

EXTENSION VIEWS

A Product of Extension Clark County

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QUESTIONS FROM MY DESK

Richard Halopka, CCA

*Senior Outreach Specialist UW-Madison Division of Extension
Clark County Soils and Crops Educator*

With the current increase in crop input prices, can I be profitable in crop production in 2022? How do I develop a crop budget to determine my cost of production?

If you are computer savvy I would download the crop budget worksheet from our extension webpage, here is the link: <https://clark.extension.wisc.edu/crop-budget-analyzer-2017/>, if you are not computer savvy, then see pages 9 & 10 of this newsletter to review a worksheet to develop a crop budget; page 10 has examples of the calculations.

What information do I need to complete a crop budget?

Excellent question and I'll walk you through 10 items to complete a crop budget.

I'll focus just on corn for this example, but the guide can be used for any crop.

1. Fertilizer: Have your current cost of fertilizer and then calculate the total fertilizer cost. If you have livestock, you need not price manure credits unless you desire.
2. Seed cost would be cost of a bag of seed divided by planting rate you use on your farm.
3. Tillage/planting cost: Calculate the passes of tillage and planting. Generally, tillage and planting is between \$15.00 to \$20.00 per acre per pass. You can view the Custom Rate Guide for more information; here is a link: <https://clark.extension.wisc.edu/custom-rate-guide/>.
4. Crop protection: This would be the cost of pesticide you plan to use on the crop, which includes herbicide, insecticide, and fungicide.



Extension

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CLARK COUNTY

Contact Us

Extension Clark County
517 Court Street, Room 104
Neillsville, WI 54456
715-743-5121

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This newsletter is mailed to approximately 1,400 farmers and agriculture businesses in Central Wisconsin at a cost of .70 per newsletter. County budgets are tight and each department has been asked to reduce expenses. If you would like to view the Extension Views newsletter on-line versus receiving a paper copy please contact the UW-Extension Office at 715-743-5121 / valerie.wood@co.clark.wi.us. You can view the newsletter on our webpage at: <https://clark.extension.wisc.edu/extension-views/> Thank you for considering this option!

5. Harvest cost: Even if you own the combine there is a cost to harvest crop related to ownership. View custom rate guide for information see #3.
6. Land cost/rent: Land ownership or rent must be included. There is a cost to using the land to grow a crop.
7. Trucking: You have to get the crop to storage whether on the farm or elevator.
8. Drying: This may be related more for corn if stored as a dry crop.
9. Yield: Use a common or average yield for your farm, not a dream yield.
10. Price for crop: Review future price from local elevator as a guide. If you are feeding the crop to your livestock, you may use a small premium on the price, because if you didn't grow the crop you would have to buy crop to feed your livestock.

These are the basics you will need to develop a crop budget. Next question is, why should I develop a crop budget? If you don't know your cost of production, how do you determine if you are profitable on your cropland? If you would just apply fertilizer and crop protection as you have in the past, what would a banker say when you ask for a crop input loan? If you develop a budget with sound numbers and can provide a profit, the bank may be willing to listen.

In 2022 with increased crop input prices, even though market prices for grain are good, doesn't mean you will make a profit. You, the farm manager, may have to make some tough decisions to remain financially stable.

One area in corn production is to review maximum return from nitrogen. Currently the ratio is 0.18, which would equate to a nitrogen application above 130 pounds of nitrogen would not be economical. Now many will say, I need yield to drive profit per acre; however, if you spend \$1.00 on nitrogen and you lose only \$0.05 per acre that is a loss. The goal is to be profitable and sometimes spending less may result in a profit compared to spending more.

If you have questions related to crop budgets, maximum return to nitrogen or general crop questions contact the Extension office 715-743-5121 or richard.halopka@wisc.edu.



I ordered a
chicken and an egg
from Amazon.
I'll let you know.



Clark County Dairy Promotion Annual Meeting and Somatic Cell Count Awards March 17

The annual meeting for the
Clark County Dairy Promotion Committee
will be held on

Thursday, March 17
Rumors Supper Club - Loyal
12:30 p.m.

The Dairy Promotion Committee will be presenting Somatic Cell Count awards to all Clark County dairy producers with a SCC average of less than 125,000 for the year. There will also be a complimentary meal served to award recipients and their family members.

Producers with a 2021 SCC less than 125,000 must contact the Extension Office at 715-743-5121 by **March 1, 2022** so awards can be ordered and a headcount for the meal can be turned in. You will need to present proof of your 2021 SCC average by March 1. Send a copy of your 2021 SCC to:

Extension – Clark County Office
Attention: Mariah
517 Court Street, Room 104
Neillsville, WI 54456

If you would like to become a member of the Clark County Dairy Promotion Committee, you are invited to attend this meeting also but please be sure to contact the Extension – Clark County Office to be put on the meal list.



For more information about Clark County Dairy Promotion please contact Maryanne Olson at 715-743-3569.



WISCONSIN COVER CROP CONFERENCE

FEBRUARY 24, 2022

ROTHSCHILD, WI

Tentative Agenda

Wednesday, February 23rd

4:00 – 6:00 Farmer Social and Dinner

Thursday, February 24th

8:00 – 9:00 Early Riser – Farmers Figuring it Out Discussions

- 2021 Weather Challenges & Cover Cropping
- Interseeding Cover Crops: 30 & 60 Inch Corn
- Interseeding Alfalfa in Corn Silage
- Growing & Selling Cover Crop Seed
- Emerging Cover Crop Species

9:00 – 9:30 Break and Registration for Conference Attendees

9:30 – 10:30 Keynote Speaker: Dr. Abbey Wick, North Dakota State University, Extension Soil Health Specialist
Soil Health in Northern Climates

10:45 – 12:00 Concurrent Sessions: *Select a Session*

- **Session 1:** Creating Opportunities for In-Season Manure Applications & Cover Crops in Forage Systems
- **Session 2:** Planting Green – Managing Equipment & Agronomics to Improve Success
- **Session 3:** Incorporating Cover Crops into Vegetable Rotations

12:00 – 1:00 Lunch & Time to Visit with Exhibitors

1:00 – 2:15 Concurrent Sessions: *Select a Session*

- **Session 4:** Cover Crops 101
- **Session 5:** Adaptive Rye Management – Spring Management with Challenging Weather
- **Session 6:** Cover Crop Economics & Impact on Crop Yields
- **Session 7:** Cover Crops as Forage – Grazing & Harvest Opportunities

2:15 – 2:45 Networking & Time to Visit with Exhibitors

2:45 – 3:45 Ecosystem Services of Cover Crops & Carbon Markets

Deadline to register: February 17, 2022

Wisconsin Cover Crop Conference Only: \$75.00

Wisconsin Cover Crop Conference + Cover Crop Networking Dinner: \$100.00

For more information and/or to register/reserve hotel go to:

go.wisc.edu/covercrop

Focus on Forage

Optimizing forage production in Wisconsin

All webinars run
from 12:30 pm to
1:30 pm

Upcoming Webinars in 2022

January 26th (1 CM CEU Available)

Silage Additives for Conventional and Alternative Forages: Cost and Benefits

Dr. Luiz Ferreratto, UW Madison Extension Ruminant Nutrition Specialist

Disease and Mycotoxin Considerations when Making Corn Silage

Dr. Damon Smith, UW Madison Extension Field Crop Pathology Specialist

February 2nd (0.5 CM and 0.5 NM CEU Available)

Are Forage "Cocktail Mixes" a Reasonable Alternative? Research Updates on 2021 Yields & Quality

Dr. Matt Akins, UW Madison Extension Dairy Specialist
Mike Ballweg, UW Madison Extension Crops and Soils Educator,
Sheboygan County

Dairy Farmer Perspectives on "Cocktail Mixes" and Annual Forages

Brody Stapel, Double Dutch Dairy - Cedar Grove, WI

Profitability of N Management for Alternative Forages— Preliminary Results

Kevin Jarek, UW Madison Extension Crops and Soils Educator, Outagamie County
Dr. Carrie Laboski, UW Madison Extension Soil Fertility Specialist

February 9th (1 CM CEU Available)

Benefits of Incorporating High NDFD Grasses into Dairy Rations

Dr. Debbie Cherney, Cornell University Professor of Animal Science

Feeding Winter Cereals and Other Alternative Forages Update

Kimberly Schmidt, UW Madison Extension Crops and Soils Educator,
Shawano County

Registration Information can be found at:

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

Private Pesticide Applicator Training 2022 in Clark County

After almost two years of pandemic, we will have face to face trainings for private applicator training (PAT) in Clark County.

For 2022, manuals will cost \$35.00 and the manuals can be picked up at our office or we can mail them to you after we receive payment of \$45.00 (\$35 for manual and \$10 for mailing prep/postage).

It will be important in 2022 to register ahead of the trainings, as there is a large number of farmers that will need to renew their applicator certificate, as many were allowed to grandfather in in 2020-2021.

All trainings will begin promptly at 9:00, it is recommended you arrive early to allow training to start on time. New this year, the trainers are not allowed to bring in refreshments as we did in the past. If you would like to bring a snack or drink with you that would be fine. We will break for lunch around 12:00 and testing will begin promptly at 1:00.

Training will be held on following dates and locations:

February 25, 2022

Abbotsford City Hall
203 N 1st St.
Abbotsford, WI 54405

March 2, 2022

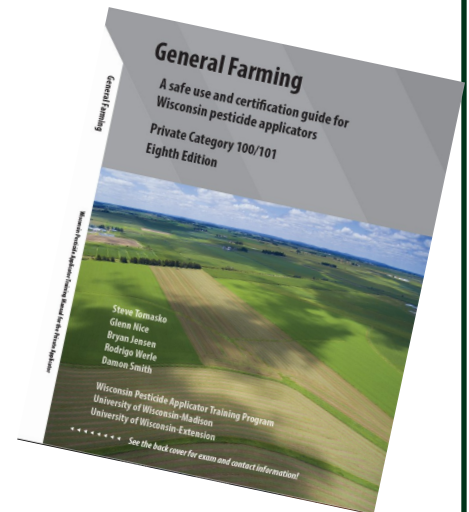
Abbotsford City Hall
203 N 1st St.
Abbotsford, WI 54405

March 4, 2022

Thorp Fire Hall
101 N Wilson St.
Thorp, WI 54771

March 11, 2022

Courthouse Auditorium
517 Court Street, Room 101
Neillsville, WI 54456



If you have any questions, want to reserve your spot in one of the above listed trainings, or need to buy a manual please call the Clark County UW-Extension office at 715-743-5121.

Other dates and locations:

February 15, 2022: UW Extension Lincoln County, 801 North Sales Street Suite 101, Merrill, WI 54452 Room 156 (Lower Level). Call (715) 539-1072

February 22, 2022: Taylor County Community Education Center, 624 College Street, Medford. Park in lot off Donald Street. Watch for signs. Call (715) 748-3327 ext. 3



Dairy Situation and Outlook, December 20, 2021

By Bob Cropp, Professor Emeritus
University of Wisconsin Cooperative Extension
University of Wisconsin-Madison



Milk prices will end the year a little higher than what was forecasted back in November. On the CME 40-pound cheddar blocks were \$1.81 per pound early November but by mid-November it had fallen to \$1.66. But prices started to rally after that reaching \$1.9475 per pound only to fall back to now at \$1.86. Cheddar barrels were \$1.75 per pound early November and had fallen to \$1.445 mid-November. It rallied reaching \$1.6925 per pound early December, but it also has fallen to \$1.625. Dry whey also showed strength going from \$0.64 per pound early November to now \$0.73. This price strength pushed Class III from \$17.83 in October to \$18.03 in November and December will be near \$18.50. For the year Class III will average about \$17.10 compared to \$18.25 for 2020.

Butter ranged from \$1.93 to \$2.05 per pound in November and has been above \$2.00 per pound in December being as high as \$2.12. Non-fat dry milk was \$1.55 to \$1.57 per pound in November and has increased to \$1.6775. Class IV was \$17.04 in October, \$18.79 in November and will be near \$19.75 for December. Class IV will average about \$16.08 for the year compared to \$13.49 in 2021.

Fluid (beverage) milk sales have been below a year ago. January through October sales were 5.2% lower. This decline is attributable to the fact that in 2020 there were more at home meals. But higher milk prices are in response to good butter and cheese sales, strong exports of butter, cheese, whey products and nonfat dry milk/skim milk powder. Dairy export volume January through October on a milk solids equivalent basis was 11% higher than a year ago. October exports of cheese and butter were particularly strong being respectively 43.7% and 107.1% higher than a year ago. But much of the strength in milk prices is due to a slowdown in milk production. Milk production from January through July was 2.7% higher than a year ago but has slowed since. August milk production was up just 0.6% higher than a year ago, even with a year ago in September, up just 0.1% in October and 0.4% below a year ago in October.

The slowdown in milk production is due to declining milk cow numbers and below average increase in milk per cow. Since peaking in May milk cow numbers had fallen 122,000 by November. November cow numbers were 47,000 below a year ago, down 0.4%. Milk per cow was just 0.2% higher in November than a year ago. Declining cow numbers and little increase in milk per cow are attributed to tighter forage supplies in many states and much higher feed costs encouraging producers to increase culling of milk cows. South Dakota continues with a relatively high increase in milk production with November up 16.7% from a year ago with 22,000 more milk cows. November milk production was up 2.8% in Texas, 2.7% in Iowa, 2.2% in Wisconsin, 1.9% in Minnesota, but just 1.0% in California and 0.4% in Idaho. New Mexico's milk production was down 13.2% with 29,000 fewer cows. Indiana earlier in the year was experiencing relatively strong increase in milk production but November production was down 1.7% with 5,000 fewer cows. Some other states experiencing declines in milk production were Pennsylvania 3.5%, Florida 3.4%, Arizona 3.1%, and New York 0.2%.

As of now 2022 is shaping up for much higher milk prices. Milk production is forecasted to increase by less than one percent. Milk cow numbers are expected continue to decline at least through the first half of the year as dairy producers reduce cow numbers in response to tighter margins from higher feed costs, higher cost other inputs and labor shortages. Higher feed cost may also reduce an increase in milk per cow. An increase in milk production at this rather low level will support much higher milk prices.

The economy is expected to continue growth next year but at a slower pace. While fluid milk sales will likely continue a downward trend butter and cheese sales are expected to show continued growth. But there is uncertainty in sales due to inflation that has increased the cost of food, gasoline, the cost to heat the home and most everything else. That will reduce consumer spending power which could reduce going to restaurants and in store purchases of dairy products. And hopefully COVID and the new variant Omicron does result in more restrictions on restaurants, closing of schools and public events.

The world economy is showing continued recovery. World milk production is showing modest growth of less than one percent. Milk production in leading exporters like the EU-27, the UK and New Zealand has been running below a year ago or up just slightly. This will leave opportunities for U.S. dairy exports. World dairy product prices have increased leaving U.S. dairy products price competitive on the world market. There is some uncertainty as to whether COVID will cause a shut down in restaurants and tourism in some of U.S. export markets reducing their imports of dairy products. Port congestions and related issue also continue to challenge dairy exports.

With modest increase in milk production, continued growth in domestic dairy product sales, and continued growth in dairy exports forecasts are for much higher milk prices in 2022. Currently, dairy futures are overly optimistic with Class III in the \$19's all of 2020 and Class IV in the \$20's. The latest USDA's price forecast was not as optimistic with Class III averaging \$18.15 for the year and Class IV averaging \$19.00. Class III and IV at least in the \$18's seems reasonable. It will take time for dairy producers to increase milk cow numbers, but with much higher milk prices producers may reduce culling of milk cows and feed more protein and concentrate for higher milk per cow. So, milk production could show some strength by the second half of the year lowering milk prices some. It seems like every year there are surprises that result in milk prices ending up different than forecasted. These higher milk prices are not guaranteed. So dairy producers may wish to use dairy futures and options, the Revenue Protection Program, LGM-Dairy or contracting with their milk buyer to protect their future milk prices. And signing up for the Dairy Margin Protection program at the \$9.50 protected margin levels is strongly encouraged.



The Forage Council of the Heartland

*Together we will keep our forages
and grasslands thriving!*

Wisconsin Dells Symposium

Date: February 21-23, 2022

Location: Chula Vista Resort, Wisconsin Dells, WI

Your Grazing Resource



We are excited to be planning a live, in person conference again for 2022. We have learned a lot this past year and are looking forward to incorporating some amazing new networking opportunities with this conference in addition to the great content we have brought to you in the past. Stay tuned to our Facebook page and this website to learn what's coming up at the 30th Conference! So much to celebrate!

30th GrassWorks Grazing Conference

Celebrating the Resilience of Grazing

January 20-22, 2022

Chula Vista Resort - Wisconsin Dells, WI

Speakers for our 30th Conference

- Dr. Jason Rowntree
- Dale Strickler
- Rhyne Cureton
- Bluesette Campbell

It's time to sign-up on Healthcare.gov!

There is new help for farm families struggling with the challenge of paying for health insurance. We know that farmers prioritize having health insurance – over 90% of farmers are covered – yet this number doesn't tell the whole story. Research shows that two out of three farmers have a preexisting health condition, and one in three farms has a family member whose health problems make farming difficult. And, half of all farm families have at least one adult working a second full-time job, often primarily to get health insurance coverage. This pulls time and energy away from farm work. We want you to know about the new opportunities to afford good quality coverage for 2022 plans, so that you can make the best decisions to support the needs of your family and your farm.

It's time for farmers to take another look at Healthcare.gov. Right now, thanks to COVID relief, health insurance prices are lower than ever before and there is no cap on who can get help paying for a plan. No one will pay more than 8.5% of their income. This means that you may now find an affordable plan, even if you did not in the past.

It's time to take care of you. **Enroll by December 15th** for coverage to start January 1st, 2022. If you miss that date, you can still sign up until January 15th for coverage starting February 1st.

Free, local unbiased experts are here to help you find the best plan for your health and budget. Certified Application Counselors and Health Insurance Navigators provide free help to:

Find plans and best prices.

Sign up for HealthCare.gov, BadgerCare Plus or Medicaid.

Get answers to your health insurance questions, big or small.

Solve billing or coverage problems.

Call 1-800-942-5420 to make an appointment with a local health insurance expert at **Family Health Center**.



annual CAFO update series

hosted by UW-Madison Division of Extension in collaboration with WI Department of Natural Resources



2.15.22 | 9:30-11:30 am
nutrient management



2.15.22 | 1:30-3:30 pm
engineering



2.16.22 | 9:30-11:30 am
regulatory updates



2.16.22 | 1:30-3:30 pm
groundwater



4 sessions offered virtually February 15-16 | 9:30 and 1:30 pm

Register today at <https://go.wisc.edu/x88dg2>

\$15 for one session or \$25 for series if registered on or before February 10. Additional \$20 late fee beginning February 11.

For more information: Kevin Erb | kevin.erb@wisc.edu | 920.391.4652. CCA CEUs pending & PDH Certificates available for Professional Engineers.

An EEO/AAE employer, University of Wisconsin-Madison Division of Extension provides equal opportunities in employment and programming, including Title VI, Title IX, the Americans with Disabilities Act (ADA) and Section 504 of the Rehabilitation Act requirements.



January 21st – 12:30 pm to 2:30 pm – Please join Richard Halopka and Sandy Stuttgen for Carrie Laboski's webinar presentation on adjusting fertilizer rates when prices are high. There will also be a discussion on ARC-PLC after Carrie's presentation. Let Extension handle the technology portion! You only need to bring any questions you may have for 2022 cropping. This presentation is free of charge to you. However, please call (715) 743-5121 by January 19th, 2022 to register to ensure there is adequate seating.

Heart of the Farm-Women in Agriculture

Online Coffee Chats for farm women held the first Thursday Jan. and Feb., noon-1pm. No charge to attend but you must register at: <https://farms.extension.wisc.edu/programs/heart-of-the-farm-women-in-agriculture/heart-of-the-farm-coffee-chats/>

Wisconsin Dairy and Beef Well-Being Conference

February 22, 2022

9:00 am – 3:15 pm

Farm Wisconsin Discovery
Center 7001 Gass Lake Rd,
Manitowoc, WI 54220

Conference Registration Fee:
\$50

Register at: <https://uwmadison.eventsair.com/wianimalwellbeing22/reg/Site/>
Register



Farm Ready Research

Extension's agriculture winter webinar meeting series for farmers and ag professionals. To see the full list of topics, including Focus on Forage, and to register visit <http://extension.wisc.edu/agriculture/farm-ready-research/>. There is no charge to participate but pre-registration is required to allow access to each live and recorded session.

January 7 | 11 am – 12 pm

Farm-gate Economic Outlook

January 11 | 1- 2:30 pm

Animal Care Starts with the Calf

January 11 | 7:30 – 8:30 pm

SRW A New Year, a New Ewe Perspective

January 21 | 11 am – 12 pm

Farm Pulse Program, Make Sense of Financial Management

January 25 | 1 – 2:30 pm

Diving Into Dairy Data Projects

January 28 | 11 am – 12 pm

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

February 4 | 11 am – 12 pm

Build Effective Training Programs that Engage Your Team

February 8 | 1 – 2:30 pm

Silage Quality—From Pricing to Feeding Behavior

February 8 | 7:30 – 8:30 pm

SRW – Strategic and Cost-Effective Mineral Nutrition in Sheep

February 18 | 11 am – 12 pm

Employee Trust & Engagement through a Culture of Safety

Nutrient Management Planning

This course is designed to develop a nutrient management plan that will meet the NRCS 590 Standard requirements. Participants will enter soil test information into the software program, SNAP Plus, and will develop a plan using the data. Subjects include conservation plans, field mapping, soil test analysis, manure management and crop selection and requirements.

It is highly recommended that you have current soil tests no more than four years old, sampled on a one sample per five acre basis and analyzed by a DATCP approved lab.

Soil Testing Payments: Participants will receive reimbursement for up to \$750 of eligible soil testing costs. (Please contact your local County's Conservation Dept. with questions.)



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These courses are in partnership with the Marathon, Clark, Lincoln, Taylor and Wood county UW-Extension offices and the county conservation departments from Marathon, Clark, Lincoln, Taylor and Wood counties.

COURSE ENROLLMENT INFORMATION

Please register for the Full Course if you are new to Nutrient Management Planning. If you have already taken the Full Course in the past, please register for the Refresher Course.

Additional family members and/or farm employees may attend with a registered attendee at no additional charge.

Students planning to bring their own computer to complete work on Snap Plus must meet the following minimum computer requirements:

- Windows 7 or later, 10 is recommended
- Memory: 250 MB for software
- Browser: Google Chrome, Mozilla Firefox or Microsoft Edge

GET STARTED TODAY
To register call
715.675.3331 and press "1"
or visit
www.ntc.edu/ce

Questions? Contact Continuing Education
at (715) 803-1034 or email ce@ntc.edu

FULL COURSE - 12 HOURS TOTAL

6—2-HOUR SECTIONS

Thursdays, 1/13, 1/20, 1/27, 2/3, 2/10, 2/17
Time: 7-9pm
NTC Spencer Campus
\$260.00

FULL COURSE - 12 HOURS TOTAL

3—4-HOUR SECTIONS

Fridays, 1/14, 1/21, 1/28
Time: 10am – 3pm
NTC Medford Campus
\$260.00

Wednesdays, 1/19, 1/26, 2/2
Time: 10am – 3pm
NTC Wausau Campus
\$260.00

Thursdays, 1/20, 1/27, 2/3
Time: 10am-3pm
NTC Spencer Campus
\$260.00

Tuesdays, 3/8, 3/15, 3/22
Time: 10am – 3pm
River Block Building (Wisc. Rapids)
\$260.00

REFRESHER COURSES

8 HOURS TOTAL

Fridays, 1/14 & 1/21
Time: 10am – 3pm
NTC Medford Campus
\$130.00

Wednesdays, 1/19 & 1/26
Time: 10am – 3pm
NTC Wausau Campus
\$130.00

Thursdays, 1/20 & 1/27
Time: 10am – 3pm
NTC Spencer Campus
\$130.00

Thursdays, 1/13, 1/20 & 1/27
Time: 7-9pm
NTC Spencer Campus
\$130.00

Tuesdays, 3/8 & 3/15
Time: 10am – 3pm
River Block Building (Wisc. Rapids)
\$130.00

**Participants will receive a \$130 reimbursement upon completion of a nutrient management plan. Reimbursements are provided by a DATCP Nutrient Management Farmer Education Grant and administered by the county conservation departments.*

***Participants will receive a \$260 reimbursement upon completion of a nutrient management plan. Reimbursements are provided by a DATCP Nutrient Management Farmer Education Grant and administered by the county conservation departments.*



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CLARK COUNTY

Crop Budget Worksheet

1. Seed Cost per acre*	\$ _____
2. Tillage Cost per acre*	\$ _____
3. Planting Cost per acre*	\$ _____
4. Fertilizer Cost per acre*	\$ _____
5. Herbicide Cost per acre*	\$ _____
6. Insecticide Cost per acre*	\$ _____
7. Fungicide Cost per acre*	\$ _____
8. Harvest Cost per acre*	\$ _____
9. Land Cost per acre*	\$ _____
10. Trucking Grain per acre*	\$ _____
11. Drying Cost per acre*	\$ _____
12. Crop Insurance	\$ _____
 Total Cost per acre	 \$ _____

Your farm expected:

Yield per acre Bushels _____

Selling price per bushel (1) \$ _____

Gross Return per acre \$ _____

Gross Return – Total Cost /acre = Net Profit per acre \$ _____

*See back for examples of calculations

1. Calculation of seed cost: corn ($\$/\text{bag of seed}$) \times (seeding rate/acre/80,000) = cost/acre
 Soybean ($\$/\text{bag of seed}$) \times (seeding rate/acre/140,000) = cost/acre
 Corn ex. $\$250 \times (35,000/80,000) = \$109.40/\text{acre}$
 Soybean ex. $\$60 \times (160,000/140,000) = \$68.60/\text{acre}$
 2. Review custom rate guide
 3. Review custom rate guide
 4. (Cost of fertilizer/ton/2000#) \times lbs./acre = \$fertilizer/cost/acre
 $(\$500/2000 \text{ lbs.}) \times 200 \text{ lbs.} = \$50/\text{acre}$
 This can be a complete fertilizer or separate ingredients.
 5. Application + herbicide cost per acre = cost/acre
 Ex. Generic roundup + adjuvant + application
 $(\$/\text{gallon}/\text{Qt.}) \times \text{rate}/\text{acre}) + (\$/\text{adjuvant}/\text{rate}/\text{acre}) + \text{application} = \text{cost}/\text{acre}$
 $(\$60/\text{gallon}/4) \times (1\text{qt.}) + (\$7.50/50\text{lbs}) \times (2 \text{ lbs.}/\text{acre}) + \$8.00 = \$23.30/\text{acre}$
 6. See #5
 7. See # 5
 8. See custom rate guide
 9. Land price owned \times desired return on land value = land cost
 Ex. $\$3,5000 \times .03 \text{ return} = \$105/\text{acre}$ or use your land rent
 10. Trucking is based on cost per bushel \times bushels per acre ($\$.12/\text{BU}$)
 11. Drying from 20% to 15% is calculated at $\$0.033$ per point \times bushels per acre
 Drying from 25% to 15% is calculated at $\$0.035$ per point \times bushels per acre
 Drying from 30% to 15% is calculated at $\$0.050$ per point \times bushels per acre
 12. Crop insurance cost per acre
- (1) Based on CBOT \$ less basis for fall delivery or contract price

Developed by Richard Halopka, CCA, UW-Extension Clark County Crops & Soils Agent



Hi from the Land Conservation Department. Hoping you had a good and safe harvest season. It should have been a good fall for applying manure after harvest because of dry conditions. Just a reminder nutrient management plan (NMP) updates are due April 1st, 2022. Since fertilizer prices have increased substantially an updated NMP has a greater value than in the past. Again next year as in years past, the Land Conservation Department (LCD) will be working with the UW Extension (UWEX) and other Conservation Departments in the area on offering nutrient management planning (NMP) training for farmers. The SNAP Plus version of the training will be offered January–February at various locations (see dates in this newsletter). You will need to register for this training through North-central Technical College (NTC). The NMP training for farmers that do not use SNAP Plus will be offered sometime in March, but no specific date, time or location has yet been chosen. Please contact the LCD (715-743-5102) or UWEX office (715-743-5121) to get your name on the list for that training.

Do you have areas in fields next to streams that are always low yielding and a pain to plant and harvest? Would you like to get paid for not having to have to deal with those areas? We may have a solution. There are several funding pools out there that will pay farmers to put in harvestable buffers that way you are still creating a return on that land, maybe more, than if you were row cropping it and the surface waters are being protected. Contact the LCD office if you are interested.

The LCD did the County wide crop transect survey again this year in early November. So what is a crop transect survey? The survey involves driving around a pre-determined route with 512 pre-determined locations recording what the crop was for that year, what type of tillage was done, was there a cover crop planted and was manure applied on the same fields scattered around the County. The LCD has been performing a transect survey in one form or another since 1998. Why do this survey? The survey helps the department track trends in what crops are being grown, tillage used, the use of cover crops and when manure gets applied. We are definitely seeing an increase in cover cropping as more and more farmers are realizing the value of using them; row cropping of corn and soybeans has also increased in the last 23 years as interest in grain production has increased. Intensive fall tillage is still being used in the fall in some areas of the county, more than others. As with other surveys, weather can have a big impact on the results. For instance, in a wet late fall a cover crop may not get planted and some fall tillage may not get done because of soybeans and corn coming off late.

The Land Conservation Department in conjunction with the Eau Claire River Watershed Coalition will be having a Regenerative Ag Workshop at the Christian Aid Center (CAM) located at W8872 Pine Rd, Thorp, WI. 54771 on February 14th. Please stay tuned for more information on this informative workshop in the coming month.

From the Land Conservation Department we would like to wish you and your family a Merry Christmas and a Happy New Year!

Upcoming Meetings/Events

Make sure to listen to WCCN and WAXX for any cancellations

DATE	EVENT	LOCATION	TIME
January, February and March	Nutrient Management Planning Classes	See page 8 for class enrollment options	See page 8
January 20-22, 2022	GrassWorks Grazing Conference	Chula Vista Resort Wisconsin Dells, WI	
January 21, 2022	Farm Bill and Fertilizer Presentation and Q&A	Abbotsford City Hall	12:30-2:30 pm
January 21-23, 2022	Wisconsin Outstanding Young Farmer (Sponsorship due January 1, 2022)	Best Western Premier Bridgewood Resort Hotel and Conference Center Neenah, WI	TBD
January 26, 2022 February 2, 2022 February 9, 2022	Focus on Forage Webinars	See page 4 for more information	12:30-1:30 pm
February 11, 2022	Beef Quality Assurance (BQA) Certification	Eagle's Club, Chippewa Falls	1:00 pm
February 14, 2022	Clark County Ag Workshop	C.A.M Community Center W8872 Pine Rd Thorp, WI	TBD
February 15 & 16, 2022	2022 Annual CAFO Workshops	See page 7 for more information	See page 7
February 21-23, 2022	Midwest Forage Association Symposium	Chula Vista Resort Wisconsin Dells, WI	
February 22, 2022	Wisconsin Dairy & Beef Well-Being Conference	Farm Wisconsin Discovery Center Manitowac, WI	9:00 am - 3:15 pm
February 24, 2022	WI Cover Crop Conference	Central Wisconsin Convention & Expo Center Rothschild, WI	8:00 am - 3:45 pm
February 25, 2022 March 2, 2022 March 4, 2022 March 11, 2022	P.A.T (Pesticide Applicator Training) In person training and testing	Abbotsford City Hall Abbotsford City Hall Thorp Fire Hall Neillsville - Courthouse Auditorium	9:00 am
July 12-14, 2022	Clark County Farm Technology Days	Roehl Acres and Rustic Occasions Loyal, WI	



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