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Inserts:

- Rental Rate Survey and postcard
- Winter Dairy Meeting flyer
- Farming Your Finances flyer



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Sesquicentennial and Century Farm & Home Program

In celebration of Wisconsin's agricultural heritage, long-time farm and home owners are encouraged to register for a 2019 Sesquicentennial or Century Farm and Home Award. To qualify for the award, continuous family ownership of a property in the state of Wisconsin for the past 150 or 100 years must be proven.

Applications are now available from the Department of Agriculture or the Wisconsin State Fair office and are due by March 1, 2019. Honorees will receive complimentary state fair admission tickets, an invitation to the awards breakfast, a commemorative photo, certificate and outdoor display sign.

The Century Farm and Home Program began in 1948 in conjunction with the State's Centennial Celebration. There are over 9,400 Century Farms and Homes nestled throughout the Badger State. The Sesquicentennial Program originated in 1998 as part of the State's Sesquicentennial Celebration. Since that time, 890 families have been honored.

To request a copy of either application, call Wisconsin State Fair office at 414-777-0580.

UW-Extension Transition to UW-Madison Update

On July 1, 2018, oversight of UW-Extension's Cooperative Extension (COOP) transitioned to UW-Madison. Pursuant to a resolution passed by the board of Regents last month, COOP is in a new division on the Madison campus.

After July 1, 2018 the second phase of the transition began. In this phase, all remaining issues identified by the Steering Committee and the working groups regarding Human Resources, IT, Finance, Volunteer Management, Auxiliary Services and Governance (including tenure for faculty members) will be addressed.

To ensure this transition continues to proceed with minimal disruption for delivery of services from all units transferring to UW-Madison, the following structure has been put in place for Cooperative Extension:

- The dean as well as the associate and assistant deans began reporting to UW-Madison by July 1, 2018. They will continue to administratively lead the programs and personnel at Cooperative Extension under the authority of UW-Madison. The dean will report to the UW-Madison Provost. All other report lines will remain as they are now.
- Remaining employee appointments will transfer to UW-Madison over the next 12-18 months.
- All administrative and financial support services provided by UW-Extension will continue until each is fully transitioned to UW-Madison.

The transition of COOP to UW-Madison is expected to be completed by July 1, 2019.

An EEO/AA employer, University of Wisconsin-Extension provides equal opportunities in employment and programming, including Title VI, Title IX, and the Americans with Disabilities Act (ADA) requirements. Requests for reasonable accommodations for disabilities or limitations should be made prior to the date of the program or activity for which it is needed. Please do so as early as possible prior to the program or activity so that proper arrangements can be made. Requests are kept confidential.

DATCP, UW-Extension Holding Trainings for Produce Growers

The Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) is teaming up with the University of Wisconsin-Extension to host several food safety trainings around the state for produce growers as part of new federal food safety rules. Coordinators say the standards are part of the U.S. Food and Drug Administration's Food Safety Modernization Act.

Growers with annual produce sales of more than \$500,000 were required to complete training prior to this year's growing season. Those who sell between \$250,000 to \$500,000 must take the course before the 2019 season. All other producers will need to complete the sessions by 2020.

The trainings are being offered at the following locations:

** December 7: Thorp Fire Hall, Thorp

** February 7: St. Croix County Ag Service Center, Baldwin

Trainings will run from 8:00 a.m. to 5:00 p.m. The cost is \$65 per person and includes lunch.

To determine if your farm needs to participate, growers should use DATCP's online tool or 'Is my farm covered by the new Federal produce safety rules?' fact sheet or call 608-224-4511 for more information.



So You Want to Raise Beef?

Transitioning from Dairy or including Beef into a Dairy Operation Workshop

Tuesday, December 11, 2018
10:15 a.m. Welcome
10:30 a.m.-2:30 p.m. Program

Two Locations to Choose From

Ag Service & Education Center,
227 1st Street W, Altoona
Ag Service & Education Center,
1960 8th Ave, Baldwin

Cost (includes lunch): \$10

This workshop is co-sponsored by
Compeer Financial

Register online: <https://goo.gl/forms/jqhfU9EyLKd2o8Tp1>
or by calling

Eau Claire County UW-Extension
715-839-4712 or St. Croix County
UW-Extension: 715-531-1930

Facilities for Raising and Handling Beef

Dr. David Kammel, Biological Systems Engineering
UW-Madison

Feeding For the Beef Market

Matt Akins, UW-Madison Dairy Management
Specialist

Marketing & What Buyers Look For

Logan Edenfield, Equity Livestock

Selectively Breeding Your Dairy Cattle

Heather Schlessler, UWEX Marathon County (Eau
Claire location)
Ryan Sterry UWEX St. Croix County (Baldwin)

Cost to Raise Wet Calves (ICPA Study Results)

Mark Hagedorn, UWEX Eau Claire County (Eau
Claire location)
Ryan Sterry UWEX St. Croix County (Baldwin)

How Well Do You Farm Your Finances?

by Sandy Stuttgen, UW-Extension Taylor County Agriculture Educator

The online dictionary, www.vocabulary.com, defines farming as “the practice of cultivating the land or raising stock”. The site goes on to state, “People often have a romantic idea of what farming is like — roosters crowing, farmers driving tractors and milking goats — although farming can be very hard work, dependent on food prices and weather. The noun farm originally meant “a lease on farm land,” and it comes from the Medieval Latin *firma*, ‘fixed payment’.”

I find it interesting that the Latin root for ‘farm’ harkens to the concept of payment, or business. Despite the culture, romantic notions and hard work surrounding farming, managing a farm boils down to managing a business. Farmers cultivate corn to create income, they raise dairy cows to create milk income, or they raise beef to market seed-stock or meat. Farmers must also cultivate their farm’s financial records in order to make sound financial management decisions.

Agricultural lenders, vocational agriculture instructors, and University of Extension educators indicate farmers need more assistance with financial literacy and business management practices (or skills). Filing a Schedule F with your annual tax return does not constitute financial literacy nor business management skills. Financial understanding of a farmer’s business occurs when he or she has a good understanding of financial reports, including the Balance Sheet and Income Statement, and has completed the farm’s Financial Ratios.

I like to use the following analogy to build a farmer’s confidence as they approach their farm’s finances. Farmers have a basic notion of what it means to be crop farmer. Even if they don’t grow alfalfa, they have an appreciation for planting seeds, cultivating the plants and harvesting the crop into manageable forms for future decision-making regarding storage, feeding or selling the alfalfa.

When it comes to farming an agricultural business, we can think of the seeds as being the associated

inputs used to raise the product and the product sales. We cultivate the collected records and receipts as the product is made and sold, harvesting those records into manageable reports. It’s from these reports that sound financial decisions can be made. What I have just described is known as the Financial Model where financial records are compiled into financial management reports and then can be used to make business decisions for your farm.

It’s time for farmers to lose the fear and dread associated with farm financial literacy! Farming Your Finances is a term coined for helping farmers to think about managing their farm business using the Financial Model. Farming Your Finances is taught in bite-sized chunks within UW-Extension’s Heart of the Farm during two or three sessions. Following the UW-Extension model, these sessions bring accessible, relevant financial management education to your area, where you work in small groups, learning with your peers.

A Farming Your Finances series-for those operating a beef business will be held beginning January 31 in Medford, WI. Contact Taylor County UW-Extension at 715-748-3327 ext. 1 for more information.

A Farming Your Finances series will be held on January 22 and 29 in Menomonie. Please contact Dunn County UW-Extension at 715-232-1636 for more information or see enclosed flyer.

Many organizations offer other farm financial management classes. Enroll in one today! The future of your agricultural business depends on your financial literacy.



Nutrition Management Plans

by Richard Halopka , UW-Extension Crops and Soils Agent in Clark County

Nutrient Management Class Schedule As of January 2008, all Wisconsin agriculture producers applying nutrients to cropland are required to implement a nutrient management plan (NMP) in accordance with ATCP 50 of the Wisconsin Administrative code. Cropland owners who receive farmland preservation payments, have engineered manure storage or have had an ordinance violation must provide an NMP for their cropland. An NMP can be developed by a certified crop advisor (CCA) or by a qualified farmer after completing a DATCP-approved training course. The benefit of taking NMP training is that the farmer will improve his/her crop management skills, and he/she will understand how to implement an NMP. The training is 6 hours for a refresher course or 12 hours if qualified for the first time. The cost is \$260.00 for the full course or \$130.00 for the refresher. Upon completion of the course and completing a 590 checklist, participants will be reimbursed the cost of the course. The reimbursement is from a DATCP grant.

My question is, why wouldn't a farmer want an NMP? An NMP is a tool that will help you manage your crop acres. To manage your crops, you must be able to measure nutrients available in your soil, account for nutrients applied as livestock manure, and nitrogen available after your legume crops. An NMP will incorporate your soil test information, nutrients available from manure applied to your crop fields, and nitrogen credits from legumes. An NMP is a tool to measure and manage your crop acreage—remember it can only be managed if it is measured. An NMP can be developed by a certified crop advisor (CCA) or by a qualified farmer after completing a DATCP-approved training course. The benefit of taking NMP training is the farmer will improve his/her crop management skills. In addition, he/she understands how to implement an NMP, even if, in the future, he/she would hire a CCA to develop the NMP.

If you are interested in completing a NMP this winter, please contact Dunn County Land and Water Conservation's Nutrient Management Specialist, Travis Drier, at 715-232-1496 ext 9 or email tdrier@co.dunn.wi.us, or Chippewa Valley Technical College Farm Business Management instructor Mark Denk at 715-577-3036 or email mdenk1@cvtc.edu.

Putting Money in the Till

by Richard Halopka , UW-Extension Crops and Soils Agent in Clark County

When working in private industry one day my boss told me "we need to put some money in the till." My first thought was what is he talking about? The simple answer is every day when you begin the day you turn on the lights and make coffee. Well, we need to pay those bills. How did we pay bills? We sold products, and in businesses you have an inventory of products. Some turn over fast and some not so fast. So, when he said "put money in the till" some of the not so fast inventory was on the shelf to long. You all have heard of sale prices or even fire sale prices— that is putting money in the till.

Many farmers, I'm sure, may have the same problem. Some days we just need "money in the till." In tight margin times, we may have to review our inventory and make decisions on our inventory.

Many will say "I don't have inventory," but you do and you may need to turn some inventory into cash. Look around your farm; you have an inventory of livestock, grain, forage, land, buildings, and equipment. I understand it is difficult maybe to view it as that, but farming is not much different than any business on Main Street or in the mall.

You grow crops to sell or feed to livestock, and you trade some inventory of feed to produce milk or meat. You have an inventory of land to grow those crops and an inventory of equipment to plant and harvest crops. You have an inventory of buildings to house livestock and store crops. As a farmer, you have a large inventory.

So, in tight times how do I put money in the till? It's a question that is hard to answer, but this is where management comes into play.

First, take inventory of all aspects of your farming operation.

Second, think about what inventory you could reduce. For example, if you have crops stored beyond one or two years, you may need to consider selling crops or adding livestock to feed the crop out and turn it into cash.

Third: land inventory. Are you renting or buying land because it is handy? Sometimes paying rent or owning excess land may not be best for the bottom line and forgoing the rent or monthly payment may return more cash to the farm.

Fourth, equipment inventory. Are you buying something you want or need or do you have stuff parked you haven't used for greater than three years? Everybody likes owning stuff it makes us feel good, but at some point, we may need to turn stuff into cash and put money in the till. There are wants and needs in life cover the needs and ignore the wants until times improve. Operations must be completed each day on the farm, equipment is needed, but there may be alternatives to complete some tasks and some of the older unused equipment may need to leave the farm to put money in the till. A person once told me if it has wheels you can always get rid of it.

Putting money in the till is a tough call, but as a farm manager you need to make tough decisions and get through these tight margin times.

If you need help please feel free contact any UW-Extension office or the Wisconsin Farm Center at 1-800-942-2474 or farmlcenter@wisconsin.gov. There is help for farmers who need assistance and there is no charge for the advice.

Local & Statewide Calendar of Events

December 2018

- 11 **UWEX** Raising Dairy Beef Workshop, Altoona & Baldwin
- 17 Mental Health First Aid Training, Dunn County, Menomonie
- 24-25 Christmas Eve (Observed) and Christmas Day—UW-Extension/Dunn County Offices Closed
- TBD **UWEX** Cover Crop Meeting, Bloomer

January 2019

- 1 New Years Day—UW-Extension/Dunn County Offices Closed
- 9 **UWEX** Winter Dairy Meeting, Dunn County Community Services Building, Menomonie & Baldwin
- 10 Western Wisconsin Ag Lenders Conference, Stout Ale House/Shops Off Broadway, Menomonie
- 10 Wisconsin Agronomy Update Meeting, Clarion Hotel, Eau Claire
- 9-10 Midwest Farm Show, La Crosse Center, La Crosse
- 12 North Central Cattlemen's Association Meeting
- 15-16 Rice Lake Area Farm Show, Cedar Mall, Rice Lake
- 15-17 Wisconsin Agribusiness Classic Conference, Alliant Energy Center, Madison
- 22 **UWEX** Farming Your Finances Workshop Series, Dunn County Community Services Building, Menomonie
- 26 **UWEX** Private Pesticide Applicator Training, Eau Claire County UW-Extension Office, Altoona
- 29 **UWEX** Farming Your Finances Workshop Series, Dunn County Community Services Building, Menomonie
- 31 **UWEX** Private Pesticide Applicator Training, Security Bank, Bloomer
- 31 Wisconsin Corn—Soy Expo, Kalahari Resort, Wisconsin Dells

February 2019

- 31-1 Wisconsin Corn—Soy Expo, Kalahari Resort, Wisconsin Dells
- 6 **UWEX** Private Pesticide Applicator Training, Dunn County UW-Extension, Menomonie
- 13 **UWEX/WI DNR** CAFO Workshop, WITC Rice Lake
- 15 **UWEX** Private Pesticide Applicator Training, Lake Holcombe
- 18-20 Midwest Forage Association Symposium, Chula Vista Resort, WI Dells
- 20 **UWEX** Wisconsin Cover Crop Conference: Investing in Your Farm's Future, Holiday Inn Conference Center, Stevens Point
- 21 **UWEX** Private Pesticide Applicator Training, Eau Claire County UW-Extension Office, Altoona
- 26 **UWEX** Private Pesticide Applicator Training, Dunn County UW-Extension, Menomonie
- 27 **UWEX** Midwest Manure Summit, Lambeau Field Atrium, Green Bay

March 2019

- 2 Spring Begins! Dunn County Master Gardeners Spring Seminar, Menomonie
- 5-6 Eau Claire Area Farm Show, Chippewa Valley Expo Center, Eau Claire
- 14 Red Cedar Watershed Conference, UW-Stout Memorial Student Center, Menomonie
- 20 **UWEX** Animal Well-Being Conference, Eau Claire
- 27 **UWEX** Private Pesticide Applicator Training, Chippewa Co Courthouse, Chippewa

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