UW Extension Cooperative Extension

Your county extension office

Chippewa Valley Agricultural Extension Report

Dunn County – 715-232-1636
Katie Wantoch – Agriculture Agent
Specializing in Economic Development
http://dunn.uwex.edu

Eau Claire County – 715-839-4712
Mark Hagedorn – Agriculture Agent
Erin LaFaive – Horticulture Educator
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Chippewa County – 715-726-7950
Vacant – Agriculture Agent
Jerry Clark – Crops & Soils Educator
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Volume 4 Issue 1 **Winter 2013/2014**

In this issue:

WI Farm Fun Facts

- WI net farm income was up 14% in 2013 for total of $3.75 billion.
- Milk production set a new record in 2013—27.7 billion pounds—9th year of growth
- Annual milk per cow increased to 22,000 pounds in 2013

Upcoming Meetings—contact local Ag Agent for more info:

February 11, 4 & March 5—UWEX Winning the Game: Launch and Land Pre-Harvest Grain Marketing Plan, Feb 11 in Ridgeland, Feb 24 in Bloomer & Mar 5 in Altoona. This half-day workshop gives you an opportunity to develop your own pre-harvest marketing plan. UW-Extension County Agriculture Agents and Commodity Marketing Specialist Brenda Boetel will present this workshop that simulates real-life grain-marketing decisions, enabling farmers to practice marketing without the risk of losing actual money. Participants will learn about the recent season price trends in commodity grain markets and the role of crop insurance in their marketing plan. Workshop sponsored by AgStar Financial Services. Cost is $10 per person. Contact Katie Wantoch, Dunn County, or dunn.uwex.edu for more information.

February 12—UWEX Crop Scouting with Technology workshop, Citizens Connected Building, New Auburn. This workshop is for those interested in learning how to utilize iPads or tablets and social media or agricultural applications. Taught by UWEX Broadband Educator Jill Hietpas. Contact Jerry Clark, Chippewa County or Chippewa.uwex.edu for more information.

February 15 & 22—UWEX Annie's Project: Farm Financial Management Series for Farm Women, Baldwin. This series is for farm women who are interested in learning or improving their farm financial management skills, which is part of the fabric of farm life and farm business. This series will be inter-active between speakers and participants with in-class exercises to assist you in learning about farm financial management. This series is a "chalk talk" presentation style lead by Nate Splett, Professor Emeritus, University of Wisconsin– River Falls Department of Agricultural Economics, and UW-Extension Agriculture Agents Katie Wantoch, Dunn County, Jennifer Blazek, Polk County and Ryan Sterry, St. Croix County. Cost is $20 per person. Contact Katie Wantoch, Dunn County, or dunn.uwex.edu for more information.

March 7—UWEX Dairy Well-Being Conference, Eau Claire. This one day statewide conference will address the issue of animal handling and well-being. Dairy and beef producers, veterinarians, farm service providers, educators, emergency managers, first responders and elected officials are encouraged to attend. The conference focuses on expanding awareness and understanding about how dairy and beef animals are cared for and what the implications could be for Wisconsin farmers and agriculture industry. The cost is $40 per person ($75 with CE credits) for those who register by March 1. Registration will be $50 ($85 with CE credits) after March 1. Go to http://fyi.uwex.edu/animalhusbandryconference/ contact Mark Hagedorn, Eau Claire County for more information.

Greenhouse Gossip...Erin LaFaive, Eau Claire County Horticulture Educator

Starting Seeds Indoors

Do you want to get ahead of the growing season? Do you want to plant vegetables need a longer growing season? Do you want to grow a plant that you can't find in the stores? Then start your own seeds indoors.

Many plants do better if started indoors because they may need a jump start on the growing season since the northern Wisconsin season is shorter than they may need. And some seeds have a difficult time germinating in the early season of Wisconsin's weather. Tomatoes and peppers are a great example of plants that need longer growing seasons than northern Wisconsin can provide.

Containers
Any type of container can be used to start seeds as long as it is sterilized before planting and has drainage holes at the bottom. To sterilize pots, soak the containers in a 10% bleach mixture and thoroughly rinse. Single celled pots are sold in stores and generally only a seed or two are planted in one cell. Mass-sowing seeds are done in flats that do not have dividers which require transplanting after the seedling is bigger.

Soil
Use a seed starting mix or other soil-less indoor plant mixture. These types of soils have been sterilized and contain smaller particles that the embryos have an easier time pushing through. In addition, they are light weight and drain well. If you want to create your own mixture use a pasteurized mixture of equal amounts of soil; sand, vermiculite or perlite; and peat moss.

Planting
Moisten the soil before you add it to the containers. It shouldn't be soggy. The general rule for planting depth is 4 times the thickness of the seed. Also, check the seed packet for recommendations. Some seeds are very small and hard to see. In those cases mixing the seed in sterile sand can help you see where you are spreading the seed. Very small seeds are simply sprinkled over the top of the soil. To cover seeds use vermiculite or a layer of screened potting mix you are already using over the seeds. Leave about a ¼ of an inch from the top of the container to allow enough room for the vermiculite.

Germination
Cover the planted seeds with plastic leaving an inch to inch and a half gap. The plastic helps to keep the soil from drying out and traps some heat. A heating source underneath the seeds will speed up germination. Place them in a window with moderate light but not in direct sunlight. The temperatures should be 55 to 60 degrees F at night and 65 to 70 degrees F during the day.

Watering
Keep the soil moist but be careful not to overwater. Using a spray bottle works great for tiny seeds because a strong stream of water may move the seeds around too much. Even a stream being poured from a glass of water can be too strong. Watch for the growth of mold which generally it looks like white fuzz on the soil surface. If you see that growing take off the plastic. When the first seedlings appear take off the plastic. This is also the time they need stronger light so they require a south facing window or artificial lights.

My plants are lopsided! My plants are spindly! This can be prevented by turning the container as the seedlings grow and by giving enough light. Fluorescent lights are another source of lighting. They need 16-18 hours of light. One warm-white, 40-watt bulb and one cool-white, 40-watt bulb used together are adequate for seed starting and seedling growth. You can also use fluorescent lights or grow lights.

Gradually acquaint the seedlings to outside by first starting with an hour and working up. The seedlings are not use to fluctuating temperatures, wind, and the sun. These are general indoor seed germinating rules. By reading the seed package you will likely find more detailed information on seed depth, germination time, and any other specialized requirements.

Katie's Korner . . .

Katie Wantoch,
Dunn County Agricultural Agent

The volatility in crop commodity prices has made it essential for producers to accurately project the potential profitability of the crop that they will plant for the upcoming year. Cost of production spreadsheets and grain marketing workshops are available from the Dunn County UW-Extension office.

Calculating Crop Cost of Production

Enterprise budgets for crop production are increasingly important as the market price for grain commodities and the cost of inputs to grow these commodities continues to be volatile each year. UW-Extension agriculture agents identified a need for a simple and concise way to compare the potential production costs and returns for various crops. There are numerous spreadsheets that have been developed as a way for producers to compile sample enterprise budgets for their operations. Most of these spreadsheets are extremely detailed and complicated for those producers with limited computer knowledge. According to the 2013 edition of the Wisconsin Agricultural Statistics provided by USDA's National Agricultural Statistics Service (NASS), 76 percent of farms had computer access while only 46 percent of farms used a computer for their farm business.

In response to this need, an Excel workbook with individual budget spreadsheets for corn, soybeans, winter wheat, seeding alfalfa and established alfalfa was developed. Detailed directions are provided as the cursor is moved from cell to cell in the Excel spreadsheet. Each spreadsheet is concise enough to print on a standard 8½ x 11 sheet of paper and complete as well.

Producers are able to customize the spreadsheet for input costs, including the cost per ton for the fertilizer that is used as well as the amount applied per acre. Seed cost is calculated by entering the cost per bag and the population being planted. Tillage costs are covered by using custom rates for each operation. The grower may change these rates and simply enter a 0, 1 or 2 to indicate which tillage system is used and how many passes are made in the field.

Harvest, drying and trucking charges are included for harvest expenses or may be adjusted to local costs. A cell is incorporated for land cost to determine whether it is owned or rented land. At the bottom of the spreadsheet the producer is able to enter the expected yield and the anticipated selling price for the commodity.

The corn and soybean budget spreadsheets also have a sensitivity analysis table included. This table allows the producer to make changes to their cost of production along with adjusting the sales price of the commodity. These adjustments permit the producer to review how 10 and 20 percent positive and negative yield and price changes of the commodity may affect their net return per acre.

The main goal of this project was to develop an understandable, easy to use Excel spreadsheet to input the major expenses in a crop production enterprise. Producers have stated that they are concerned with covering their major costs for this upcoming crop year while still being able to compare the potential returns from alternative crops.

This Crop Budget Analyzer Excel spreadsheet is available for download from the Dunn County UW-Extension website - http://dunn.uwex.edu/agriculture/.

Grain Marketing Workshop for Crop Producers

"Winning the Game™: launch your pre-harvest marketing plan" workshops will again be offered in 2014. These half-day workshops are filled with practical, easy-to-execute advice to help producers secure a good average price for their crop.

Workshop dates are scheduled for 3 locations in the Chippewa Valley from 10am to 3pm. Lunch and materials are included with a registration fee of $10. Workshops are being held February 11 in Ridgeland, February 24 in Bloomer and March 5 in Altoona.

UWEX Agriculture Agents and Grain Marketing Specialist Brenda Boetel will present this workshop that simulates real-life grain-marketing decisions, enabling producers to practice marketing without the risk of losing actual money. During the program, participants put their marketing skills to work, making grain marketing decisions based on actual market information.

Katie's Korner . . .

Katie Wantoch,
Dunn County Agricultural Agent

Farm Succession Facilitation Offered

Farm succession is a process that can take years to implement and complete. For many farmers it is a process that happens once or twice in a career. In comparison, daily farm tasks and production management decisions can provide more immediate gratification to managers. For these reasons, it is easy to delay and avoid retirement and farm succession planning.

Age of Farmers Increasing

Yet the need and requests for farm succession education and facilitation continues to increase. Farmers are considerably older than the rest of the U.S. labor force. Over 25% of all farmers, and about half of all agricultural landlords are 65 or older, compared with only about 3% of the overall labor force. Older farm operators and landowners operate over one-third of all farm assets and are staying on the farm longer than previous generations. The 2007 U.S. Census of Agriculture noted that the fastest growing group of farm operators is those 65 years and older, with a 22% increase over the 2002 Ag Census data. While Wisconsin principal operators' average age is one of the younger averages, Wisconsin's average age of the principal operator continues to move upward, from 52 years in 1997 to an average 55 years in 2007.

UWEX Can Provide Assistance

UW-Extension has developed and offered several types of educational and informational workshops to help farm businesses with their farm succession questions. These workshops range from one, two, three and even four day workshops. Returning to the Farm, a 4 day program held at UW-River Falls, goal is to provide farms considering a multiple generation business the opportunity to begin the conversation and investigate the possibilities of farming together. The program is an opportunity for students and their families to discuss individual issues related to their farm transfer. At the end of the session participants have an action plan for their next steps in the process and access to specialists and county faculty for continuing support with their families' farm succession.

Shifting Gears in Your Later Farming Years is a two day workshop series that focuses on retirement planning. The series also addresses estate, financial as well as lifestyle transition issues. This series will be offered in March with location TBD in the Chippewa Valley.

UW-Extension educators also assists farm businesses as facilitators of the farm succession discussion. The facilitator can assist, guide and coach the farm business through a process that will result in a farm business succession plan. It is the facilitator's responsibility to manage the process. Those involved in the farm business are responsible for the decisions made and the final outcome. Katie Wantoch was trained as an International Farm Transition Network's Certified Farm Succession Coordinator in September 2012. She is available to facilitate the farm succession discussion for your farm business.

The goals of UW-Extension's farm succession educational programs include:

- Raise awareness of the issues
- Motivate farmers to take action
- Assist with goal and priority clarification
- Offer options and a framework for evaluation of those options
- Develop action steps
- Make their time with other professionals more effective and efficient.

Please contact Katie Wantoch at 715-232-1636, katie.wantoch@ces.uwex.edu or your local UWEX Agriculture Agent for more information on upcoming UW-Extension Farm Succession workshops or one-on-one assistance with your farm succession discussion.

Jerry's Jargon

Jerry Clark
Chippewa County Crops & Soils Educator

State of the Alfalfa Address

President Obama gave his State of the Union address and Governor Walker gave his State of State address and so I felt motivated to give the state of alfalfa address. As these are challenging times with commodity markets moving up and down (mainly down recently), alfalfa continues to hold its value as we charge headstrong into the 2014 growing season. Alfalfa can promise an RFQ in every pot (provided it is tested).

Existing Alfalfa Stands

Below normal temperatures throughout most of the winter has some questioning the winter survival and toughness of existing alfalfa stands. New alfalfa varieties are much more winter hardy than those of just a few years ago. As long a good management practices are followed such as proper fertilization and pest and harvest management, alfalfa can survive a long cold winter. So, you may ask, "What happened last year when we lost a large percentage of existing alfalfa acres and the winter was not as cold?" One suggestion was 2012 was a long growing season with extra cuttings harvested and severe drought in the fall. Alfalfa may have been stressed going into the winter of 2012-2013 and thus suffered winterkill in the spring of 2013.

Soil Temperature

The current winter is definitely colder than 2012-2013. The crown of the alfalfa plant is what needs to survive to begin regrowth in the spring and the area of the crown can tolerate temperatures to about 15°F. This is not very tolerable when you consider -25°F to -30°F temperatures experienced lately. However, it is the soil temperature, not the air temperature, we need to consider when addressing the state of alfalfa. The 2" to 4" depth below the soil surface is the crucial temperature we need to observe. As long as the soil temperature in this zone remains above 15°F, then alfalfa has a better chance of winter survival.

Snow Cover

Snow cover is alfalfa's best friend when it comes to winter survival. Snow cover came early this winter and continues to reside on the fields. Only two to four inches of snow cover is needed to keep the soil temperature above the crucial 15°F and we are way above the four inch level. This is a positive indicator that alfalfa may be in good shape as we head toward spring.

Harvest Management

An issue that may stress alfalfa more this winter is the harvest management from fall of 2013. With low forage inventory due to 2012-2013 winterkill and drought issues, several alfalfa fields were harvested late and may have used up valuable carbohydrate to regrow prior to freeze up last fall. If carbohydrates stored in the roots are low, risk to winterkill or injury increases. Again, newer alfalfa varieties can handle more stress and may not show effects of late fall harvest and it is just another factor to consider when assessing alfalfa stands in a few months.

Soil Moisture

The final issue to address regarding the state of alfalfa is soil moisture as it was ample going into the winter season. Based on the Wisconsin Agriculture Statistics Service Wisconsin Crop Progress Report, on November 24, 2013 top soil moisture was reported as 74 percent adequate and 9 percent surplus. Surplus fields experiencing ponding of water could have ice issues which could smother existing alfalfa stands. If no excess water was on the fields as freeze up occurred, ice should not be an issue and alfalfa should be protected by the snow cover.

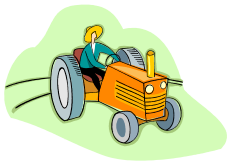
Spring Challenges

The last challenge alfalfa will face as winter gives way to spring, will be freezing, thawing, and heaving potential. There is not much to do to protect against heaving and breaking of the taproot or crown damage so all we can do is wait and see how Mother Nature treats these fields this spring. Overall, alfalfa should be in good shape under all the snow and hopefully the 2014 alfalfa fields are in better shape than they were in 2013.

Photo Courtesy of Wisconsin Milk Marketing Board

Mark's Musings...

Mark Hagedorn,
Eau Claire County
Agricultural Agent



The Cost of Raising Dairy Replacements

Raising dairy replacements continues to be expensive. The cost of raising calves and heifers is often the second highest expenditure on dairy farms after milking herd feed costs. With increases in feed, fuel and fertilizer prices, it's no surprise that dairy replacement rearing expenses have gone up as well. But, just how much does it cost dairy farm owners and custom growers to raise these calves and heifers?

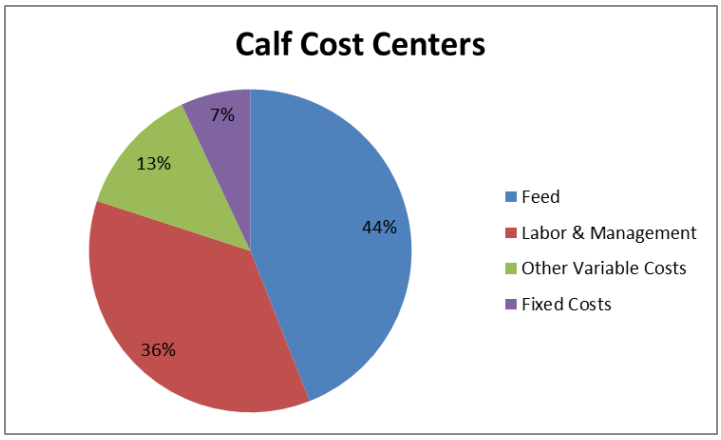
UW-Extension agriculture agents collected data from 36 dairy farms and custom calf and heifer growers from across the state during early spring of 2013. The data was entered into an "Intuitive Cost of Production Analyis" (ICPA) computer model. UW-Extension was then able to determine average calf and heifer raising costs in the areas of feeding, management, housing, and labor. A few assumptions were made to standardize certain input costs. Those assumptions are listed in the chart. All other numbers used in the study were producer-specific and represent real farm costs.

Key Assumptions - 2013

Item	Assumption
Calf Value	$150
Labor (paid and unpaid)	$13/hour
Management (paid and unpaid)	$22/hour
Interest Rate	4.5 percent
Housing	
Homemade Calf Hutch	$200
Purchased Calf Hutch	$400
Greenhouse Barn	$10/sq. foot
Post frame Calf Barn	$15.50/sq. foot
Bedded Pack Barn	$18.50/sq. foot
Free Stall Barn	$20.00/sq. foot
Mound System	$0.10/sq. foot
Concrete Lot	$3.00/sq. foot
Dirt Lot	\$.010/sq. foot
Feed	
Legume Silage (100% DM)	$200.00/ton
Corn Silage (100% DM)	$140.00/ton
Corn (100% DM)	$250.00/ton
Soybean Meal (100% DM)	$375.00/ton
Cow Refusals (100% DM)	$150.00/ton

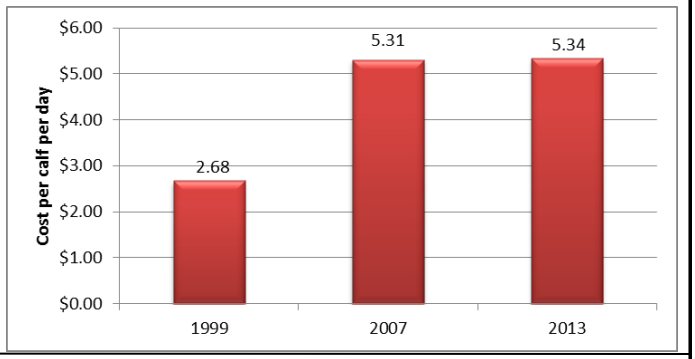
The Calf Enterprise

In this study, a calf was defined as an animal raised from birth until she was moved into group housing. Three types of operations were interviewed: tie stall, free stall, and custom growers. Calf rearing expenditures were broken into four management areas: feed cost, labor and management, variable costs (veterinary service, bedding, death loss, and interest) and fixed costs (housing and equipment). Feed cost proved to be the most expensive cost associated with raising calves. It cost approximately $165 per calf ($2.40 per day) in feed cost. Feed costs included liquid feed (milk replacer or pasteurized milk), starter, and forages. Labor and management costs were the next largest expense at $134 per calf ($1.95 per day). Other variable costs were approximately $41 per calf ($0.64 per day), while fixed costs averaged $23 per calf ($0.35 per day).



The average total cost to raise a calf was $363 per calf or $5.34 per calf per day.

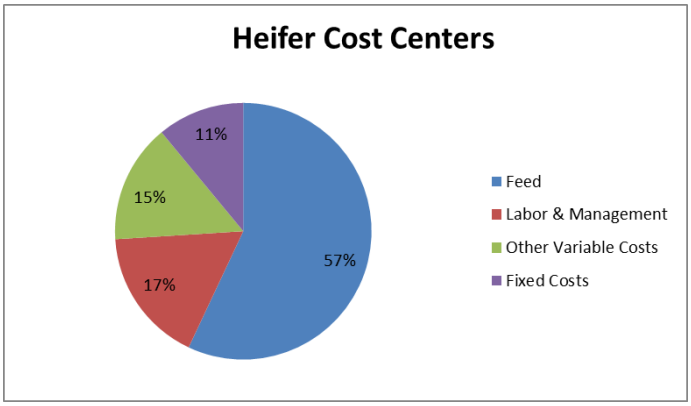
The cost for raising wet calves ranged from $3.81 to $5.59 per calf per day with the average being $5.34 per day over 68 days. Costs associated with raising wet calves based on the three UW-Extension trials conducted in 1999, 2007 and 2013 are shown in the graph.



The Cost of Raising Dairy Replacements – 2013 (continued)

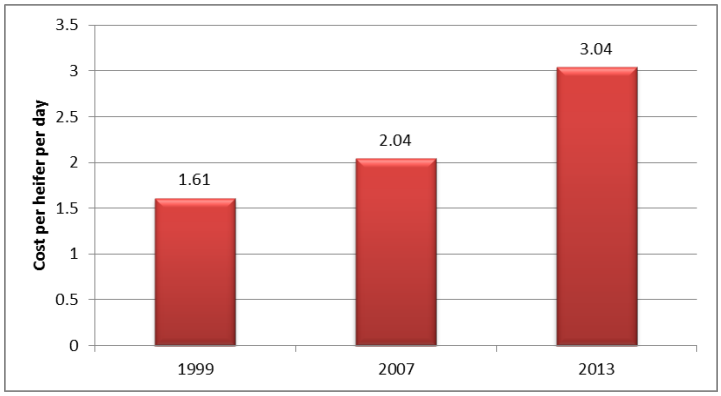
The Heifer Enterprise

In this portion of the study, a heifer was defined as an animal raised in a group setting until freshening, or in the case of the custom heifer grower, the time the heifer was returned to the producer. Heifer rearing costs were again broken into four management areas. Feed cost proved to be the most expensive cost associated with raising the heifers. Feed costs accounted for approximately $1,046 per heifer ($1.71 per day). Labor and management were the next largest expense at $333 per heifer ($0.54 per day). Other variable costs were approximately $274 per heifer ($0.44 per day), while fixed costs averaged $210 per heifer ($0.35 per day).



The average cost for raising a dairy heifer from weaning to freshening (or returned to the dairy by custom grower) was $1,863 per heifer or $3.04 per day (range was $2.57 to $3.20 per heifer per day).

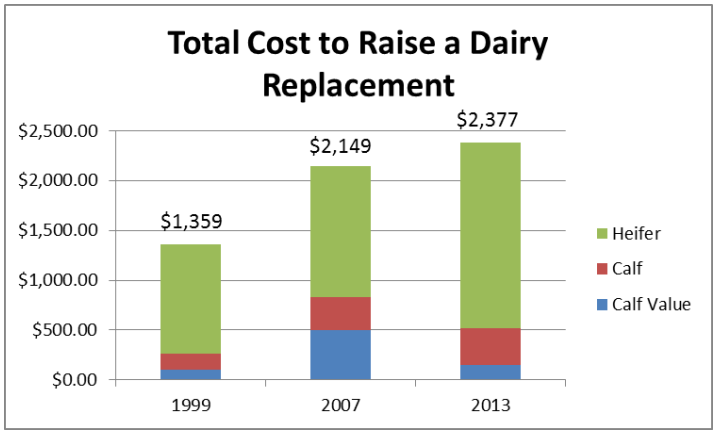
Costs associated with raising heifers from weaning until freshening (or when returned from grower) based on the three UW-Extension trials conducted in 1999, 2007 and 2013 are shown in the graph below.



Total Costs – from Birth to Freshening

Since the cost of many farm inputs have increased in the past few years, it is to be expected that dairy replacement rearing costs have increased as well. The Cost of Raising Dairy Replacements study was conducted to determine just how much heifer raising costs have been changing. As mentioned earlier, most data collected was producer-specific. Only a few key assumptions were made to help standardize inputs. This was the same approach utilized when the study was performed in 1999 and 2007. **

Based on the 2013 study, the total cost to raise a heifer, from birth to freshening, averaged $2,377 (including the $150 value for the calf)



Calf and heifer raising is an expensive part of a dairy operation, but it is often overlooked since no direct income is derived from the replacement herd. The data collected in this study provides an excellent benchmark on dairy replacement rearing costs for dairy producers and agri-business professionals. However, to truly understand your own costs of production, you need to analyze your actual farm inputs. This information should be used to compare the performance and cost of your own dairy replacement management program. Identifying areas to improve producer efficiency may lead to enhanced profitability.

**** Economic Costs and Labor Efficiencies Associated with Raising Dairy Herd Replacements on Wisconsin Dairy Farms and Custom Heifer Raising Operations Reports are now available.**

To view the ***ICPA Research Reports*** please visit our website at: tinyurl.com/kqd2npy or use code -

National FarmMedicine Center®

ROPS Rebate Program

Safety pays - apply now for tractor rollbar rebates

Tony Schumacher's neighbors couldn't help but notice the new rollover protective structure (ROPS) on his John Deere 2940.

"They asked why I did it," said Schumacher, a Dodge County dairy farmer. "I said, 'simple – the rebate program kicked in money.'"

Schumacher was the first farmer to take advantage of the National Farm Medicine Center ROPS rebate program. Not only does his canopy-style ROPS provide shade on hot days, it is the best possible life insurance policy if Schumacher or a family member rolls the tractor. Tractors are the leading cause of death on American farms.

Applications are still being accepted for ROPS retrofits. The program will pay up to 70 percent (maximum of $865) toward the total cost of purchasing, shipping and installing individual ROPS.

"The process was quick and easy," Schumacher said.

A ROPS is an operator compartment structure (usually cab or frame) intended to protect farmers from injuries caused by overturns or rollovers. More than half the tractors in Wisconsin do not have this protection, leaving operators vulnerable. ROPS did not become standard on U.S.-manufactured tractors until 1985.

"We hear about (rollovers) on a regular basis," said Ron Lemmer, machinery/lawn and garden equipment manager, Central Wisconsin Cooperative, Stratford. "In our dealership we have quite a few employees who are first responders so probably within a five-mile radius if something happens our people are the first ones on it. … I think we hear about one every 60 days or so."

A ROPS, when used with a seatbelt, is 99 percent effective in preventing injury or death in the event of an overturn.

The National Farm Medicine Center jump-started the program thanks to the generosity of its donors, who contributed $43,000 specifically to the ROPS program last fall as part of the 2012 Auction of Champions, an annual Farm Center fundraiser held at RiverEdge Golf Course in Marshfield.

As of mid-summer 2013, a dozen tractors had been retrofitted and more than 200 applications had been received. Leading the program are NFMC Research Scientist Barbara Marlenga, Ph.D., and Education Outreach Specialist Tammy Ellis. They've signed up farmers for the program at Wisconsin Farm Technology Days in Barron County, the Marshfield Farm Show and Marshfield area dairy breakfasts.

Farmers can apply for a ROPS via the hotline, 1-877-767-7748 (1-877-ROPSR4U), or the Web site, www.ropsr4u.com. Either way, the farmer provides basic information about his or her farm and tractors. Program staff do all the leg work – checking to see which model (s) of ROPS would be appropriate for the tractor – and then letting the farmer decide whether to move forward with the retrofit. Staff will provide names of the nearest dealers participating in the project.

A three-minute video about the program can be viewed on the Farm Center's Web site, http://www3.marshfieldclinic.org/nfmc/?page=nfmc_resources_rops_rebate.

For more information, contact Dr. Marlenga (marlenga.barbara@mcrf.mfldclin.edu, 715-389-3021) or Ellis (ellis.tammy@mcrf.mfldclin.edu, 715-389-5387).

What they're saying about the ROPS program

"On behalf of the members of the Wisconsin State Fire Chiefs' Association, I would like to thank the National Farm Medicine Center for the creation of the Rollover Protective Structure (ROPS) program. Clearly, this program is a proactive approach to the prevention of injuries or deaths from tractor rollovers in Wisconsin." - *Glenn Linzmeier, president, Wisconsin State Fire Chiefs*

University of Wisconsin-Extension

LOCAL & STATEWIDE CALENDAR OF EVENTS

FEBRUARY

Mondays **UWEX** Farming for Profit Series, "The Business Potential of Small Acreage Fruit," Northern WI
1 Indianhead Shepherd's Clinic, WITC, Rice Lake
1 Eau Claire Master Gardener Association "Ready, Set, Grow!" Seminar, Eau Claire
5 Pesticide Applicator Training, Dunn County Judicial Center, Menomonie
6 Pesticide Applicator Training, Augusta
6 Dunn County Land & Water Resource Management Plan meeting, Menomonie
6-7 Wisconsin Corn/Soy Expo, Kalahari Resort, WI Dells
8 **UWEX** Heart of the Farm Women's Conference, Das Lach Haus, Cumberland
11 **UWEX** Winning the Game: Launch and Land Pre-Harvest Grain Marketing Plan, Ridgeland
12 **UWEX** Crop Scouting with Technology workshop, Citizens Connected Building, New Auburn
13 WI DNR & **UWEX** Regional CAFO meeting, WITC, Rice Lake
13 **UWEX** Social Media Marketing for Local Food Producers, Balsam Lake
15 Chippewa Valley Master Gardener Association Seminar, Chippewa Falls Middle School
15 & 22 **UWEX** Annie's Project: Farm Financial Management Series—A Program for Farm Women, St. Croix Ag Service & Education Center, Baldwin
18 **UWEX** Cattle Feeders Meeting, evening, Red Barn, Spring Valley
18-19 Dairy Business Association Access Symposium, Green Bay
19 Pesticide Applicator Training, Cadott
20 Pesticide Applicator Training, Courthouse, Barron
24 **UWEX** Winning the Game: Launch and Land Pre-Harvest Grain Marketing Plan, Bloomer
27 Pesticide Applicator Training, Dunn County Judicial Center, Menomonie
27 **UWEX** Cattle Feeders Workshop, KD's Homestyle Eatery, Mondovi
27-Mar 1 MOSES Organic Farming Conference, La Crosse

MARCH

1 Wisconsin Sesquicentennial & Century Farm and Home Awards due.
4 **UWEX** QuickBooks Question and Answer Session, Menomonie. 6:30 pm
4-5 Eau Claire Area Farm Show, Eau Claire
5 **UWEX** Winning the Game: Launch and Land Pre-Harvest Grain Marketing Plan, Altoona
6 **UWEX** Farm Lease Arrangement webinar, Menomonie. 1 pm
7 **UWEX** Wisconsin Dairy Well-Being Conference , Eau Claire
7-8 **UWEX** "Returning to the Farm– Farm Succession" workshops, UW-River Falls
8 Dunn County Master Gardener Association "Spring Begins" Seminar, Menomonie
8 Northwest WI Graziers Network Annual Conference, Siren
13 The Red Cedar Conference, UW-Stout Memorial Student Center, Menomonie
14-15 Wisconsin Ag Women's Summit, Marriott West, Madison
18 & 25 **UWEX** Shifting Gears in Your Later Farming Years (Farm Succession) workshops, Sleep Inn & Suites Conference Center, Eau Claire. 9 am registration, 9:30 am—3:00 pm
20 Pesticide Applicator Training, Courthouse, Chippewa Falls
25 **UWEX** Irrigation Workshop, Bloomer

APRIL

4-5 **UWEX** "Returning to the Farm– Farm Succession" workshops, UW-River Falls

For more information on these events, please contact your local UW-Extension Agriculture Agent or visit the UWEX websites at http://chippewa.uwex.edu/, http://dunn.uwex.edu/or http://eauclaire.uwex.edu/