

# *Agriculture Newsletter*



Hello everyone and welcome to the November-January edition of the La Crosse County Agriculture newsletter. I am excited to say we are getting back to some in person programming this winter! In this newsletter you will find upcoming events that are in person, virtual, or offered in a hybrid format. I'm very excited to be offering these great opportunities to all of you. Before we get to all those great programs, I just wanted to say a few words.

I'm sure I could find something good to say about every season in Wisconsin, but I honestly think late fall/early winter is my favorite time of the year. What's not to love from the brisk autumn air, first snow fall, and hunting season! Okay maybe not everyone is as excited for hunting as I am. I think that there is just something breathtaking and magical about sitting out in a deer stand in the wee hours of the morning, just waiting for that first bit of light and the telltale signs that deer are nearby. It's one of those few moments where I feel that the world isn't speeding by and I can just take a breath. This is definitely much needed after the last two years we have had. I hope you all can find a similar moment this fall/winter to just take a moment and find that sense of peace. I also want to take the time to say thank you. Every time I get to talk with all of you it reminds me of why Extension is my dream job. It's the community and connections you build. It's that excitement watching your community grow. I know at times, especially lately it seems like we don't get to connect as much, or connect the way we want to. So thank you for your patience and resilience. From my family to yours I wish you happy holidays and a bright new year.

Thank you, Kaitlyn Davis



*"the ultimate goal of farming is not the growing of crops, but the cultivation and perfection of human beings."*

### **Farm Ready Research - December - April (Farm Management Friday and Dairy Insight)**

- Programs to be offered virtually with an option of in person educational sessions to follow. If interested in in-person please contact our office at 608-785-9593.
- Registration for the following virtual events can be found here:  
<https://extension.wisc.edu/agriculture/farm-ready-research/>

### **December Farm Ready Research Programs Agriculture Pricing, Leasing, and Contracts**

- December 17, 2021
- Time: 11:00 a.m. - 12:00 p.m.
- Description: What makes for a fair, robust and resilient ag or farm lease agreement? The first half of this web meeting will include an example dialog between land/farm owner and renter as they negotiate the specific details of a lease agreement, highlighting important resources, tools and considerations to inform a resilient and robust agreement that serves both parties. The second half of the webinar will offer discussion of specific leasing topics.

### **January Programs**

#### **Farm-gate Economic Outlook**

- January 7, 2022
- Time: 11:00 a.m.-12:00 p.m.
- Description: This webinar will focus on farm-scale economic outlook and actions for farms in 2022 with a panel discussion by Extension Farm Management Specialists Paul Mitchell, Ag and Applied Economics & Renk Agribusiness Institute, Mark Stephenson, UW Center for Dairy Profitability, Brenda Boetel, UW River Falls.

### **Animal Care Starts with the Calf - January 11, 2022**

- Time: 1:00-2:30 p.m.
- Description: Jennifer Van Os will discuss "Successful pair-raising of calves" (+ promo for Feb 22 Well-Being conference). Pair or group housing of calves is growing in popularity due to research showing benefits for calf growth, development, and welfare. This presentation will review best practices to promote good health and welfare in calves raised in pairs or small groups.
- Sylvia Kehoe will speak on: "How can we make disbudding easier?" There are multiple ways to disbud a calf however they all share important characteristics. This presentation will review the advantages and disadvantages of different disbudding methods and the ways we can make this an easy, safe, and effective process for both calves and employees.

### **Diving Into Dairy Data Projects**

- Tuesday, January 25th, 2022
- Time: 1:00-2:30 p.m.
- Description: Brief overview of the Dairy Brain project-a software being developed to provide status of their operation and herd health; Dairy Farm Data Ecosystems- a description of the value of data on farms and the Data Money Extension project past experiences. Some examples of applications and demonstrations will be included.

## **Farm Pulse Program, Make Sense of Financial Management - January 21st**

- Time: 11:00 a.m. – 12:00 p.m.
- Description: Long-term success for a farm business begins with a strong financial foundation. Kevin Bernhardt, Extension Farm Management Specialist and Katie Wantoch, Extension Educator, Dunn County will discuss the Farm Pulse Program, which provides a framework for informed decision-making; making sense of financial information, so you know where to start immediately. Participants are invited to enroll in the Farm Pulse Program to help you evaluate your farm business finances and take the pulse of your business and goals for the future. Other topics in the webinar include an overview of the financial model and the purpose and value of the basic financial statements: Balance Sheet, Income Statement and Statement of Cash Flow.

## **Don't Gamble the Farm Away, Take Charge of Your Future Today!**

- Friday, January 28th, 2022
- Time: 11:00 a.m. – 12:00 p.m.
- Description: The first step in problem solving is being aware that you have a problem. In the case of risk management, it involves choosing among alternatives that reduce the adverse financial effects of the uncertainties, such as weather, yield, price, government policy, global market, and other factors that can cause wide swings in farm income. In this webinar, Kevin Bernhardt, Extension Farm Management Specialist and Katie Wantoch, Extension Educator, Dunn County will discuss how to define risk and risk management, manage risks, and self-analyze your own tolerance for risk. We will also highlight the process for developing a risk management plan for your farm business.

## **BQA - Beef Quality Assurance - In Person**

La Crosse will be offering two sessions:

- Dec. 7, 5:30 pm | La Crosse Admin Center Basement Room 0430 |
- Jan. 11, 5:30 pm | La Crosse Admin Center Basement Room 0430

Who needs BQA?

For a farmer/rancher to fully understand their individual BQA requirement, it is recommended that they visit with their cattle buyers. Auction barns and packing plants in Wisconsin have provided the guidance below.

- Finished/fat cattle: Tyson buyers require farmers to be BQA certified; auction markets are required to have proof of BQA certification and will announce farmer status prior to auctioning cattle. JBS requires that producers selling cattle directly to their plants sign an affidavit stating that they are "in compliance with all applicable state or national BQA certification and verification programs."
- Feeder calves: At this time, there is no BQA requirement for the sale of feeder cattle.
- Cull cows/bulls: JBS requires that producers selling cattle directly to their plants sign an affidavit stating that they are "in compliance with all applicable state or national BQA certification and verification programs."
- Dairy calves: At this time, there is no BQA requirement for the sale of dairy calves. However, the U.S. calf-raising sector now has a voluntary program to help ensure optimal calf health and welfare via the Calf Care & Quality Assurance (CCQA) program. Details can be found at <https://www.calfcareqa.org/>.



## Crops College

Collaborative Program with WTC and Trempealeau County Extension

Dates and Locations:

- January 18th - Independence, WI 1-3 P.M.

Tillage, economics of tillage, and effects of tillage on erosion and nutrient run off. Francisco Arriaga, Brad Sirianni, Aimee Schomburg, Kaitlyn Davis & Steve Okonek

- February 8th - St. Joseph's Ridge - Greenfield Town Hall 1-3 P.M.

Herbicides and Weed Control, Pre vs. Post, Resistance - Rodrigo Werle, Brad Sirianni, Aimee Schomburg, Kaitlyn Davis & Steve Okonek

- March 10th - Hillsboro, WI 1-3 P.M.

Fertility management, MRTN, - Carrie Laboski; Explanation of a soil test report, soil testing procedures and differences, interpretation of soil test results. Brad Sirianni, Aimee Schomburg, Kaitlyn Davis & Steve Okonek

**To register please contact us - 608-785-9593**

## PRIVATE FARM PESTICIDE APPLICATOR TRAINING

Who needs to get certified?

***You must be certified if you apply, mix and load, or direct the use of:***

- Restricted-use pesticides (RUPs) <https://www.epa.gov/pesticide-worker-safety/restricted-use-products-rup-report>
- Any pesticide on a for-hire basis
- Any pesticide in or on public schools or school grounds (K-12 public schools)
- Any pesticide in aquatic environments (may also be a requirement of permit)

***You also must be certified if you:***

- Conduct pesticide-safety training for agricultural workers or pesticide handlers as required under the Worker Protection Standard (WPS)

When - Three Dates and Locations for La Crosse County

January 26th - Holland Town Hall - 9:30-3:30

February 3rd - Greenfield Town Hall - 10:30 - 4:30

February 17th - Holland Town Hall - 9:30-3:30

If interested in signing up for P.A.T. please contact us at 608-785-9593

## RESOURCES

La Crosse County Extension Opportunities:

<https://lacrosse.extension.wisc.edu/virtual-programming-opportunities/>

Livestock Website:

<https://extension.wisc.edu/agriculture/livestock>

Farm Management:

<https://farms.extension.wisc.edu/>

Farm Ready Research Webinar Series:

<https://extension.wisc.edu/agriculture/farm-ready-research/>

Happy  
holidays

