



Extension

UNIVERSITY OF WISCONSIN-MADISON

Chippewa Valley Agricultural Extension Report

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Did you know?

- Wisconsin is #1 in the nation for milk goats, having 47,000 throughout the state.
- Wisconsin apple orchards produce 49 million pounds of product.
- The cranberry is Wisconsin's official state fruit and is produced in 20 counties in the upper 2/3 of the state.
- Wisconsin leads the nation in cranberry production, growing 64% of the nation's supply.
- Wisconsin's egg production generates about \$103 million and supplies 1.7 billion eggs.

Source: 2019 Wisconsin Farm Bureau Ag in the Classroom

Fall 2019

Volume 9, Issue 2

New Dairy Outreach Program Manager

Eau Claire Agriculture Agent Mark Hagedorn has accepted an offer to be the new and first ever Dairy Outreach Program Manager for Extension. With his new role, Mark will be working with Agriculture Agents that focus on Dairy across the entire state. His new duties include program leadership & coordination, partnership management, revenue generation, diversity and inclusion, and working as an administrator with Extension agriculture educators and colleagues, and community partners.

Wisconsin Farm Center Offers Assistance to Farmers

Many farmers balance the needs of their family and farm above everything else, often ignoring their own needs. As farmers continue to endure an extended period of tough economic conditions, services are available to farmers and landowners that is **free and confidential**.

The **Wisconsin Farm Center** at the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) is there for farmers to call for guidance on finances, farm succession planning, and other issues they may be dealing with. Farm Center staff work with farmers and their families one-on-one to address each personal situation. Farmers, whether beginning their career or nearing retirement, can experience challenging situations. Staff are able to walk through options with farmers about how to navigate difficult personal or financial situations. While at times, alternatives may seem very limited, sometimes an outside perspective can help bring light to possibilities.

Just as taking care of physical health is important, so is taking care of mental health. Those in need are encouraged to reach out for help and utilize available resources by calling the Wisconsin Farm Center at 800-942-2474. Staff are available Monday through Friday from 7:45 a.m.-4:30 p.m. If there is a mental health emergency during non-office hours, farmers should contact 911 or the National Suicide Prevention Lifeline at 1-800-273-8255.

Farm Financial Assistance Available

If you or a farmer you know is experiencing financial stress, please feel free to contact Extension Agriculture Agents to set up a meeting. One-on-One meetings are **free and confidential**. Agents will help farmers understand their financial situation, explore their options, and seek to identify alternatives to help alleviate the farm financial stress caused by the current agricultural climate.

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.

Throttle Back on Stress

John Shutske, Professor and Extension Agricultural Safety and Health Specialist at the University of Wisconsin–Madison

When I was a little boy, I was intrigued by trucks, tractors and machines like any farm kid. I understood what the gas pedal was in my mom's car and my dad's pickup. But it took me a while to understand exactly what the throttle did on the steering column of our John Deere 4020 and how it controlled fuel flow.

Understanding stress is similar — and for our health and the well-being of our loved ones and relationships, learning where to find the levers to “throttle down” the chemicals that fuel high levels of stress is crucial.

All people feel short-term stress when something frightening happens: a fire in a building, a letter informing you of an increase in your operating loan interest rate, unexpected medical news. When we encounter acute events or “stressors” like these, the information we channel through one or more of our five senses triggers a chain of responses that start in the brain.

Your brain tells your pituitary gland to release small amounts of hormones that tell your body to yank down the throttle to add fuel to the stress response. These hormones flow through your bloodstream and quickly turn on a bigger release of neurotransmitter and steroid hormones (mainly adrenaline and cortisol) that have immediate effects we all recognize.

These hormones speed up your heart rate. Blood pressure increases. Stress hormones cause your spleen to release more red blood cells to supply oxygen so you can act quickly. Lots of other things happen — blood sugar increases, our digestive and reproductive systems go on a temporary vacation, and the front part of the brain that is responsible for deep thinking, careful decision-making and productive communication becomes less effective.

Understanding stress

In short-term stress situations, the response of “fight or flight” is helpful. We are prepared to fight a threat (like calling 911 and grabbing an extinguisher to fight a fire), or we can run away from the situation. In scary situations, sometimes this release of hormones is so overwhelming that we “freeze up.” Humans have developed this acute stress response over thousands of years. It helps ensure our survival.

The problem is that during prolonged challenging and stressful times, over months or years, this stress response repeats itself over and over. The brain has thermostat mechanisms that keep these chemical releases in check, and these mechanisms become less effective, or they simply begin to wear out. The result becomes long-term, chronic stress that often leads to physical and mental health problems (cardiovascular disease, diabetes, infection, depression), injury (because of constant distraction while working) and deteriorating relationships. The constant presence of high levels of this stress fuel (adrenaline and cortisol) can make it more difficult to make smart and focused long-term financial decisions. Chronic, unresolved stress sometimes leads to substance abuse, addiction and even suicide.

So, the question is: Where is this “throttle” that we can pull back on or release to slow the flow of the hormones that fuel chronic stress?

There are many answers to this question, and I recommend you explore the publications cited at the end of this article for more information. But here are some specific suggestions. There are many stress throttle levers. We need to pay some attention to all of them if we want to cut back on the stress-inducing fuel supply.

Check in with your primary health-care provider.

Fighting off stress in difficult times takes physical energy. If you are dealing with underlying health problems or conditions, it's important to seek good medical advice and follow the directions of your local physician or other health professional whom you trust.

Give your body the quality fuel that it deserves.

Coping with stress, difficult financial decisions and an uncertain future requires that you eat well and provide the high-quality energy your body needs. Our brains are relatively small (about 3 pounds). Yet the brain burns 20% of the energy our body uses. No farmer would dream of heading out to harvest an 80-acre field in a \$300,000 chopper or combine filled with lousy-grade, dirty fuel. The crop won't get harvested, and the machine will break down when it's most needed. But sometimes that's how we treat our bodies in stressful times. Eat breakfast. Eat often. Eat healthy, well-balanced meals. And stay hydrated.

Find time to quietly power down. Increasingly, research points to the value of short (10- to 15-minute) opportunities to quiet our minds and purposely relax our bodies and brains. In my teaching, I've had people tell me they'd never care to learn how to meditate or practice “mindfulness.” But some of these same people wait all year, craving the quiet moments and opportunities like sitting in a silent deer stand for hours at a time during hunting season while watching snow flurries dust the landscape. Or quietly working in the garden on a warm summer evening while basking in the glow of a sunset. Powering down can include a quiet walk in the woods, where you purposely pause to reflect on the things you are grateful for in life while you enjoy the sights, sounds and smells of nature. These actions help rebuild our brain's “thermostat” and capacity to throttle back chronic stress. A little bit of exercise has also been shown to increase the size of the parts of the brain that keep stress in check.

Take control in areas where possible.

There are some things you simply cannot control — the weather, global market conditions and others. Yet, research in both people and animals suggests that having some sense of control — where it is possible — is the most important stress fuel throttle! Work with trusted advisers, experts, friends and family members to look at options and develop plans. It's hard if chronic stress has partially shut down that front part of your

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brain that functions like a mental scratch pad. But push through that urge to shut down. Enlist help and seek advice — first steps are always the hardest. Write down ideas. Set goals. Be specific. Identify next steps and actions that are measurable and realistic. Give yourself time, but also set deadlines for next steps and decisions. Again, when stress gets the best of you and you feel like you want to shut down, there are others out there who will help. Stay connected to your community (including church, school activities, etc.), and ask lots of questions.

Farming is truly a stressful occupation. But there are ways to find and then use the throttles that control that flow of hormones and chemicals that fuels chronic stress. Find those throttles and put them to use. The world depends on you and appreciates what you do.

Alice in Dairyland Finals May 2021 planning committee invitation

You are invited to be a part of an exciting planning committee that will showcase Dunn County's diverse agri-businesses and beautiful settings. As you may be aware, Dunn County has been selected as the host site for the 74th Alice in Dairyland Finals in 2021. The Dunn County Alice in Dairyland Committee invites you to participate in this planning effort that will invite Alice to Dunn County throughout 2020 and 2021. We will partner with the WI Department of Agriculture, Trade and Consumer Protection (WDATCP) in hosting the Finals event and showcasing much that Dunn County has to offer. Volunteers are needed to support the following committees:

- Steering Committee: manages and directs all phases of the planning through the Alice finals.
- Finale and Tickets Sub-Committee: coordinate details for the Alice Finals program in May 2021.
- Finance Sub-Committee: establish a budget and assist with fundraising activities.
- General Arrangements Sub-Committee: coordinate arrangements for the Alice Finals in May 2021.
- Promotions Sub-Committee: coordinate details related to media and advertising of the Alice visits and Finals.
- Special Events Sub-Committee: coordinate details for Alice visits to Dunn County June 2020 to May 2021.

On behalf of the Dunn County Alice in Dairyland Committee, thank you for your consideration in assisting with this exciting effort! Please contact Katie Wantoch, Dunn County Alice in Dairyland Committee Chair, for more information at Katie.wantoch@wis.edu or calling the Extension office at (715) 232-1636.

Farm Technology Days July 2020 volunteers needed

Huntsinger Farms of Eau Claire has been selected to host the 2020 Wisconsin Farm Technology Days in Eau Claire County. The event is schedule for July 21st-23rd, 2020.

Huntsinger Farms and its subsidiary Silver Spring Foods, Inc. was founded by Ellis Huntsinger, who is nationally recognized as a pioneer in Horseradish farming, in 1929. Still family-owned by Huntsinger's granddaughter Nancy Bartusch and two great-grandsons, Eric and Ryan Rygg, Huntsinger Farms is now the world's largest grower and processor of horseradish.

They use a five to seven year crop rotation of 1400 acres of corn, 2100 acres of soybeans, and 310 acres of snap beans, to support the production of 700 acres of horseradish. They are vertically integrated with Silver Spring Foods, Inc. and grow and harvest over 7.5 million pounds of horseradish per year. Crews harvest horseradish in the spring and fall after plants have been in the ground about 12-24 months. "Hosting the 2020 Eau Claire County Farm Technology Days is a once in a lifetime honor for Huntsinger Farms and the Huntsinger Family. Farm Technology Days will give us a unique opportunity to share our knowledge and experience farming this specialty crop," said Eric Rygg.

Volunteers make the Farm Technology Days show work! To help on one of the many committees, please fill out the form at http://www.wifarmtechnologydays.com/eau_claire/pdf/volunteer.pdf or contact the Eau Claire County Extension Office at 715-839-4712. The committees needing assistance are:

- | | | |
|------------------------|--------------------------|-----------------------------------|
| ◇ Admissions | ◇ Grounds | ◇ Signs |
| ◇ Family Living | ◇ Heritage Equipment | ◇ Tent City |
| ◇ Field Demonstrations | ◇ Hospitality | ◇ Traffic, Emergency & Government |
| ◇ Food | ◇ Parking | ◇ Youth |
| ◇ Funds Development | ◇ Publicity & Promotions | ◇ Utilities |

The “Normal” Pattern of Corn Forage and Grain Development

Joe Lauer, Corn Agronomist, University of Madison—Extension

Corn is a high yielding, high energy, low protein forage commonly used for growing and finishing beef cattle, in cow-calf production systems, for growing dairy heifers, and for lactating dairy cows. Corn grown as a forage and fermented in a storage structure preserves the silage for subsequent feed-out. Understanding yield and quality changes during the life cycle of corn is critical for timing harvest of a field.

The “Double Peak” of Corn Silage Quality

Corn exhibits a “double peak” for corn silage quality during its life cycle (Figure 1). The first peak is related to energy derived from stover fiber (NDFD) and water-soluble carbohydrates, while the second peak is derived from NDFD and starch content of grain. Forage quality as measured by Milk per Ton is at the first quality peak just prior to silking (R1). Like all forages, Milk per Ton decreases following flowering (VT-R1). Unlike other forages, corn silage Milk per Ton after the kernel blister stage (R2), steadily increases to a maximum second quality peak around 50% kernel milkline development (R5.5) due to grain yield development.

Forage yield and Milk per Acre

One of the unique aspects of corn as a forage crop is that yield and quality reach maximum values at nearly the same time. Forage yield increases steadily through its life cycle. At R1 all the plant photosynthetic “machinery” is produced on the plant. For most hybrids grown commercially in Wisconsin the grain filling period (R1-R6)

is about 55-60 d. Following pollination, grain develops in a sigmoidal fashion with a 7-10 d lag period, followed by a 40-44 d linear phase, and ending with a 7-10 d maturation phase. Starch content increases as grain develops and matures.

Multiplying corn forage yield by Milk per Ton results in Milk per Acre. Milk per acre peaks at R5.5. Then due to leaf senescence and loss, yield and quality tends to decrease slightly.

Using Forage and Grain Moisture for Harvesting

At some point forage yield is no longer as important as timing harvest at the correct moisture for the storage structure to ensure proper fermentation and preservation. The wettest plant part on corn is the lower stalk, which is also of poor quality (low NDFD) and is high in nitrates. The driest plant part is grain. By raising the chopper cutter bar 12 inches, forage moisture decreases 3- 4% points. Also, the wettest, poorest quality plant part is left in the field. Forage yield is decreased about 10 to 15%, but forage quality increases 8 to 12%, so that overall Milk per acre is only reduced about 3 to 4%.

The effect on forage moisture is significant when the field is scheduled to be harvested by a custom chopper. By adjusting cutting height, the operator can better achieve the optimum moisture for the storage structure. About a one-week shift in harvest timing can be achieved (assuming 0.5% per day drydown rate).

The Kernels

- Corn exhibits a “double peak” for corn silage quality during its life cycle with the first NDFD peak at R1 and the second starch content peak at R5.5.
- Corn as a forage crop reaches maximum yield and quality values at nearly the same time (R5.5).
- At harvest (R5.5), the wettest plant part is the lower stalk, while the driest plant part is the grain. Adjusting the cutter bar can change forage moisture 3 to 4% points to better target the recommended moisture for the storage structure.

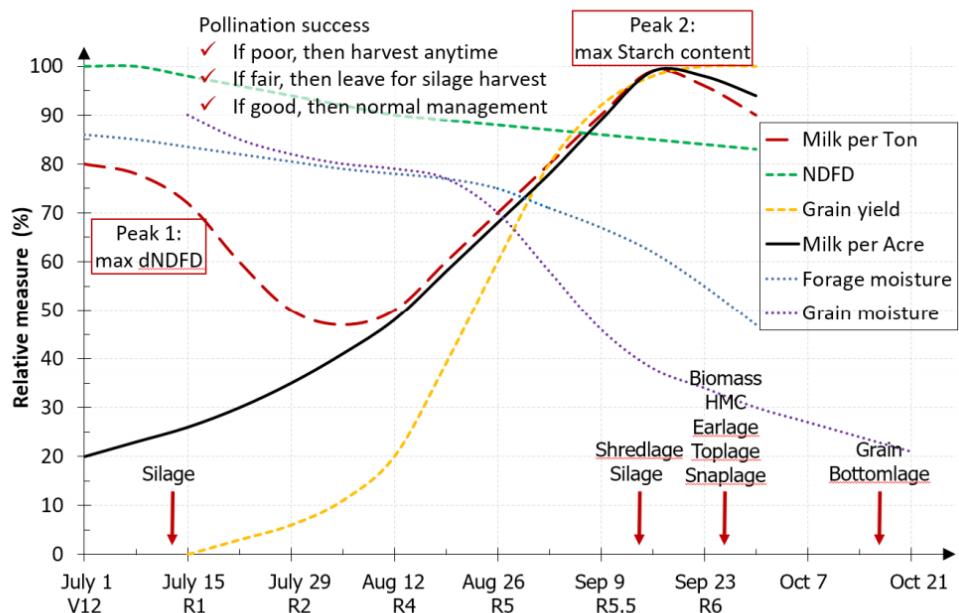


Figure 1. Normal Pattern of Corn Forage and Grain Development in Wisconsin.

Annie's Project—A program for women farmers

According to 2017 U.S. agricultural census data, there are 22,671 Wisconsin farms identifying a woman as the principal operator. This is a dramatic increase from prior census data and places Wisconsin 9th in the nation for the number of women principal operators. Census data indicates West Central Wisconsin (representing 10 counties) has 3,741 farms with a female identified as a principal operator. Research has indicated that farms operated by women are on average smaller in acres and sales when compared to farms operated by males. These farms are more likely to have limited resources and different risk management needs compared to established farmers and commodity producers.

Annie's Project is an educational program dedicated to strengthening women's roles in modern farm and ranch enterprises. Launched in 2003 by University of Illinois Extension Educator Ruth Hambleton, Annie's Project is a tribute to her mother, Annette Kohlhagen Fleck. The program honors Annie's entrepreneurship and her goal of raising a family and being an active partner in the family farm operation.

Farming is a complex business and more farm women are becoming active business partners in their operations. The target audience for this program is farm women with a passion for business and involvement. Participants will gain a better understanding of five specific risk management topics and facilitate discussion relevant to their farm business and community.

- Financial risk,
- Human resource risk,
- Legal risk,
- Market risk,
- Production risk, and
- Community building.

Compeer Financial and Extension are committed to supporting women in agriculture. Annie's Project is being offered on six consecutive Tuesdays starting in November through December, 2019. The scheduled dates are November 5, 12, 19, 26 and December 3 & 10, from 9:30 a.m. – 2:30 p.m. The classes will meet in conference room 54 at the Dunn County Community Services Building, 3001 US Hwy 12 E, Menomonie, WI 54751.

Organizers encourage participants to attend all six workshops to get the most out of the program. One of the goals of Annie's Project is to provide networking opportunities for farm women in similar situations or developing similar enterprises. A social networking format will be established for the group by the organizers to continue the networking component after the workshop series is completed.

Organizers are able to offer this program for \$50 for Compeer Financial clients and \$75 for all other participants for the entire six-week course. This fee covers materials, speaker costs, materials, and lunch for the six sessions.

To register for the Annie's Project program, please visit compeer.com/annies-project or call (844) 426-6733. Participants are encouraged to register early as space is limited to 20 people.

For more information, feel free to contact Katie Wantoch, Extension Dunn County Agriculture Agent, at (715) 232-1636 or email katie.wantoch@wisc.edu.

Farm Building Structural Failures 2010-2019

Why they happened and how to prevent future failures

Featured Speaker - Aaron Halberg, Professional Licensed Engineer and Post Frame Engineering Specialist. Halberg Engineering, LLC. Hayward, WI

Aaron will discuss snow, wind and unbalanced load issues in post-frame construction and how they lead to numerous building failures that happened since 2010 with emphasis on issues experienced in 2019. He will also discuss what you might consider when preparing for the 2020 winter season. Following a short presentation, we will facilitate a discussion with attendees.

Other Presentations:

Carl Duley, Buffalo County UW-Madison Extension Ag Agent. Carl will briefly discuss building insurance issues. He will also demonstrate a new statewide survey that will be launched by October 1, 2019 to gather more complete information about farm building structural failures.



**Tuesday, September 24, 2019
9:30-11:30am**

Gilmanton American Legion
W736 County Road B
Gilmanton, WI

Reservations are required by Wednesday, September 18, 2019. Register by calling 608-685-6256 or email carl.duley@wisc.edu

The Importance of a Good Set of Financial Records

Katie Wantoch, Associate Professor and Agriculture Agent, Extension Dunn County

Regardless of the time of year, it is important for farm operators to spend some time in their office completing their least favorite activity – paperwork. Most farmers enjoy getting their hands dirty, from digging in the soil, repairing machinery, or working with livestock. They will reluctantly compile the necessary information for income tax preparation, credit borrowing, and crop reporting.

Farmers may report minimum profits to the Internal Revenue Service (IRS) and to the lender, maximum profits may be projected. With that motivation for record keeping, it is not likely that records are of much use in making management decisions.

Today, a good set of financial records will do much more than satisfy the IRS or the lender. Today's successful farm operators are using detailed financial statements to identify the most profitable farm enterprises for their operation, determine per unit production costs, track trends and financial progress in the business and to create comprehensive business plans. Accurate and detailed financial records can be used to more effectively manage cash flows, to make investment or liquidation decisions and to explore alternative uses of capital investments in the farm operation.

Before discussing the financial statements that are likely a part of most farm financial record keeping systems, there are a few important concepts that apply to all of them. Records and the management decisions made from prepared financial statements are only as good as the data entered. The old adage, "Garbage in – Garbage out" really does apply to financial records.

It is important to be consistent in how values are entered in the different statements. If you are going to conservatively value assets, then do it consistently across all assets and enterprises. If you are selling commodities at market value from one enterprise (i.e., crops), then it is important that the enterprise (i.e., dairy) that is buying that commodity also buys it at market price.

One other consistency concern is to try and match expenses with production for making management decisions. For example, you may have the cash on hand at the end of one fiscal year, and for tax purposes, you may choose to prepay for fertilizer in December for the following year's crop. For management decisions you should view that fertilizer expense as occurring in the year actual production occurs, even though the expense was prepaid earlier to reduce tax liability.

The financial position and performance of a farm business can be summarized by four important financial statements. The major statements and their purposes are as follows:

- Net Worth Statement (also known as Balance Sheet) — summarizes the property and financial assets owned, the debts owed, and the net worth of the farm business at a point in time.
- Net Income Statement (also known as Profit and Loss Statement) — summarizes the income generated, the expenses incurred, and the net income earned by the farm business during a period of time.
- Statement of Cash Flows (also known as Cash Flow Projections) — summarizes all the sources and uses of cash by the business during a period of time.
- Statement of Owner Equity — shows how net worth changed from the beginning to the end of the year.

For more information on farm management, including Excel spreadsheets to assist in the update or creation of farm financial statements, please visit the Extension Farm and Risk Management (FARM) Team website at <https://fyi.extension.wisc.edu/farmteam/> or the UW Center for Dairy Profitability (CDP) website at <http://cdp.wisc.edu/>. Material adapted from *Farm and Ranch Financial Statements*, Utah State University

2019 Dunn County Clean Sweep Hazardous Waste Event

Wednesday, September 18, 2019

Colfax Fairgrounds

831 E Railroad Ave, Colfax, WI

4:00 pm to 6:00 pm for VSQG Businesses, Farms, and Households

Thursday, September 19, 2019

Dunn County Transfer Station & Recycling Center

E3900 Hwy 29, Menomonie, WI

2:00 pm to 3:00 pm for VSQG Businesses

3:00 pm to 4:00 pm for Farms

4:00 pm to 7:00 pm for Households

Pre-registration for VSQG Businesses and Farms Required

All VSQG businesses and farms must pre-register by Friday, September 13, 2019, or as soon as possible, with the Dunn County Solid Waste & Recycling Division office at 715-232-4017 or online

by completing the registration form at co.dunn.wi.us/hazardouswaste. You will be asked for a list of materials and quantities you wish to dispose of.

Costs of Disposal:

VSQG Businesses - Costs for businesses classified as VSQG's will be significantly less than onsite pick-up by a licensed hazardous waste hauler. To be considered a VSQG business, no more than 220 pounds of hazardous waste can be generated in a single month, and no more than 2,205 pounds of hazardous waste can be stored annually at your facility.

Farms & Households - There is no charge for agricultural or household hazardous waste or chemicals, except for latex paints.

Costs for Latex Paints: \$1 pint, \$2 quart, \$4 gallon, \$20 five-gallon bucket. The charge is based on the size of the container, not the amount of paint remaining in the container, so consolidate and save money.

**EXTENSION
AGRICULTURE
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Spring 2019

Local & Statewide Calendar of Events

2019

September	18	Dunn County Clean Sweep Hazardous Waste Event, Colfax Fairground
	19	Dunn County Clean Sweep Hazardous Waste Event, Dunn County Transfer Station & Recycling Center
	24	Farm Building Structural Failures Workshop, Gilmanton, WI, Register by calling 608-685-6256 or email carl.duley@wisc.edu
	25	UW-Extension Red Cedar Demonstration Farm Fall Field Day, 12:30—3:30 pm. Near the corner of Hwy 12/29 and East Stokke Pkwy, Menomonie.
November	5	Annie's Project—Session One, Extension Dunn County, Menomonie
	5	Wisconsin Pest Management Update, Chippewa Falls, Lake Hallie Eagles Club
	12	Annie's Project—Session Two, Extension Dunn County, Menomonie
	19	Annie's Project—Session Three, Extension Dunn County, Menomonie
	26	Annie's Project—Session Four, Extension Dunn County, Menomonie
December	3	Annie's Project—Session Five, Extension Dunn County, Menomonie
	10	Annie's Project—Session Six, Extension Dunn County, Menomonie
	12	Resilient Farms Conference, Wisconsin Dells

2020

January	14	Taking the Pulse on your Farm Business, Extension Dunn County, Menomonie
	22	Farm Succession Series—Session One, Extension Dunn County, Menomonie
February	5	Pesticide Applicator Training, Extension Dunn County, Menomonie
	12	Farm Succession Series—Session Two, Extension Dunn County, Menomonie
	25	Pesticide Applicator Training, Extension Dunn County, Menomonie
March	11	Farm Succession Series—Session Three, Extension Dunn County, Menomonie



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