



Extension

UNIVERSITY OF WISCONSIN-MADISON

Chippewa Valley Agricultural Extension Report

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Inside this issue:

Art of Negotiating for your Farm Business	2
Waterhemp: A 'friendly' native evolved into the Cornbelt's worst weed problem & Waterhemp Identification	3-4
Managing alfalfa stands	5
Successful calving	6
Calendar	7
Inserts:	
• Farm Succession Workshop	
• Farmer's Night Out	

Did you know?

- Wisconsin is #1 in the nation for snap beans, producing 656 million pounds a year.
- Wisconsin is home to 53,000 bee colonies that produce 2.97 million pounds of honey.
- Wisconsin produces 5 million bushels of oats a year.
- Agriculture contributes 413,500 jobs to Wisconsin's economy or 11.9% of total employment.
- Every job in agriculture supports another 1.46 jobs elsewhere in Wisconsin.

Source: 2019 Wisconsin Farm Bureau Ag in the Classroom

Farmer's Night Out

On behalf of Extension, Dunn County Farm Bureau, and sponsors, we invite area farmers to a FREE night out! Join us on Thursday, March 19th from 6-10pm at Stout Ale House/Off Broadway Banquet Center. At 7pm we will have Hypnotist, Dr. Al Snyder! There will be appetizers, door prizes, frozen custard, and a cash bar.

Cultivating Your Farm's Future Workshop

Extension will host a workshop in March 2020, providing information and resources on farm succession and estate planning. The workshop will run from 10 a.m. – 2:30 p.m on March 18th at the Dunn County Community Services Building, Lower Level Room 54. Participants will have an opportunity to meet individually with speakers to ask specific questions about their situations.

As the average age of U.S. farmers continues to inch upward, the need to plan for the transition of land, livestock, machinery, and management decisions has become a top priority in the U.S. agriculture industry. While the ongoing economic downturn in almost all sectors of agriculture may have dampened the short term outlook for some farms, long term business and estate planning decisions should still be on farm businesses to-do lists.

Having intentional conversations around farm succession and developing future plans for the farm provides a better chance of transition success. Even if the owner generation is planning to be a part of the management for 10+ years from now, starting early can help the process go more smoothly. It provides the succession generation time to develop their management skills and provides the farm time to build or increase its financial stability to include another generation.

Registration is \$20 per person and includes refreshments, speakers and workshop materials. Lunch is sponsored by Bremer Bank.

For more information or to register, contact Katie Wantoch, Extension Dunn County agriculture educator at Katie.Wantoch@wisc.edu or 715-232-1636. Online registration is available at <https://www.eventbrite.com/e/95424580489>.

For more information on other workshops and the follow up events go to <https://farms.extension.wisc.edu/programs/cultivating/>.

Farm Couples Weekend Workshop

Challenging economic conditions in agriculture can take a toll on farm families and rural communities. Are you a farm couple interested in learning about stress management techniques, improving farm family communications, and decision-making and goal-setting? If so, consider attending a Farm Couples Weekend Workshop on March 21-22, at The Lismore Hotel in Eau Claire.

There is no cost to attend. Refreshments, meals, lodging, instruction and materials will be provided and financial assistance for childcare, farm labor or mileage may be available. For more information about financial assistance, contact the Farm Center at 800-942-2474.

Pre-registration and a \$50/couple deposit is required, with the deposit refunded on the second day of the weekend. Interested couples can reserve a spot by purchasing a "ticket" at <https://fyi.extension.wisc.edu/farmstress/farmcouples/>. The weekend is limited to the first 10 couples who register and provide the refundable deposit.

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.

Art of Negotiating for Your Farm Business

Katie Wantoch, UW-Madison Division of Extension Agriculture Educator, Dunn County

Ten Things to Consider during a Negotiation

Negotiating plays a part in everyday life, even if you don't realize it. I am constantly negotiating with my twin toddlers, and most of the time they end up winning! But I plan to win the war and raise respective human beings, so I take it all in stride.

Negotiating is important for the success of any business, but it is especially critical during lean times. It may seem like common sense, but many times people let their emotions get the best of them and ignore their basic instincts. It takes homework, discipline and street smarts in a successful negotiation. Here are ten things to consider when approaching your next negotiation with farm retailers, neighbors or other farmers.

1. Prepare in advance

Who will you be negotiating with? Do your homework and learn about the person or business that you are negotiating with. Do you know if this individual has both the authority and responsibility for making a decision? For example, if you are looking to rent farmland, be sure that you are speaking with the landowner or a person that has the authority to sign on their behalf. You don't want to have a discussion with someone only to find out that they are not the person who is ultimately going to be making that decision.

2. Have a plan

What is the objective or goal of this negotiation? What are you asking for? While this sounds simple, it can be daunting in practice. Consider the questions that you are going to ask and the possible responses that you may receive. What is the ideal outcome? What would be an acceptable outcome? What can you be prepared to walk away with? Think about what your best outcome might be, the best alternative and what you might be able to accept before your meeting.

3. Build relationships

If you have done your homework, you should have found information on the person that you will be meeting with. The more you know, the better you will be able to find things in common and build trust. Quite a bit of useful information can be learned during small talk. If you can master the art of BS'ing, you might not have to discuss price because you will be able to trust that you will be receiving what you need.

4. Power of silence

Be sure that you take time to pause and not talk too much during the conversation. Never underestimate the power of silence. You need to be comfortable with the awkwardness of a pause, which can feel strange. This pause may greatly enhance your ability to win the deal in the end.

5. Have confidence

Take this time to reflect on yourself, your business and your product or the service that you will be providing. You know your product or service and the value that it brings. Be sure that you have information prepared so that you can share it and highlight the qualities that you will provide.

6. Make the offer

You should start with a strong offer. You never know what the response will be if you aren't bold enough to ask. Don't give up when the answer is no. Many times, rejection is never personal. It just means that you may not have presented a worthwhile case. The offer may be rejected so keep your emotions in check and rethink your argument. Is there more information that you can share with them on the benefits of your product or service? Try a different approach to showcase how you stand out from the competition.

7. Find a win-win

A favorable negotiation is achieved when everyone feels like they are a winner. If the negotiation arrives at a standstill, you may need to ask, "What is it going to take to make this happen?" Not every deal is about sales and money. You may need to compromise or sweeten the deal, such as offering to mow the landowner's ditches of the rented farmland.

8. Close the deal

It is a good idea to keep notes during your conversation, so you remember clearly what was discussed and is promised on behalf of each person. What is being promised? Who is responsible? When is it happening?

9. Put it in writing

To avoid any misunderstandings, offers should be finalized in writing and signed by each person. This helps to protect both sides and alleviate any confusion. You may think that you have captured everything the other person said, but what they remember seems to be different. Documenting the details of an agreement eliminates any misinterpretations.

10. Review

After the meeting, you should take time to examine how the negotiation went, what you did well, and where you could make improvements next time. Practice and commitment to honing your skills will result in successful future negotiations.

References: Peabody, Mary. (2015). Negotiation Worksheet. University of Vermont Extension.

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Waterhemp: A 'friendly' native evolved into the Cornbelt's worst weed problem

Bob Hartzler, Professor of Agronomy, Iowa State University

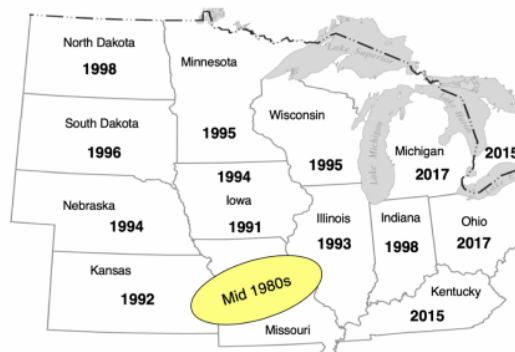
Waterhemp's rise to the Cornbelt's worst weed is one of the Cornbelt's more fascinating weed-related events over the past 40 years. Waterhemp (*Amaranthus tuberculatus*) is native to the United States but is a relative newcomer to crop fields. Prior to waterhemp's ascent, redroot pigweed (*A. retroflexus*) and smooth pigweed (*A. hybridus*) were the pigweed species most commonly found in crop fields. Pammel (1913) described redroot pigweed as abundant in every Iowa county, whereas he stated waterhemp (*A. tuberculatus*) was found along water courses and marshes, and concluded the plant was "not long present in well cultivated fields". This paper will briefly describe the history of the pigweeds in the region, and discuss the management and genetic factors that accompanied the change in waterhemp's behavior as a weed. I use the term 'weedy waterhemp' to describe the biotypes that currently plague agricultural fields.

Background. Worldwide there are more than 60 species in the *Amaranthus* genus, many are considered weeds. The Vascular Plants of Iowa (Eilers and Roosa, 1994) lists nine *Amaranthus* species in Iowa. Among Iowa's pigweeds were two waterhemp species, *A. tuberculatus* and *A. rudis*. Historically, *A. tuberculatus* was found east of the Mississippi River, whereas the native range of *A. rudis* was west of the Mississippi River (Sauer 1957). Pratt and Clark (2001) concluded there was no evidence for the two waterhemp biotypes to be considered separate species, and proposed a single, highly variable species - *A. tuberculatus*. Currently, the western population is referred to as *A. tuberculatus* var. *rudis* and the eastern population as *A. tuberculatus* var. *tuberculatus*. In this paper, I will refer to the two varieties of waterhemp as the western (var. *rudis*) and eastern (var. *tuberculatus*) biotypes.

Rise to prominence. Waterhemp was not considered a significant agricultural weed until the early 1990s. At the 1982 NCWSS annual meeting no abstracts referenced waterhemp, whereas in 2003 there were 29 citations. Only a few papers in agronomic or weed science journals investigated waterhemp prior to 1980 (e.g. Burnside 1972). While weed scientists paid little attention to waterhemp until the 1990s, J.D. Sauer, an authority on *Amaranthus* taxonomy, stated the western biotype of waterhemp was invading crop fields as far east as Indiana as early as the 1950s (Sauer 1957). It is likely that waterhemp was present in crop fields prior to the 1980s, but rarely reached economic infestations and thus was not a focus of weed science research.

In 2003 I asked extension weed scientists in the North Central region to estimate when waterhemp became a significant problem for farmers in their state (Figure 1). I recently did the same for colleagues in the eastern Cornbelt in order to complete the map. Ground zero for 'weedy' waterhemp was central MO and west-central IL, and the weedy biotype seems to have radiated across the region from that area.

Figure 1. Spread of weedy waterhemp based on University weed scientists' estimates. Hartzler 2003. Updated 2019.*



Agronomic reasons for increased weediness. The 1980s were a period of rapid change for agriculture in the region, and several factors likely contributed to waterhemp's evolution into a serious agronomic weed. Increases in farm size, fuel prices, and concern over soil erosion resulted in the adoption of conservation tillage. Waterhemp is best adapted to systems with less aggressive tillage where the majority of its seed remains near the soil surface. In Iowa, farmers continued to use interrow cultivation on the majority of corn and soybean acres until the mid-1980s. Layby cultivation is an excellent control strategy for late-emerging weeds such as waterhemp. The reduction in tillage, both pre- and post-plant, created a better environment for waterhemp than existed previously, and likely contributed to an increase in waterhemp populations.

In addition to changes in tillage, the 1970s and 80s were the golden era of herbicide discovery. Farms became much more reliant on herbicides during the 1980s, and waterhemp is extremely well adapted to this control tactic. In Iowa and Illinois, the arrival of weedy waterhemp coincided with the widespread adoption of Group 2 herbicides (ALS inhibitors) in the late 1980s. Within five years of introduction of these herbicides the majority of waterhemp in the two states was resistant to Group 2 herbicides. Waterhemp became a problem in southern Iowa about three years prior to northern Iowa. Mike Owen and I attributed the arrival of weedy waterhemp in southern Iowa to the popularity of Extrazine (cyanazine + atrazine) in that part of the state. In northern Iowa, farmers relied more on Group 15 herbicides and dicamba than Extrazine, and those products were more effective on pigweeds.

While reductions in tillage and changes in herbicide use undoubtedly contributed to the increased problems posed by waterhemp, they don't explain the expansion pattern of weedy waterhemp across the Cornbelt. Waterhemp is native to the entire region, thus if changes in production practices were the sole cause of the weedy biotypes it seems they would have appeared randomly across the region, rather than the observed migration pattern. In addition, no-till is much more common in the eastern part of the Cornbelt than Iowa. If reduced tillage was a major factor in the weediness of waterhemp, it seems weedy waterhemp would have appeared earlier in Indiana and Ohio than in the west.

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Genetic analysis of weediness in waterhemp. It is difficult to explain the spread of weedy waterhemp based on crop production practices alone. Sauer (1957) suggested the increased weediness of waterhemp was due to the movement of the western biotype across the Mississippi River, resulting in hybrids between the western and eastern species. Sauer stated the waterhemp hybrids were better adapted to agricultural fields.

Several scientists have used genetic analysis to identify changes that might have facilitated waterhemp's movement from natural settings into crop fields. Trucco et al. (2009) evaluated hybridization between waterhemp and smooth pigweed, and determined that transfer of genetic material from smooth pigweed to waterhemp occurred much more easily than transfer of material from waterhemp to smooth pigweed. The authors speculated that waterhemp may have acquired traits from a different *Amaranthus* species, and that the new traits facilitated expansion of waterhemp's range from riparian habitat to agricultural fields.

Waselkov and Olsen (2014) evaluated the genetics of waterhemp populations across its range, looking for evidence of hybridization between the two biotypes as Sauer had proposed. Their data supported Sauer's observation that the western population had moved eastward; however, they found no evidence that the weedy biotypes present in crop fields are hybrids of the eastern and western biotypes (Sauer 1957). While evidence of hybridization between the two biotypes was found, mixing of genes between the two biotypes wasn't linked to weediness. They concluded that the spread of weedy waterhemp is due primarily to the eastward movement of the western biotype that is better adapted to agricultural fields.

A recent paper evaluated the spread of glyphosate-resistant waterhemp in the US and Canada (Kreiner et al. 2019). Their genetic analysis supports the presence of the two regional biotypes and the eastward movement of the western biotype that has weedy tendencies. In addition, they reported multiple origins of glyphosate-resistant populations in Ontario. One population originated from transport of the US-based western biotype into Ontario, likely through movement of contaminated equipment or animal-based seed dispersal. A different glyphosate-resistant waterhemp population was identified that evolved independently, evolving within the local, eastern biotype of waterhemp.

Summary

Changes in crop production and migration of the western biotype with weedy tendencies have contributed to the problems posed by waterhemp, but it seems some other, still unknown, factor must be involved based on how weedy waterhemp has spread across the region. Sauer (1957) reported the western biotype was found as far east as Indiana in the 1950s, but waterhemp wasn't considered an agricultural problem in Indiana until the late 1990s. While a delay between introduction of an exotic invasive plant and the time the plant becomes a problem is common, is this likely for a native species? Perhaps a variant of the western biotype originated in the area of MO/IL where waterhemp first posed serious problems, and this agriculturally adapted biotype began to spread across the region in the 1990s. The combination of prolific seed production, prolonged emergence, persistent seed, and propensity for herbicide resistance creates a formidable foe. While all the causes of waterhemp's rise to success are not fully understood, it is clear waterhemp is ideally suited to the production system that dominates the Cornbelt.

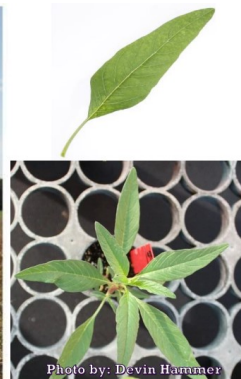
Waterhemp Identification

Mark Renz, UW Madison Associate Professor and Extension Specialist

Tall/Common Waterhemp

Annual broadleaf that germinates April – August. Commonly found in agronomic and horticultural crops as well as highly disturbed areas.

- **Leaves:** Lance or spearhead shaped, 3-6 in long that alternate on the stem. Petiole is shorter than the length of the leaf blade.
- **Stem:** Typically, 4-5 ft tall, but can grow > 10 ft. Lacks hair on the stem.
- **Flowers:** Many small green flowers form an inflorescence in July-September. While the terminal inflorescence can be > 1 ft long, many wiry lateral branches occur throughout the inflorescence. Male and female flowers found on separate plants, and can on occasion turn pink – red as they mature.
- **Similar Plants:** This plant is often confused with other common pigweeds, especially palmer and spiny amaranth as they also have no hairs on stems. Palmer amaranth can be differentiated by the petiole as it is longer than its leaf blade unlike Waterhemp. Spiny amaranth has distinct spines below leaves. For more information including a video see visit the report-a-pigweed link below.
- **Herbicide Resistance:** In Wisconsin resistance to glyphosate has been confirmed in 16 counties and resistance to glyphosate and PPO-inhibitors in one county. It is also believed that many populations are also resistant to ALS herbicides but few have been tested. In nearby states much higher levels of resistance to these and other modes of actions of herbicides have been detected. Currently nearby states have Waterhemp populations resistant to five different herbicide modes of action.



Managing Alfalfa Stands During Forage Shortage

Kevin Jarek, UW-Madison Division of Extension Agriculture Educator, Outagamie County

To say that 2019 was stressful on Wisconsin alfalfa fields would be the understatement of the century. Remember those old public service announcements that ran in the late 1980s that asked parents the chilling question: “It’s 10 p.m. Do you know where your children are?” Wow, times have really changed, right? Maybe, maybe not.

If you raise alfalfa, the question you need to ask this spring is, “It’s April. Do you know where your alfalfa is?” The answer for many will be, “The seed is still in the bag” — intended for new-seeding acres to replace those that were lost. However, the answer for established fields is, “I hope the alfalfa is still in the field where I left it last year,” right?

Any reasonable parent would quietly peek through the bedroom door to confirm there is someone under the covers without disturbing their child’s slumber. What if that child had caught a cold recently, or had a bad habit of staying up late and not going to bed? You might not just look from a distance, but instead would peel those covers back to assess if the situation was improving or deteriorating.

It was a similar curiosity that led me to visit several alfalfa fields this winter. My survey revealed that for the most part, most of our established alfalfa stands (the adults) decided it was time to call it a season and take a long winter nap. The “kids,” however, had a different idea. Many new-seeding fields established in late-summer 2019 never went fully dormant.

I have often used the following analogy: If you go outside in the cold without a jacket, do you get sick? Maybe, maybe not. If you go outside in the cold without a jacket and only eat one meal instead of three, do you get sick? Maybe, maybe not. If you go outside in the cold without a jacket, with only one meal, and with no sleep, do you get sick? I think you get the point. It is often not one stressor, but multiple stressors when applied simultaneously that result in poor performance — in both plants and people.

Be patient

Evaluating your alfalfa fields too early or too late may result in hasty decisions. I have seen alfalfa stands that

looked near death in April only to recover in May; however, the opposite is also true. Fields that appeared OK in April later were rotated.

The University of Wisconsin recommends that measurements of 55 stems per square foot across a field should provide full yield potential in an established alfalfa stand.

The National Oceanic and Atmospheric Administration models for April suggest we have an increased probability of receiving above-normal precipitation and cooler-than-normal temperatures at the same time early this spring.

New-seeding acreage is expected to be high again this spring. While you have no ability to control what Mother Nature has in store for established stands, you need to carefully plan for and evaluate the fields you expect to seed down in 2020. Revisiting the fundamentals of establishing alfalfa in a low-forage carryover year is essential.

1. Alfalfa does not like wet feet. The seed industry has made significant advancements in improving alfalfa’s resistance to multiple races of aphanomyces, pythium, phytophthora and other diseases. However, fields lacking adequate tile drainage may have carryover compaction, limiting a newly planted stand’s long-term yield potential.

2. Soil pH matters, and 6.8 is ideal. When pH is less than 6.5 at the time of germination, the plant’s ability to fix nitrogen from newly developing nodules is limited. Conversely, when soil pH increases through the mid-7s toward 8.0, plant uptake of sulfur, iron and manganese may be impacted.

3. Manage nutrition. Fertilizer and nutrient recommendations should be based on soil test results from a University of Wisconsin-approved soil analysis laboratory. Follow the 4 R’s: right rate, right source, right placement and right timing.

Additional information on alfalfa establishment may be found at UW-Extension’s [The Learning Store](http://learningstore.extension.wisc.edu), <http://learningstore.extension.wisc.edu>

This article recently appeared in Wisconsin Agriculturist Magazine.

Successful calving season starts with preparation

Amanda Young, UW-Madison Division of Extension Agriculture Educator, Dodge County

For cow-calf producers, the results of calving time can be the main factor that dictates the operation's profit and loss margins for the year. While Mother Nature can attempt to have her say in the results of your calving season, there are many actions you can take to limit her effect on your herd.

Herd health plan.

A couple of months before calving is a great time to work with your veterinarian to review or develop a herd health plan. Some vaccines can allow for the development of immunity in the cow that can be passed to her newborn calf in the colostrum. Discuss with your veterinarian the diseases that are prevalent on your farm and in the area, and the age of calves when a disease will potentially occur to determine the best vaccine program for you. Check with your vet on the ideal time to booster vaccinations of this type before calving so colostral antibody levels peak while the cow is making colostrum.

Cow and heifer nutrition.

Nutrition during the last trimester of pregnancy, and especially the last 50 to 60 days prior to calving, is important. Heifers and young cows who are still growing themselves while also growing a calf inside them are the most vulnerable during this time. Additionally, adequate body condition is important, as it influences stamina during calving, colostrum quality and calf vigor, along with cows' subsequent rebreeding. Monitor animal body condition scores to assess if nutrition needs are met.

Facilities.

Examine gates, pens, alleys and head catches to determine if they are functioning properly, and fix or replace items as needed. Ensure that you have adequate lighting in case you need to assist with calving in the dark. Have a plan in place to provide a windbreak along with a clean, dry environment. Wet,

muddy or snowy conditions are stressful on both cows and calves, and can result in environments that support the spread of disease.

Additionally, have a plan for cold calves. Calves born during cold, wet conditions can quickly succumb to hypothermia. Have facilities, tools and supplies on hand to deal with this type of event. For mild hypothermia (body temperature between 94 and 100 degrees F), giving a calf warm, body-temperature colostrum or colostrum replacement products along with drying the calf off with towels and warm air can quickly bring its temperature back to normal. For extreme hypothermia, a combination of warm colostrum with a warm bath can be used. Calves should be dry and alert with a normal body temperature before being returned to their mother.

Find a secure, dry and convent location to house calving supplies. Good things to have on hand include plastic sleeves, obstetrical lube, obstetrical chains or straps, calf puller, colostrum or colostrum replacement product, esophageal feeders, calf feeding bottles, halters and ropes. Additionally, test flashlights and spotlights to make sure they are working. Complete these simple steps before calving to ensure successful. These actions can additionally help to reduce your stress in this critical stage of production, as you will be prepared for any emergencies.

This article recently appeared in Wisconsin Agriculturist Magazine.



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Spring 2020

Local & Statewide Calendar of Events

March 2020

3-4 Eau Claire Farm Show

12 Red Cedar Watershed Conference, UW-Stout, Menomonie

14 Pesticide Applicator Training, Extension Eau Claire County, Altoona

16 Strategize Your Grain Marketing Workshop, Security Financial Bank, Bloomer

17 Regional Waterhemp Workshop, Eagles Club Banquet Hall, Chippewa Falls

18 Cultivating Your Farm's Future Workshop, Extension Dunn County,
Menomonie

19 Farmer's Night Out, Stout Ale House/Off Broadway Banquet Center,
Menomonie

21-22 Farm Couples Weekend Workshop, Lismore Hotel, Eau Claire

April 2020

I Dairy Reproductive Strategies, CVTC Energy Education Center, Eau Claire

Dairy Reproductive Strategies

Optimizing fertility on dairy farms is necessary and challenging on today's dairy farms. UW-Madison Division of Extension invites area dairy farmers and their veterinarians to learn about fertility improvement opportunities. **Dairy Reproduction Strategies** workshops will be held at three locations; contact the county Extension office for specific details including registration fees:

- March 31 at the Abbotsford City Hall, Abbotsford contact Extension Marathon County at 715-261-1230
- April 1 at the Chippewa Valley Technical College Energy Education Center, contact Extension Eau Claire County at 715-839-4712
- April 2 at the Westby VFW, Westby, contact Extension Vernon County at 608-637-5276

Dr. Paul Fricke, UW-Madison Professor of Dairy Science will discuss The High Fertility Cycle of today's dairy cows. County Extension educators will discuss body condition of dairy cows and heifers and how it contributes to fertility, and breeding dairy to beef to enhance the dairy's income from calves. Continuing education credits are available for veterinarians attending this workshop.

Extension Dunn County has a new address! The Extension office is still located in the Community Services Building (formerly the Health Care Building) but is now located on the second floor in room 216. The mailing address is now 3001 US Hwy 12 E, Suite 216, Menomonie, WI 54751



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