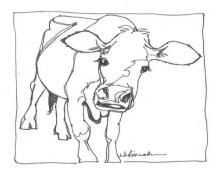


Agriculture Newsletter



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From the Desk of Oconto County Agriculture Agent Sarah Mills-Lloyd

As I travel on the roads of Oconto and Marinette Counties, I am noticing that many fields which once had corn stands are now empty. Harvest time in Wisconsin has begun!

Many fields across the state have suffered the consequences of our warm wet weather, so moldy corn is a possibility. Moldy feedstuffs can lead to serious health consequences in livestock. If you are concerned about your current corn crop, Professors Smith and Mitchell provide insight in their article Wet Wisconsin: Moldy Corn and Crop Insurance included in this newsletter edition (page 8).

The Dairy Margin Protection Plan deadline has been extended to December 16, 2016. If you would like to review your options and opportunities with regard to this program, please contact Scott Reuss in the Marinette County UW–Extension office (715) 732–7510.

A live webinar series focused on a variety of farm succession topics is being offered through a coordinated effort between Oconto, Marinette and Shawano counties. These webinars will be on a rotational basis, so please check the calendar of events for the upcoming topic and location.

Margins have been tight this year for farmers. In the Dairy Situation and Outlook located on page 10, Bob Cropp, professor emeritus provides insight on milk markets. If you are an agribusiness professional assisting farm clients through the stress of these tough economic times, you might consider attending the Coaching your Client Through this Rough Patch seminar. More information on this program can be found on page 4.

Are you looking for a fun and educational event to attend before the doldrums of winter set-in? Join us for our Heart of the Farm meeting on November 3 at the Chase Community Hall. Learn the secrets of crafting show–stopping pies for the holidays from Caroline Imig, National Award Winning Pie Maker of Wayne's Family Restaurant and create your own wooden Barn Quilt with Lynn Jones, Barn Quilts of Oconto County Coordinator—just to name a few activities of the day! More information on the meeting and registration can be found in this newsletter. Please be advised the registration deadline is October 21st, and space is limited!

Just a reminder, I will have minimal availability from October 13 until October 31st due to my teaching appointment with UW–Madison at the Nestlé Dairy Farming Institute in China. My course curriculum is for veterinarians and animal health workers on the topic of veterinary health management of calves and youngstock. I am privileged to participate in this project as I am currently the only county–based UW–Extension agriculture agent who is participating in the Nestlé DFI training. If you need questions answered while I am away, Scott Reuss will be graciously covering for me during this time. He can be reached at (715) 732–7510 or scott.reuss@ces.uwex.edu.

As always, if you have questions about how we may be able to assist you and your farm, please do not hesitate to call my office (920) 834–6845.

Sarah Mills-Lloyd Agriculture Agent—Specializing in Dairy and Livestock Oconto County UW–Extension

Resources for Wisconsin Farmers

Wisconsin Farm Center

www.datcp.state.wi.us

Keyword search: Wisconsin Farmer Resource Guide or call (800) 942–2474 to visit with the knowledgeable staff who provide everything from financial consultation to animal health.

UW-Extension Agriculture & Natural Resources

http://anre.uwex.edu

Resources and links at your fingertips.

Farmer to Farmer

http://farmertofarmer.uwex.edu Connects Wisconsin farmers with one another for the purpose of buying and/or selling corn and forage.

UW-Extension Dairy Resources

Dairy-http://fyi.uwex.edu/dairy/ Milk Quality-http://milkquality.wisc.edu Dairy Calf & Heifer Management-http://fyi.uwex.edu/heifermgmt/

UW-Extension Livestock

Livestock- http://anre.uwex.edu/teams/livestock/ Beef-http://fyi.uwex.edu/wbic/ Horse-http://fyi.uwex.edu/horse/ Poultry-http://fyi.uwex.edu/poultry/ Sheep/Goats- http://fyi.uwex.edu/wisheepandgoat/ Swine- http://fyi.uwex.edu/swineextension/ Small Farm Resources- http://fyi.uwex.edu/smallfarms/ Grazing- http://fyi.uwex.edu/grazres/ Youth Livestock- http://fyi.uwex.edu/youthlivestock/

CALENDAR OF LOCAL & REGIONAL EVENTS

October 4-8	Madison	World Dairy Expo		
October 8	Aurora	Equine Pasture & Health Management Field Day		
October 11–13	Hastings, MI	Heating the Midwest Conference		
October 15	Harmony	Fall Family Fun Fest		
October 26	Kimberly	Coaching your Clients through this Rough Patch		
October 27	Angelica	Forage Field Day		
October 27	Marinette	Webinar—Getting Started on Your Succession Plan		
November 3	Chase Town Hall	Heart of the Farm		
November 10	Kimberly	UW-Extension Pest Management Update		
November 17	Oconto	/ebinar—How Big Is Your House?-How Big Does it		
		Need to Be? Financial Analysis for		
		Succession Planning		
November 21	Harmony	Astronomy at the Arboretum		
December 6	Kimberly	UW-Extension Raising Quality Calves		
December 16		Dairy MPP Sign-Up Deadline		

University of Wisconsin, State Department of Agriculture and Wisconsin counties cooperating.

An EEO/ADA employer, University of Wisconsin-Extension provides equal opportunities in employment and programming, including Title IX and Americans with Disabilities (ADA) requirement.

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- and Crop Insurance
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- **INSERT B Coaching Your Clients**
- **Through This Rough Patch**
- Fall Cover Crops Field Day **INSERT C**
- **INSERT D Revolution Plastics**
- **INSERT E** Heart of the Farm



EVENTS, DEADLINES AND NOTES

Upcoming Horticulture Programs

All events are free, unless noted.

Harmony Arboretum Programs: The following programs are all held at the Harmony Arboretum, within the Demonstration Gardens. Programs are held rain or shine as there is a pavilion. The entrance to the demonstration garden is located ½ mile south of Hwy 64 on Marinette County Hwy E, which is 7 miles west of Marinette, or about 10 miles east of Hwy 141. Visit <u>http://marinette.uwex.edu</u> for online information of program details or last minute changes.

Halloween Family Fun Fest (October 15, 2-5:00 pm)

A family oriented event for kids. Hands–on nature crafts, games, farm animal learning & petting area, with many more activities. Check the website for more program details.

Astronomy at the Arboretum (November 21, 5:45–7:00 pm)

Introductions to stars, constellations, star lore and other space related topics—includes stargazing tour. Dress for the weather, hot beverages will be provided; if rain or mostly overcast, event will be cancelled.

Equine Management and Grazing Field Day in Aurora

Management of your horses' health status and the forage on which they graze is critical to minimizing cost of production and keeping healthy. UW–Extension of Florence, Oconto, and Marinette Counties, along with Stephenson Marketing Cooperative, are sponsoring a Field Day on Saturday, October 8th which will focus on these key management aspects. The event will begin at 10:30 am and conclude by 2 pm.

Sarah Mills–Lloyd, DVM and UW–Extension Dairy/Livestock Agent, will lead discussions of the Veterinary Feed Directive, and Parasite Management. Kim Broullire, host, will review hoof care considerations for horses on pasture. Scott Reuss, UW–Extension Crops/Soils Agent, will be leading participants on a short pasture walk to review grazing and forage management. The group will also discuss the concepts of feeding to manage body condition score.

The Field Day is being hosted by Kim & Todd Broullire at their farm, located at 1281 Broullire Road, Niagara. Broullire Road goes south off Florence County Hwy N, about 3 miles west of Niagara, or 2 miles east of Aurora. Although under roof space is available in the case of inclement weather, please dress appropriately for the weather.

There will be a \$5 registration fee, which will include lunch, handouts, and other resources. Stephenson Marketing Cooperative is co-sponsoring the event, keeping participant costs to a minimum. To pre-register (not required, but greatly appreciated) or if you have any questions, please call Kathy in Florence at 715–528–4480, Scott in Marinette at 715–732–7510 or toll–free at 1–877–884–4480 or email to <u>scott.reuss@ces.uwex.edu</u>

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The University of Wisconsin–Extension provides affirmative action and equal opportunity in education, programming and employment. If you need any accommodations to assist in your participation of this program, please contact Scott or Gina at 715,732–7510 at least 24 hours prior to the event. All requests will be kept confidential.

Coaching Your Clients Through This Rough Patch

Coaching Your Clients Through This Rough Patch will focus on signs of stress, how people react to stress, and how decision–making may be affected by stress. There will be a presentation on suicide –some indicators that someone may be contemplating it and what to do if you see these indicators. The program will end with a discussion on active listening skills and resources and how to refer clients to these resources. For more information see INSERT B.

Wood Energy

Wood energy keeps you warm and provides economic benefit to the community!

It's late summer and before we know it, the heating season will be upon us. Most folks aren't thinking about heating this time of year but instead cooling with the recent hot humid weather. Those who monitor energy are thinking about heating because this is the best time of year to do some planning.

Wisconsin's early economy was built on the state's plentiful timber. We still have great timber reserves that are actually increasing because of reduced manufacturing of paper and wood products in the state. Wood could again help fuel the economy but as a substitute for fossil fuels. Any wood energy that is used to displace fossil fuel is an economic development advantage because the money stays in Wisconsin instead of immediately leaving.

A visionary report for the Midwest region estimates that 153 jobs would be created for every 100,000 tons of wood pellets produced. One hundred thousand tons of wood pellets would be enough to heat approximately 13,000 homes.

Today, wood that is not suitable for lumber, paper or some other high value product and by-product from wood manufacturing can be used for fuel. This can be in the form of logs, wood chips or wood pellets. Each type has advantages and disadvantages. Logs have the least amount of energy expended for harvesting but have higher labor costs to harvest, split, store and re-fuel a wood appliance. Wood chips are low cost, can be handled mechanically in bulk but the equipment cost to feed the chips into a combustion device can be more expensive. Wood pellets have the highest amount of energy input to harvest and process but provide a very uniform product that is easy to handle with grain handling equipment and the combustion devices are very reliable.

With low fossil fuel costs, is burning wood less expensive? This depends on what type of fuel you are using and your cost basis. Natural Gas is the lowest cost fuel and cheaper than any type of wood energy. Propane and heating oil are higher in price that wood energy can compete with. A recent feasibility study for a Wisconsin cheese plant that is

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using propane for process heat, showed a potential of \$136,000 to \$276,000 net savings based on varying propane prices by converting to a wood chip boiler. The wood chips for this project can all be sourced within 50 miles at about \$40 per ton based on about 3000 tons per year.

Potential projects for wood energy will currently use propane or heating oil without access to natural gas, have a source for wood chips or logs within a 60 mile radius or use wood pellets and have a champion (committed person) to oversee the conversion project. Projects can be small such as heating a house or greenhouses to providing heat and electricity for a major hospital or producing electricity for the region.

Do you have any interest in converting to wood or just want more information? The Wisconsin Statewide Wood Energy Team has a useful website (<u>www.wisconsinwoodenergy.org</u>) with example projects, factsheets and people who can be contacted to answer questions. They also offer free feasibility studies to help businesses and individuals to help decide if wood energy would provide an economic benefit to them. A second place to get information is the upcoming "**Heating the Midwest**" conference, held Oct. 11–13 in Hastings, Michigan near Escanaba. It will bring together experts in the field and manufacturers of equipment to answer any wood energy related questions. The conference is open to anyone involved in the wood energy – suppliers to users. More information on the conference can be found at <u>http://heatingthemidwest.org/</u>, or contact Scott Sanford, UW–Extension Agriculture Engineer, sasanford@wisc.edu.

<u>Getting Started on Your Succession Plan – Live Webinar Thursday, October 27</u>

A webinar to discuss the first steps of farm succession planning will be held Thursday, October 27, 2016 at the University of Wisconsin–Extension Marinette County office. This webinar is the third in a series of webinars from UW–Extension. This two–hour webinar begins at 1:00 pm.

Farm business owners looking to the future of their farming operations have many issues to consider. Succession planning includes planning for the owner generation's later years; business planning to ensure the operation has financial capacity; developing the successor's management skills; and estate and tax planning. However, before these areas are addressed many conversations should take place around the values, vision and goals of the family members/farming partners and the goals of the business.

This webinar is for both the owner and successor generations to learn how to begin the succession planning process, which starts with three questions: Where is the farm now? Where do you want it to be? How do you get there? Joy Kirkpatrick, Outreach Specialist for the UW Center will lead the webinar and topics include:

- An overview of farm succession planning and important components
- A three step process to help businesses organize their ideas and issues around succession
- Exercises and worksheets to help farm partners talk about their goals
- Resources available to assist farm businesses through the planning process

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The farm succession webinar series continues into this fall and through early spring of 2017. Future dates and topics are:

- November 17, 2016 How Big is Your House? How Big Does It Need To Be?
 Financial analysis for succession planning Kevin Bernhardt, UW-Extension farm management specialist (1:00 3:00 pm) held at UW-Extension Oconto County
- January 26, 2017 **Estate Planning** Bridget Finke, Attorney, Valley Crossing Law (1:00 3:00 pm) held at UW–Extension Shawano County
- February 23, 2017 **Long Term Care: Planning for My Future Needs** Steve Shapiro, Medigap Insurance Specialist, State of Wisconsin Board on Aging and Long Term Care and the Wisconsin Office of the Commissioner of Insurance (1:00 – 3:00 pm) held at UW–Extension Marinette County
- March 23, 2017 **Medicaid Eligibility and Recovery** Anthony Schmoldt, Attorney, Schmoldt Law Office (1:00–3:00 pm) held at UW–Extension Oconto County

2016 UW-Extension Pest Management Update Meeting Series

Mark your calendars for the upcoming University of Wisconsin–Extension Pest Management Update meetings.

The format has changed for 2016. Meetings will run for three hours. The new format includes presentations by Bryan Jensen, UW–Extension/UW–Madison Entomology; Dan Heider, UW Integrated Pest and Crop Management Program; Damon Smith UW–Extension field crops pathology specialist at UW–Madison Plant Pathology; and Mark Renz, UW–Extension weed scientist at UW–Madison.

The focus of the first two hours has been changed to provide more emphasis on research updates and important highlights from the 2016 field season. The second session will be an interactive diagnostic troubleshooting exercise based on issues observed in the 2016 field season.

The diagnostic and focused–topic trainings have been a big hit over the past two years, so don't miss 2016!

In addition to a new format, a packet of information will be supplied to all registered participants. The packet includes handouts and a copy of the 2017 Pest Management in Wisconsin Field crops (A3646) guide. We also will include in the packet one copy each of <u>"A Farmer's Guide to Soybean Diseases" and "A Farmer's Guide to Corn Diseases"</u>. This two volume set is a \$60 value!

Please register with the host agent at least one week prior to the meeting at the location you wish to attend. Please attend the meeting location at which you registered. Each meeting in the series is a separate county–based event and host agents cannot interchange registrant fees or meal counts.

Registration fees at each location may vary, but will be around \$50 which includes access to the packets, refreshments, 3 hours of CEU credit, and great information.

(Continued page 7)

Local meeting dates, locations, and registration contact information are:

-- Thursday, November 10, 9 am-12 pm: Fond du Lac, University of Wisconsin–Fond du Lac, Rm 113 University Center, 400 University Drive. Contact: Loretta Ortiz–Ribbing, UW–Extension Fond du Lac County, 227 Admin/Extension Bldg. 400 University Dr., Fond du Lac, WI 54935; (920) 929–3171

-- Thursday, November 10, 1 pm-4 pm: Kimberly, Liberty Hall, 800 Eisenhower Drive (Hwy. 441, College Avenue Exit, East 1 block).

Contact: Kevin Jarek, UW–Extension Outagamie County, 3365 W. Brewster St. Appleton, WI 54914; (920) 832–5128

Three hours of CCA CEU pest management credits are requested and available at each location.

<u>DMPP</u>

Sign–up deadline extended to December 16, 2016. Please contact Scott Reuss, Agriculture Agent UW–Extension Marinette County to review options and opportunities with the Dairy Margin Protection Plan.

Mid & Early Career Dairy Producer & Agribusiness Professionals

Mid & Early Career Dairy Producer & Agribusiness Professionals will not have a hosted event in October due to harvesting and field work. An event is being scheduled for November, so please check the event calendar next month or call your local county agent.

Weekly Hay Price Report as of September 26, 2016

Current hay demand and price reports can be found at: <u>http://fyi.uwex.edu/forage/h-m-r/</u>

Hay Grade	Bale type	Price (\$/ton)		
		Average	Minimum	Maximum
Prime (> 151 RFV/RFQ)	Small Square	\$232.00	\$200.00	\$330.00
	Large Square	\$173.00	\$100.00	\$220.00
	Large Round	\$93.00	\$80.00	\$105.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$151.00	\$88.00	\$250.00
	Large Square	\$125.00	\$80.00	\$190.00
	Large Round	\$76.00	\$40.00	\$125.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$92.00	\$50.00	\$160.00
	Large Round	\$62.00	\$42.00	\$80.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square	No Reported Sales		
	Large Square	\$48.00	\$15.00	\$100.00
	Large Round	\$50.00	\$28.00	\$65.00

Wet Wisconsin: Moldy Corn and Crop Insurance

By Damon Smith, Plant Pathology, UW-Madison/Extension Paul D. Mitchell, Agriculture and Applies Economics, UW-Madison/Extension

It's been a warm and wet summer and flooding has recently hit many areas hard in Wisconsin. Due to the heavy moisture we have seen during the 2016 growing season, Wisconsin farmers should be especially aware of moldy corn this year. Molds can cause serious problems if fed to livestock and can be food safety problems in the supply chain. Buyers will also be looking for moldy corn and other quality problems; ear rots have been reported, as well as some grain sprouting on the ear. For those with crop insurance, quality losses due to moldy corn can trigger indemnities if losses are large enough. <u>Farmers suspecting losses due to moldy grain should contact their crop insurance agents before they harvest</u>. The company will follow-up and tell you how to proceed.

Corn Ear Rots and Mycotoxins

Ear rots caused by fungi in the groups *Diplodia, Fusarium*, and *Gibberella* will be the most likely candidates in 2016. *Fusarium* and *Giberrella* are typically the most common fungi on corn ears in Wisconsin. This group of fungi not only damage kernels on ears, but can also produce toxins called mycotoxins. These toxins (fumonisins and vomitoxin) can threaten livestock that are fed contaminated grain. Thus grain buyers actively test for mycotoxins in corn grain to monitor mycotoxin levels to be sure they are not above certain action levels established by the U.S. Food and Drug Administration (FDA).

The FDA has established maximum allowable levels of fumonisins in corn and corn products for human consumption ranging from 2–4 parts per million (ppm). For animal feed, maximum allowable fumonisin levels range from 5 ppm for horses to 100 ppm for poultry. Vomitoxin limits are 5 ppm for cattle and chickens and 1 ppm for human consumption.

Diplodia ear rot does not produce mycotoxins, but can damage grain. This disease is often more severe in years where dry weather precedes silking, followed by wet weather immediately after silking. While this disease does not result in mycotoxin accumulation, it can cause grain yield loss and quality issues.

For more information about ear rots and to download a helpful fact sheet produced by a consortium of U.S. corn pathologists, visit this webpage: <u>http://cropprotectionnetwork.org/corn- diseases/ear-rots/.</u> For more information on mycotoxins and to download a fact sheet, visit this webpage: <u>http://cropprotectionnetwork.org/corn-diseases/mycotoxin-faqs/</u>.

Reducing Mycotoxin Risks

Before harvest, farmers should check their fields to see if moldy corn is present. Similarly, during harvest they should carefully monitor the grain for mold. If substantial portions of fields appear to be contaminated with mold, it does not mean that mycotoxins are present and vice versa. Appropriate grain samples should be collected and tested by a reputable

lab. If tests show high levels of mycotoxins in grain, that grain SHOULD NOT BE BLENDED with non–contaminated corn.

Helpful information on grain sampling and testing for mycotoxins can be found here: <u>http://cropprotectionnetwork.org/corn-diseases/grain-sampling-mycotoxin-testing/.</u>

If you observe mold in certain areas of the field during harvest, consider harvesting and storing that corn separately, as it can contaminate loads and the fungi causing the moldy appearance can grow on good corn during storage. Harvest corn in a timely manner, as letting corn stand late into fall promotes *Fusarium* ear rot. Avoid kernel damage during harvest, as cracks in kernels can promote fungal growth. Also, dry corn properly as grain moisture plays a large roll in whether corn ear rot fungi continue to grow and produce mycotoxins. For short term storage over the winter, drying grain to 15% moisture and keeping grain cool (less than 55F) will slow fungal growth. For longer term storage and storage in warmer months, grain should be dried to 13% moisture or less. Also, keep storage facilities clean. Finally, mycotoxins are extremely stable compounds: freezing, drying, heating, etc. do not degrade mycotoxins that have already accumulated in grain.

For more information on properly storing grain and to download a fact sheet on the subject, visit this webpage: <u>http://cropprotectionnetwork.org/corn-diseases/storing-mycotoxin-affected-grain/.</u>

Crop Insurance Rules

Quality losses due to moldy corn are insurable losses for those with crop insurance, but to claim indemnities, growers must follow crop insurance rules. <u>If you suspect mold issues, contact your crop insurance agent before harvesting, storing or selling the corn</u>. The key is to communicate with your crop insurance agent <u>before harvesting</u>. Your crop insurance agent will tell you how to proceed. Samples will have to be collected by a third party, such as a crop adjustor, plus many grain elevators will collect and store grain samples short-term for crop insurance purposes for loads with discounted prices due to low quality. Also, growers may be asked to leave un- harvested rows for crop loss adjustors to use to determine indemnities. If fumonisin or vomitoxin tests indicate contamination above safety limits, insured growers following proper procedures will be compensated for the reduction in value of the grain if it is large enough to trigger insurance indemnities. An issue some farmers will face this year is that small price reductions due to grain quality problems will not be enough to trigger crop insurance indemnities when combined with above average yields.

For More Information

Contact your crop insurance agent with specific questions regarding your crop insurance coverage. Contact your local UW Extension agent or the authors with questions or for more detailed information.

For a list of laboratories that can test corn grain for mycotoxins, consult Table 2–16 in UW Extension publication A3646 – Pest Management in Wisconsin Field Crops: <u>https://learningstore.uwex.edu/Assets/pdfs/A3646.pdf.</u>

Besides really strong increases in milk production, ample cheese stocks and lower cheese exports are factors for lower cheese prices. July 31st American cheese stocks were 10.3% higher than a year ago and 13.9% higher than the 5-year average for this date. July 31st total cheese stocks were 9.9% higher than a year ago and 15.2% higher than the 5-year average for this date. July cheese exports were 6% lower than a year ago and 25.6% lower than 2014 exports. January through July cheese exports were 18% lower than a year ago and 29.1% lower than 2014 exports.

Ample butter stocks and lower butter exports were also factors for lower butter prices. July 31st butter stocks were 31% higher than a year ago and 44.4% higher than the 5–year average for this date. July butter exports were 33% lower than a year ago and 76.5% lower than the 2014 exports. January through July butter exports were just 5% lower than a year ago, but 75.3% lower than the 2014 exports.

July 31st nonfat dry milk stocks were 7.2% lower than a year ago, but 19.4% higher than the 5-year average for this date. But, unlike cheese and butter prices which have been well above world prices nonfat dry milk prices have remained price competitive. July exports were strong being 31% higher than a year ago and actually 2.6% higher than 2014 exports. January through July exports were even with a year ago but 6.6% lower than 2014 exports. July dry whey exports were also higher than a year ago up 12% and even with 2014 exports. January through July exports were just 1% lower than a year ago and 8.6% lower than 2014 exports.

Milk prices should improve as we move into 2017 with the Class III price back in the \$16's and perhaps even reaching \$17 by 4th quarter. However, current Class III futures stay below \$17 for all of 2017. Domestic butter and cheese sales are expected to remain good and there are signs dairy exports will improve. EU milk production which was running as much as 6% higher than a year ago had dropped below year ago levels in June and is expected to remain below for the reminder of the year. Milk production is expected to be below year ago levels for Australia and Argentina and up just slightly for New Zealand. China has been a little more active with imports and is expected to be more so in 2017. The expected slower growth in world milk production and stronger demand should increase world prices making U.S. dairy products more competitive and improving exports.

Heart of the Farm

The Heart of the Farm–Women in Agriculture conference series is a UW–Extension program committed to addressing the needs of farm women by providing education on pertinent topics, connecting participants with agricultural resources, and creating support networks. The Extension offices in Marinette, Oconto and Shawano counties will be holding a joint Heart of the Farm–Women in Agriculture conference at Chase Community Hall (Chase Town Hall), Thursday, November 3, from 9:30 am to 3:00 pm. Registration deadline is October 21 and space is limited, so send your registration in early! Chase Community Hall is located at 8481 County Road S, Pulaski.