farm, live along the water or live in town, this impacts all of us. Join us for a day of exploring how we can all be part of the solution.

Planned Keynote Speakers:

- Mr. Buddy Huffaker, President and Executive Director
The Aldo Leopold Foundation
- Dr. Elisabeth Hattahy, Assistant Professor
Biological Sciences, University of Wisconsin-Whitewater
- Dr. Cary P. Green, Professor
Community & Environmental Sociology, University of Wisconsin-Madison

CALENDAR OF EVENTS

JANUARY 2013

- 1** UWEX County Offices Closed in Observance of New Year's Day
- 3** Western Wisconsin Ag Lenders Conference, Stout Ale House, Menomonie
- 8** UW Agronomy Update Meeting, 7:30am, Holiday Inn Campus, Eau Claire
- 9** UW "Reproducing Profitability" Reproductive Management workshop, Dunn County Judicial Center, Menomonie
- 9** UW "Reproducing Profitability" Reproductive Management workshop, Barron Electric Cooperative, Barron
- 14** Farm Financial Recordkeeping Training Using QuickBooks, CVTC, Menomonie
- 15-17** Wisconsin Crop Management Conference, Alliant Energy Center, Madison
- 17-19** Wisconsin Grazing Conference, Patriot Center, Wausau
- 20-22** Fruit and Vegetables Growers Conference, WI Dells
- 22-23** Rice Lake Area Farm Show, Rice Lake
- 22-23** Midwest Forage Assn, WI Custom Operators Assn, WI Nutrient Applicators Assn, Chula Vista Resort, WI Dells
- 23** 6th Annual UW/UWEX Agricultural Economic Outlook Forum, webinar broadcast
- 24** Wisconsin Regional Corn Conference, Black River Falls
- 23,30** UWEX Annie's Project for Beginning Women & Value Added Farmers, Baldwin
Continues six Wednesday's between January 23-February 27, 2013
- 30** Pesticide Applicator Training, Peoples State Bank, Bloomer
- 31-1** Wisconsin Corn Soy Expo, Kalahari Resort, WI Dells

FEBRUARY 2013

- 6, 13, 20, 27** UWEX Annie's Project for Beginning Women & Value Added Farmers, Baldwin
Continues six Wednesday's between January 23-February 27, 2013
- 1-2** Wisconsin Local Food Network Annual Summit, Northland College, Ashland
- 2** Eau Claire Master Gardener Association "Ready, Set, Grow!" Seminar, Eau Claire
- 2** Indianhead Sheep Breeders Conference, Rice Lake
- 5** Pesticide Applicator Training, Dunn County Judicial Center, Menomonie
- 15** WI DNR & UWEX CAFO meeting, Barron
- 20** Pesticide Applicator Training, Timbers Restaurant, Stanley
- 23** Chippewa Valley Master Gardener Association "Thing Spring" Seminar, Chippewa Falls
- 25** UWEX Winning the Game: Launch and Land Pre-Harvest Grain Marketing Plan, Menomonie
- 28** Pesticide Applicator Training, Dunn County Judicial Center, Menomonie

MARCH 2013

- 1** UWEX Winning the Game: Launch and Land Pre-Harvest Grain Marketing Plan, Barron
- 2** Dunn County Master Gardener Association "Spring Begins" Seminar, Menomonie
- 5-6** Eau Claire Area Farm Show, Eau Claire
- 12-14** Midwest Poultry Federation Convention, St Paul, MN
- 14** The Red Cedar Conference, UW-Stout Memorial Student Center, Menomonie
- 15-16** Wisconsin Ag Women's Summit, Marriott West, Madison
- 21** Pesticide Applicator Training, Chippewa County Courthouse, Chippewa Falls

JULY 2013

- 9-11** Wisconsin Farm Technology Days, Barron County—Breezy Hill Dairy, Alex & Mary Olson, Dallas

For statewide UW-Extension agriculture events, please visit <http://bit.ly/ANRECalendar>