

EXTENSION VIEWS

A Product of Extension Clark County



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Questions from my Desk-Chair: Slowing Down on the Farm

Richard Halopka, CCA, Retired

Statistics show that the average age of land ownership on farms is 65. I have received many calls from farmers that want to slow down or move to retirement.

How can we make this decision? Where do we start? I would have to ask some tough questions. Does the farm carry any debt? If this is the case now we would have a conversation on how to manage the debt. Do we sell assets to reduce or remove the debt? Many times that would be the case. If debt is not a concern then a conversation with parties involved (the husband and wife) is required. I want both to be open and provide feedback on their concerns related to slowing down.

First, I would recommend making a list of their concerns with slowing down on the farm. Generally it is how to approach the risk involved or to reduce risk. Many have sold off the livestock already and some other assets. Many have been growing crops and decided it was too great a risk and age may cause them to reduce physical work. Therefore, they need to put together a list of concerns that the parties have related to the farm.

Second, now make a plan of action. This list will allow them to gather information before action is taken.

- Talk with your tax preparer. This is important to understand potential tax liability you may have if you sell or not sell assets.
- Review your will. If you need ask an attorney for some help.
- Talk with your family. If children don't have an interest in the farm, it is good to inform them of your plans for the future. If they are active on the farm, they should also know your desires.
- Have a date in your plan of action. Always have a date listed when an action should be performed by (example contact tax person by November 1st).



Extension
UNIVERSITY OF WISCONSIN-MADISON
CLARK COUNTY

Contact Us

Extension Clark County

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

?
Crops & Soils Educator
?

Matthew Lippert
Dairy and Livestock Educator
matthew.lippert@wisc.edu

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 online versus receiving a paper copy please contact the UW-Extension Office at 715-743-5121 / mariah.stange@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!

- Remember a plan of action is just dates to gather information.
- Develop and implement the plan.

The next question many will ask is I want to rent my cropland out, but I want to be fair and maybe capture added value with a variable rent when prices are good, is this a good idea? Yes, it can be, but how much risk do you want to carry into retirement? Variable rent is a good tool, but what does it cost to plant an acre of corn, soybeans, or alfalfa. Many don't know. I will always provide a snapshot of a crop budget and let the retiring farmers fill in blanks. Many times they are surprised the cost of planting a crop and the return is lower than they thought. In central Wisconsin many will just set a cropland rent per year. Much of our crop is grown to feed livestock and some crops may not have a true price determining outlet. Plus if forages are raised many don't have access to scales to determine yields.

So how do we arrive at a rental price?

National Agriculture Statistics Service (NASS) gather cropland rental rates and this is a good source to begin a conversation. Now there will be an on the street rental rate and it may or may not be accurate and what is in that cropland rental rate? Can the landowner and/or cropland renter think in a different manner? The landowner has an investment in land and land has a monetary value. If you had money to invest in a low risk investment, what would you like for a minimum return on your investment? Now look at the cropland as the landowner's investment and the cropland renter as the financial company paying on that investment.

If both parties agree that cropland is worth \$3,000.00 and the current rate of return is between 2% - 4% this would give a range of \$60.00 - \$120.00 per acre rent. Remember there may be other considerations in determining rental rates (lime, conservation practices, USDA payments, etc.)

Third, if you are renting land have a written contract. It may be for one year or five years. Spell out your desires in the contract related to rotation, soil testing, lime, fertilizer and the list continues. Hand shake agreements are OK, but only for one year at a time and sometimes parties involved forget what the handshake agreement contained. You can download examples of lease agreements from the county's webpage <https://clark.extension.wisc.edu/cash-farm-leases/>.

Congratulations on your ability to retire and reduce risk from the farm operation. It is important to manage your retirement much like your farm when you were actively farming.

If you have questions on slowing down on the farm please contact your local UW-Extension office or Clark County Extension office at 715-743-5121.

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UNIVERSITY OF WISCONSIN-MADISON
CLARK COUNTY

MFA
The Forage Council of the Heartland
Together we will keep our forages and grasslands thriving!

WEDNESDAY, MARCH 20TH
10:30 AM - 2:30 PM
RUMORS ON MAIN
LOYAL, WI

CWFC
EDUCATIONAL
MEETING

TENTATIVE SPEAKERS

- **DAMON SMITH**
 - "BALANCING TAR SPOT AND MYCOTOXIN MANAGEMENT IN SILAGE CORN"
 - PROFESSOR OF PLANT PATHOLOGY - INTERESTS FOCUS ON BIOLOGY, EPIDEMIOLOGY, AND MANAGEMENT OF FIELD CROP DISEASES
- **SCOTT NEWELL**
 - "ALFALFA CHECKOFF: WHAT IS IT?"
 - UW-EXTENSION ALFALFA OUTREACH SPECIALIST
- **MATT LIPPERT**
 - "FIBER DIGESTIBILITY CHARACTERISTICS OF ALFALFA"
 - UW-EXTENSION DAIRY & LIVESTOCK EDUCATOR
CLARK & WOOD CTY

RSVP AT
715-743-5122
FOR LUNCH
COUNT

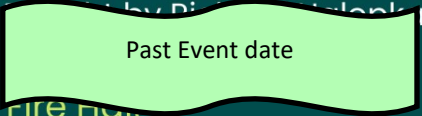
Meal covered by CWFC, Clark County Extension and free will offering.



CLARK COUNTY SESSIONS

Self Study is always an option.
Call to schedule your test.

IN-PERSON

• 

Fire Hall

Taught by Glenn Nice

• March 15th @ Abbotsford City Hall

LIVE ZOOM TRAINING

Led by Test Proctor

• Feb 27th @ Clark *
County Courthouse
*Must have your book and be signed up already to attend



QUESTIONS?

Clark County Extension
715-743-5122

EMAIL ADDRESS:

~~richard.halopka@wisc.edu~~
valerie.wood@co.clark.wi.us

PAT WEBSITE:

(Visit website to see all training dates, sign up & order manual)

<http://fyi.extension.wisc.edu/pat/private-applicator-training/>

2024 PAT SESSIONS PRIVATE APPLICATOR TRAINING & TESTING

PAT Manuals must be ordered from the state online or by mail. Contact your local Extension office for a paper form if online ordering is not an option for you.



ALL TRAININGS BEGIN AT 9:00 A.M.
TESTS BEGIN AT 1:00 P.M.

Other Live In-person PAT Test Dates and Locations

Taught by Glenn Nice (PAT Program Manager)

March 5—La Sure’s Banquet Hall, Oshkosh

March 21—UW-Whitewater Community Engagement Center, Whitewater



To schedule a self- study exam,
please call Clark County Extension

715-743-5122

If you need the PAT training and testing, but you do not have internet access to sign up and order your manual...

Please contact us at the Clark County Extension Office and we will help you.

DO NOT PROCRASTINATE!!!

If you would like to self-study, you need to order a manual and then call our office when you are ready to take the test.

Pass/ Fail for self- study is 70% correct to pass
Pass / Fail for attending a training and test date is 50%

The poster features a central green box with event details, surrounded by various gardening icons like a shovel, watering can, gloves, boots, and plants. The background is a light green color with a pattern of these icons.

Annual Spring Garden Conference

FREE AND OPEN TO THE PUBLIC

SATURDAY
April 6, 2024
Clark County Courthouse
AUDITORIUM
517 Court Street, Room 104
Neillsville
9:30am - Noon
LIGHT REFRESHMENTS AND SNACKS
PRESENTED BY
Over the Garden Gate
Clark County Master Gardener Volunteers

GUEST SPEAKERS

Dr. Brian Hudelson
Plant Disease Diagnostics Clinic, UNIVERSITY OF WISCONSIN, MADISON
Double Trouble: Diseases in the Vegetable and Herbaceous Ornamental Garden

Richard Halopka • *Certified Crop Advisor*
Biologicals and your Landscape

WANTED DEAD OR ALIVE: UNUSED OR ABANDONED DRINKING WELLS

The Clark County Land Conservation Department is actively seeking abandoned drinking wells for closure. Unused or abandoned wells pose a risk to our groundwater from contamination from nitrates, bacteria and pesticides. These wells can also pose a safety risk to people and animals.

The Land Conservation Department will provide free engineering and cost sharing to properly close these menaces to our groundwater. Please contact the Clark County Land Conservation Department at 715-743-5102 for more information.

133222

2024

MANURE APPLICATOR



UPDATE MEETINGS

MEETING TOPICS TO INCLUDE:

- Spill prevention and response
- Pressure safety
- Road safety, flagging, and transfer
- Understanding karst/shallow bedrock concerns
- Reading a nutrient management plan

LOCATION



Abbotsford
 Altoona
 Barron
 Birnamwood
 Cecil
 Chilton
 Dodgeville
 Jefferson (English & Spanish)
 Luxemburg
 Manitowoc
 North Freedom
 Online, via Zoom

DATE/TIME

March 22: 12:30 pm
 February 23: 12:30 pm
 March 11: 9:00 pm
 March 20: 1:00 pm
 March 18: 1:00 pm
 March 5: 1:00 pm & 6:00 pm
 February 26: 8:00 am
 TBD
 March 7 & 15: 12:30 pm
 March 4: 6:00 pm
 February 26: 1:00 pm
 March 25: 1 pm

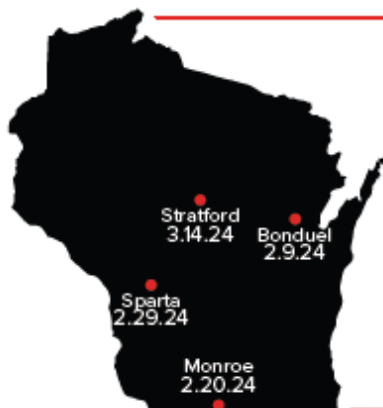
Register today!

<https://go.wisc.edu/2024manure101>

PRODUCING QUALITY BEEF WORKSHOPS

What physical traits enhance or detract fed cattle values? Why do some fed cattle sell for more or less than others? What opportunities did the latest beef quality audit find? These topics and more will be the focus of "Producing Quality Beef" workshops slated at four locations around the state in February and March.

* One BQA credit will be provided for attending a workshop, which can be applied to BQA recertification.



DATES AND LOCATIONS FOR THE WORKSHOPS ARE AS FOLLOWS

- February 9th Bonduel Equity Livestock Sale Barn, 455 N. Cecil St. Bonduel WI, 54107
- February 20th Monroe Equity Livestock Sale Barn, N1365 State Rd 69 Monroe WI, 53566
- February 29th starting at Sparta Equity Livestock Sale Barn, 6089 State Hwy. 16, Sparta WI, 54656 and then traveling to Club 16, 1615 W Wisconsin St., Sparta
- March 14th starting at Stratford Equity Livestock Sale Barn, 214910 State Highway 97, Stratford WI, 54484 and then traveling to Country Aire, 118600 Co Rd P, Stratford

WORKSHOP AGENDA

- 9:30 am Registration
- 10:00 am Live cattle evaluation and panel discussion with packer representatives
- 11:00 am Impacts on value: shrink, mud, dirt and fitness for transport
- 11:20 am 2022 National Beef Quality Audit Results
- 11:40 am Meat quality defects - real examples from the packing plant
- Noon Lunch
- 1:00 pm Quality and yield grades discussion and hands-on practicum
- 2:00 pm Feeding and management practices to produce cattle the market seeks
- 2:30 pm Pre-harvest factors that impact meat quality



Pre-registration is requested 7 days in advance to ensure that plenty of food and handouts will be available for everyone. To register, go to <https://bit.ly/3GSZtuJ> or call the Wisconsin Beef Council at (800) 728-BEEF (2333) or 608-833-7177. Lunch is provided, and there is no cost to attend.

These workshops are a cooperative effort with the Wisconsin Department of Agriculture Trade and Consumer Protection, University of Wisconsin-Madison Division of Extension, and Wisconsin Beef Council. Support is also being provided by Equity Cooperative Livestock Sales Association, American Foods Group and JBS.



Topics will include:

- Live cattle evaluation and discussion by a panel of cattle buyers
- Impacts of mud, manure and gut fill on dressing percent
- Impact of mobility/fitness for transport on cattle value
- Review of the 2022 National Beef Quality Audit results
- Quality & yield grade discussions
- Feeding & management practices for increasing cattle value
- Pre-harvest factors impacting meat quality



To register, visit <https://bit.ly/3GSZtuJ> or call the Wisconsin Beef Council at (800) 728-BEEF (2333) or 608-833-7177.

Clark County Goat Meeting

18 MARCH 2024
10:00AM - 3:00 PM

MORNING:
MEETING @ LYNN TOWN HALL
W1877 HIGHWAY 10
GRANTON, WI 54436

LUNCH

AFTERNOON:
BOARD A BUS TO VISIT 3 LOCAL GOAT
PRODUCERS
(2 DAIRY & 1 MEAT)
ALL WITHIN 1 MILE OF THE TOWN HALL



\$5.00 MEETING CHARGE FOR ADULTS, CHILDREN WELCOME.

THIS IS A SPONSORED PROGRAM TO DEFRAY SOME COST.

RSVP to Clark County Extension: 715-743-5122 or

https://docs.google.com/forms/d/e/1FAIpQLScmAsATI_MOh9s1fDy3uwQC65WMrjKvWu9yJB1XU0dKt5cWtA/viewform?usp=sf_link



Clark Dairy Promotion 2024 Annual Meeting and SCC Awards

When: March 16th 2024 @12:00 noon

Where: IGYS Bar & Grill (Corner of Cty X and Cty T) Withee, WI

To Be eligible for SCC award Your SCC must be under 125 for the whole 2023 year

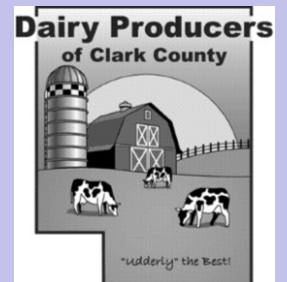
Please Send SCC sheets from milk plant (DHI SCC sheets not eligible) to:

Sara Fischer

W3286 Bridge Road

Owen, WI 54460

RSVP BY: March 1st 2024 to Sara Fischer 715 465 0245 or purplebirdy@live.com



Join us and begin

planning **AHEAD** *for the end of this life*

April 4th - May 16th virtually on Zoom
sara.richie@wisc.edu

CONSERVATION CORNER



Jim Arch, CCA
Clark County
Land Conservationist

Hi from the Clark County Land Conservation Department.

Nutrient Management Plans: I want to take some time to remind you that April 1st as in years past is the deadline for submitting to the department your updated nutrient management plan (NMP). Most plan writers working in Clark County are already aware of that deadline but it wouldn't hurt to remind them if you are having one updated your NMP. If you are doing your own NMP updated make sure your certification for self-planning is up to date just call Fred or Tiffanee in from our office and they will let you know if you need to attend the March trainings. There will be two opportunities in March to learn how to write your own NMP without a computer or get re-certified to write your own NMP in March. If you can not make either of these meetings then you are out of luck until next year.

Pre-Ordinance Manure Storage Inspections: Again we will be doing pre-ordinance manure pit inspections this years concentrating on the townships of Green Grove and Longwood. If you receive a letter from us don't get alarmed that we will be coming to make you close up your manure storage. The vast majority of pre-ordinance manure storages we inspect are fine to keep using as is but there have been a few that are not being used and it is obvious that they aren't going to be used again those are the ones that we would like to see closed up. There is cost sharing available from my department and NRCS to help cover the cost of closing up a manure storage. You need to get a permit from the Land Conservation Department before close up your manure storage, the permit and engineering plan to close up a manure storage is free.

Cover Crop Demo Plot Project: Again in 2024 we will be doing the cover crop demo plot trials on property owned by Clark Turner. In case you don't know the plots are located two miles south of the intersection of Hwy N and CTY O on the west side of O, look for the sign.

Water Quality Trading what is it? In case you are unaware there is another source of money out there to help cover the costs of installing a conservation best management practice (BMP) and it's called Water Quality Trading (WQT). A little back ground, several years ago the DNR started making municipalities reduce their phosphorous levels that they discharge into streams and rivers after going thru the treatment process. Now for most small municipalities building a new treatment facility is not financially possible so they came up with a second option paying someone usually upstream from the facility's discharge point to install a conservation best management practice, this could be taking a gully in a field and putting in a designed waterway, installing buffers a long a stream, installing a concrete cattle lot where any runoff goes thru a vegetative treatment area (VTA) before it can make into a surface water. There are numerous other practices that I won't get into here but I think you get the idea. If you are going to install a practice that helps protect our surface water why not get some help paying for it. Contact me if you would like more information WQT.

Engineering Projects: If you are considering any project that would require engineering services from us like, manure pit closures, well closures, waterway designing, etc... please contact Hunter Lemler in our office as this is a good time of the year to be working on designing before it warms up for good and things get busy.

No-till Drill: Our drill will once again be available to farmers. With the lack of snow this winter we could be looking at a dry spring for the start and soils don't have much for reserved soil moisture in them, tilling your soil will only make the problem much worse so why not plant no till.

Please contact the Land Conservation Department if you have questions about anything in this article.

Stay warm!

Clark County Land Conservation
517 Court Street, Room 102
Neillsville, WI 54456

Tiffanee: 715-743-5102
Jim Arch: 715-743-5285
Fred: 715-743-5104
Hunter Lemler: 715-743-5103

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.

SOIL TESTING PAYMENTS Participants will receive reimbursement for up to \$750 of eligible soil testing costs. (Please contact your County's Conservation Department with any questions regarding this reimbursement.)

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.



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

3 WAYS TO REGISTER:

1. Complete form found on reverse side and follow mailing instructions
2. Visit one of the websites below and search by class # found next to each class

NTC Classes

www.ntc.edu/academics_training/courses/search

Mid-State Classes

<https://courses.mstc.edu/>

3. Call us at 715.803.1965

Nutrient Management Reminder

ALL 2024 NMPs are due APRIL 1, 2024

NMPs received after April 1, 2024 will be subject to fines

If you have already submitted your Nutrient Management Plan, please disregard this notice. If you have any questions or concerns, please call Fred Subke in the Clark County Land Conservation Office at 715-743-5104

Mail, Fax or Email your NMPs to:

Clark County Land Conservation
517 Court Street Room 102
Neillsville, WI 54456

Phone: 715-743-5104

Fax: 715-743-5108

Email: fred.subke@co.clark.wi.us

Thank you for your cooperation!



WORKFORCE & ECONOMIC
DEVELOPMENT

FULL COURSE - 12 HOURS TOTAL (THREE 4-HOUR SECTIONS)

Tuesdays, March 12 - 26, 2024 10:00 a.m. - 3:00 p.m.	\$260*
Wood County River Block, Wisconsin Rapids	Class #25902
Thursdays, March 14 - 28, 2024 10:00 a.m. - 3:00 p.m.	\$260*
Mid-State Stevens Point Campus	Class #25901

**Participants will receive up to 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.*

Robotics Open House

- 7 DeLaval robotic milkers retrofitted into their existing freestall barn
- automatic bedding with manure solids spread by a robotic shuttle over the stalls so that cows are not disturbed by traffic in the robotic barn
- an animal health and location tracking system
- robotic feed pushing
- alley scraper

Production is improved from before the robots by about 10 pounds, while they removed labor units from their operation.

Join us for a barn tour and discussion about dairy automation.

Dukestead Acres
W1217 Willow Road
Abbotsford, WI 54405

April 9th, 2024
10:00 - 11:30 am



On the Road NMP 2023

Dates & Locations: Feb. 27th at Hixon Town Hall (French Town Ave, Withee)
March 5th at Green Grove Town Hall (Sparrow Ave, Owen)

Time: 9:30 am—3:00 pm

Cost: There is no cost for this training.

Purpose: To educate farmers to become qualified to write DATCP NMP for their farm.

Refresher course is required every 4 years to submit your own plan.

This training will be hand written, but you can attend to become requalified for SNAP program.

Bring your soil samples and current plan (if you have one, either written or e-version).

Please bring your own lunch and drinks—generally do a working lunch for time efficiency.

If interested in attending, please call Clark County Extension at 715-743-5122 or Clark County Land Conservation at 715-743-5102 to register.



Extension

UNIVERSITY OF WISCONSIN-MADISON

WISCONSIN BEEF COW-CALF SCHOOL FOR BEGINNERS

For those:

- considering cow-calf beef production
- newer to beef production
- dairy producers adding or transitioning to a cow-calf enterprise

FREE, but class size is limited.

MUST pre-register by March 11, 2024, at

<https://go.wisc.edu/6fr1x7>



7 pm - 8.30 pm online classes in 2024:

March 19 – Business of beef: what are your options?

March 21 – Marketing: begin with the end in mind.

March 26 – Veterinary skills all beginners need.

April 2 – Meeting cow-calf nutritional needs.

April 4 – Herd reproduction to build your future.

An EEO/AA 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.

To request an interpreter, materials in an alternative language or format, or other services to make this event more accessible, please contact Adam at adam.hartfiel@wisc.edu or 920-647-6560 by March 1, 2024. There's no added cost to you for these services.

Upcoming Meetings/Events

Make sure to listen to WCCN and WAXX for any cancellations

DATE	EVENT	LOCATION	TIME
March	NMP classes	Wisconsin Rapids (Tuesdays) Stevens Point (Thursdays)	10:00 am - 3:00 pm
March– April	PAT trainings	See page 3	9:00 am - training 1:00 pm - testing
March 16	Dairy Promotions Annual Meeting and SCC Awards	IGYS Bar & Grill Withee, WI	Noon
March 18	Goat Meeting	Lynn Town Hall W1877 Hwy 10, Granton, WI 54436	10:00am - 3:00 pm
March 20	CWFC Educational Meeting	TBD	TBD
March 22	Custom Manure Hauler 101 Training <i>See page 5 for other dates and locations</i>	Abbotsford City Hall	12:30 pm
April 1	NMP plans due for Clark County residents	Clark County Land Conservation 517 Court Street Rm 102, Neillsville	—
April 9	Robotics Open House	Dukestead Acres W1217 Willow Road Abbotsford WI 54405	10:00 - 11:30 am



Wisconsin Association for Home and Community Education, Inc.




4—\$500 scholarships available

Due June 24, 2024

Clark County resident, minimum 24 college credits and 3.0 GPA and one year of higher education beyond high school

MORE INFORMATION:
To request an application, please contact the Clark County Extension office at 715-743-5121. Applications are also available online at:
<http://clark.extension.wisc.edu/hce-scholarship/>



Extension
UNIVERSITY OF WISCONSIN-MADISON

Phone: 715-743-5121
Fax: 715-743-5129
<https://clark.extension.wisc.edu/>

Vacant Matthew Lippert Jeremy Solin Melissa Kono Crystal Walters Seth Harrmann Thalia Mauer Valerie Wood Courtney Becker	Crops & Soils Educator Dairy/Livestock Educator Area Extension Director CNRED Educator Family Relations Educator 4H Program Educator FoodWise Administrative Assistant Program Assistant	? matthew.lippert@wisc.edu jeremy.solin@wisc.edu melissa.kono@wisc.edu cnwalters@wisc.edu seth.harrmann@wisc.edu thalia.mauer@wisc.edu valerie.wood@co.clark.wi.us courtney.becker@co.clark.wi.us
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If you need an interpreter, materials in alternate formats or other accommodations to access this program, activity, or service, please contact the program coordinator at 715-743-5121 as soon as possible (10 days is reasonable) preceding the scheduled event so that proper arrangements can be made in a timely fashion.

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