

July 2009**Calendar of Events:****June**

- 29 **Pasture Walk, Joe Tomandl Farm, Medford 10 am-3 pm**

July

- 1 **Marshfield Ag Research Station Summer Field Day 10:15 am**
- 8 **Cow Handling Workshop, Pine Hill Angus Farm, Downing, 3-5 pm**
- 9 **Dairy Modernization Parlor Tour 10:30am—3 pm**
- 10 **Summer Field Day Richard Vine Farm, Granton, 10 am—3 pm**
- 21-23 **Wisconsin Farm Technology Days, Dodge County**

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INTEGRATED PEST MANAGEMENT

While we may have heard of Integrated Pest Management (IPM), what is IPM? Many will answer, you scout and spray pesticides to control pest. IPM does involve scouting crops for weeds, disease, insects or other causes of crop injuries, but unless the injury to the crop is at an economical threshold (ET) spraying normally is not the first option. IMP utilizes all available pest management tactics, which includes cultural, physical, biological and chemical control to prevent economically damaging pest outbreaks and reduce risk to human health and the environment. The first step is scouting the crop; it doesn't matter if it is a field crop or specialty crop and determine the ET of the damage.

Unless the damage is at ET loss, a management decision may be to continue to scout the field for the pest. The point of IPM is to scout and then make a management decision to spray or use another practice to limit loss from a pest. With the increase of crop prices the question has been asked if lower levels of outbreaks would warrant control measures. Research in six states over a period of three years (David Ragsdale: Journal of

Economic Entomology 100) calculated the price of soybeans up to \$15.00/bushel and determined that will lower the economic injury level (EIL) to 450 soybean aphids per plant, but the ET to spray for soybean aphids is 250 aphids per plant, which is below 450 EIL of the soybean aphid. The bottom line with the increase in price of commodities altering the ET level below 250 aphids per plant to spray for soybean aphids is not required. Research on alfalfa was also done (Boerboom et al. 2008) and with the increase in hay prices the low ET level for potato leaf hopper is below the EIL, so there is no need to spray at a level below .1 potato leafhopper per sweep per one inch of alfalfa plant height. Many producers have asked the question, I am spraying my crop and insecticide is only a small cost per acre, should I add it to the spray mix. I understand this could save a trip across the field, but unless the pest is present at or near ET in the field the cost of spraying may be greater than the return. The other factor that must be considered with spraying insecticides is that you control a pest, but also remove pollinators and beneficial

insects. The application may result in an increase of the pest and another application of insecticide. IPM is scouting, determining the stage of the crop and weather for next period of days and then implementing a control if required. Now leafhoppers may be controlled by harvesting the hay if they are approaching ET and harvest may be a week off. Soybean aphids reach ET and the soybean plants are at R4 or R5 stage there is no economical benefit to spray, because the aphids will not normally affect yield at this stage. The most important job as a crop producer, whether field crops or specialty crops is to scout your fields. Economical damage has been the focus in this article, but if you have fresh market vegetables to sell aesthetic thresholds may also need to be considered. Aesthetic values are subjective and not an absolute value and are driven by customer preference. When dealing with fresh vegetables use IPM, but the threshold may be decreased to implement a control. The most important management practice as a crop producer is to scout the

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DAIRY MODERNIZATION PARLOR TOUR (3 FARMS)

Thursday, July 9th
10:30 am to 3:00 pm

Carl Oberholtzer
(Colby)
10:30-11:30 am



Carl and his family have been milking their 130 head of dairy cattle thru

their retrofitted double 8 herringbone parlor since December of 2007. They added a lean-to on the tiestall barn and purchased used milking equipment to keep the cost of their milking facility low relative to a new facility. They are currently grazing their herd of dairy cattle.

Directions: From Hwy 13 in Colby, take Hwy N east 2 miles, take Maple Rd south to farm on right.

11:30-12:30 Lunch (On your own in Colby/Abbotsford)

Dave & Becky Ruesch,
(Abbotsford)
12:30-1:30

Dave and his father Rod farm together and are milking 95 cows through a very nice double 6 parallel parlor that is expandable to a double 9. They have 41 tiestalls left in the barn and have 51 cows in freestalls. The holding area is ramped up in the existing tiestall barn and the parlor was constructed on the end of the barn.



Directions: From intersection of Hwy 13 and Business Hwy 29 in Abbotsford, take Business Hwy 29 east 1 mile, take Pickard Ave. go north 2 miles, farm is on left just after Holton Rd.)

Jim and Tammy Schreiner
(Athens)
2:00 -3:00 pm

They are currently milking 65 cows in a 1 1/2 year old Westfalia Swing 8 milking parlor. The parlor, holding area, new milkhouse, and additional tiestalls were added onto the barn. Most of the construction was done on their own. They also began rotational grazing in 2007.

Directions: From Hwy 13 in Dorchester, take Hwy A (Dorchester) east about 7 miles, take Ivory Rd north 3 miles, go east on Frahm Rd, farm is on left side of road OR from Hwy 97 in Athens, take Hwy M west about 4 miles, at 2nd curve continue west on Frahm Rd 1 mile to farm on right.

For further information, call Sam Zimmerman 715-261-1250 or call Clark County at 715-743-5121.

CLARK COUNTY CROP NEWS AND NOTES

RICHARD HALOPKA, CROPS & SOILS AGENT

I will begin scouting for potato leafhoppers on four farms in the county starting next week and will report the information to WCCN. I have also been calculating growing degree days (GDD) from the Neillsville weather site. May 2009 we had 279 GDD and the five year average for May is 327, from June 1-17th 2009 181 GDD the five year average is 313.6 GDD, so as most people already know May and June

2009 has been cooler with adequate moisture, even though we are below average for moisture total for the year. Crops are looking good we sure could use more heat to help the corn and soybean crop. Oat crop with cooler temperature is good, with some oat fields showing nitrogen stress, which may be related to our cool temperatures. Corn nitrogen side-dressing and post weed control and soybean weed control will be

done in the next week to ten days, unless it was a later planted crop. Alfalfa or mixed 2nd crop hay is looking good and while temperatures have been cool with warm southern breezes leafhopper sweeping will need to begin. Garden crops do look good and with increased temperature need to scout for insects and disease. If you have any questions please call UWEX at 715-743-5121.

2009 PASTURE WALK SCHEDULE

Monday, June 29th
10:00—3:00 pm
Joe & Chris Tomandl Farm
7234 Gad Road
Medford

Featuring Jim Gerrish — Taking your pasture management to a new level. Inventorying, measuring, and managing your pastures for quality and quantity.

The cost of the seminar is \$20 for pre-registered participants and \$30 the day of the event. Registration is limited to the first 25 people. We do not guarantee walk-in availability the day of the event.

Directions: from Athens, take State Hwy 97 North 6 miles to Willow Road. Take Willow west (left) and travel 4 miles to Gad Road. Take Gad Road south (left) for 1/4 mile. Farm is on the left. If you have questions contact Paul Daigle at 715-261-6006

Thursday, July 23
10:00am-3:00pm

Intro to Holistic Resource Management and learning Decision Making skills to lead you to your best Quality of Life—Focus on Biodiversity and promoting biological life to sustain the farm

Mahalko Dairy/Grass Fed Beef-Ken and Kevin Mahalko- presentation from Andy Hager, HM practitioner and educator, and certified “Grass Radical”

10:00am-12:00pm
 Morning Session at Norma’s Place (restaurant). We will spend 2

hours getting a basic understanding of Holistic Management from Andy Hager and the River Country RC&D staff. Everyone is welcome whether just learning about HM or looking to take it to the next level.

12:00pm
 Meal--\$7.00 grass fed burger bar with a chicken option prepared by Norma’s Place. Brief Discussion time at lunch.

1:00pm-3:00pm
 Pasture Walk at Mahalko Dairy Farm. Focus will be on HM as it applies to grazing and profitability, and the Biodiversity found in the pasture and woodlands. Please come to either one or both of these sessions and share some positive ideas farmers can use in this tough economy.

Directions: from Cornell follow St Hwy 64 east 8 miles to the farm on the right (south). From Gilman follow Hwy 64 west 8 miles to the farm on the left (south). Note: Norma’s Place is .6 miles west of Mahalko Dairy at the SE corner of the County G and 64 intersection. Mahalko Dairy address is 34717 ST Hwy 64 Gilman, WI 54433. Phone: 715 225-9879

For information Contact: Kevin Mahalko, River Country RC&D at Kevin’s cell 715 225-9879 or the office at 715 834-9672. Walk will be held in partnership with North Central Graziers and Bob Brandt of PriRuTa at (715) 748-2008. Please RSVP the class and meal count to Kevin 715 225- 9879. If you can’t attend the morning class you are still invited to the 1:00pm Pasture Walk.

July 30, 6:30-9 pm
Tony Schultz &
Kat Becker Farm
7002 Rangeline Rd, Athens

Stoney Acres Farm is a third generation family farm located just outside Athens, WI. Tony and Kat operate a Community Supported Agriculture (CSA) farm where they grow all their own vegetables, herbs, and fruit, make maple syrup, and graze beef and chicken using their own labor. They use managed grazing to raise beef, where they pasture-finish steers and have a cow/calf operation on 85 acres of pasture. They also pasture-raise poultry.

Directions: From Athens, take State Highway 97 north 2 miles. State Highway 97 will turn west, but you need to continue straight north on Rangeline Road for 1.5 miles. Farm is on the left. Watch for signs.

August 4, 1 to 3 pm
Aaron Yoder Farm
W354 26th Road, Spencer

Topic: Organic dairy featuring irrigation on pastures.

The Yoder’s are looking at putting in an irrigation system this summer. They are deciding between either a K-line system or possibly a “traveling gun” system.

Directions from Spencer: from corner of State Hwy 13 & 98, go 2 blocks west to Cty. Rd V, turn on Cty. Rd V and go 2 mile south. Turn right on 26th Road and go 2 miles west to the farm on the north side of road. Watch for signs.

MARSHFIELD AG RESEARCH STATION TO HOST SUMMER FIELD DAY

Marshfield Ag Research Station, UW-Extension, and the Central Wisconsin Forage Council are sponsoring



a Summer Field Day at the Marshfield Ag Research Station on Wednesday, July 1, starting at 10:15 a.m. Continuing education units (CEU's) will be available for Certified Crop Advisors.

Morning Session:

- The Value of Grass/Legume Mixtures, Dan Undersander UW Agronomy
- Managing Corn to Maximize Ethanol/Biofuel Potential, Joe Lauer, UW-Agronomy

- Current Soybean Management Research, Shawn Conley, UW-Agronomy

Afternoon Session:

- First Steps in Understanding N Availability from Treated Manure, Carrie Laboski, UW-Soil Science
- Using Alternative Nutrient Sources, Dick Wolkowski, UW-Soil Science
- Effects of Spontaneous Heating on the Quality of Hays Stored in Large Bales, Wayne Coblenz, US Dairy Forage Research Center, Marshfield

This event is free and open to the public. Lunch will be available for a

nominal charge. Snacks and beverages will be sponsored by the Central Wisconsin Forage Council, a Midwest Forage Association Affiliate. Specialists will be available to answer questions.

The Marshfield Agriculture Research Station "South Farm" is located at 2611 East 29th St. (formerly 8396 Yellowstone Drive) just off of County Hwy A.

For more information call 715-387-2523, Ext. 101.



SUMMER FIELD DAY Friday, July 10th Richard & Debbie Vine Farm W4070 Hill Road, Granton 10:00 am to 3:00 pm

Topics:

- No-Till & Zone Till
- Composting Mortalities
- Soil Profiles

There will be field demonstrations from local equipment dealers.

Directions to the field day site: Take Hwy 10 east of Neillsville to Pray Ave north (by Fannies) 1/2 mile to Ridge Rd west to field. Watch for signs.

If interested in attending please contact the Clark County UW-Extension to pre-register because lunch will be provided at no charge.

Sponsored by: Clark County UW-Extension and Land Conservation and also Midwest Forage Association.



BALANCING RATIONS
North Central Technical College
Medford Campus Computer lab
August 20, 2009
10:00 am—3:00 pm

Join UW-Extension, Taylor County for a hands-on workshop that will answer the following questions:

- Are you feeding a balanced ration?
- Do you wish you knew how to balance rations yourself?
- Do you need a refresher in ration balancing?
- Would you like information about ration balancing computer software?

Randy Shaver, Professor of Dairy Science Nutrition, UW-Madison will first teach you how to balance rations by hand. He will then demonstrate available computer software programs.

The cost of this workshop is \$20.00 per person; family rate available:

\$20 for the first member, \$6 per family member after that; the family receives one copy of the coursework to share. Those alumni from the first class may audit this class for \$5.00 per person (lunch cost)!!!

You must register with payment by August 3, 2009 so that we may order your class materials in advance of the class. The workshop fee includes a copy of Mike Hutjens's Feeding Guide (3rd edition), other materials and lunch. So that you may prepare, you will get the Feeding Guide in advance of the class. You are encouraged to bring your feed reports to class, generating your own rations!

To register or for more information contact Taylor Co UW-Extension at 748-3327.

Clark County Fair

August 5-9, 2009

Thursday, August 6

8:30 a.m. 4-H Beef Show
 Sheep Show to follow Beef
 9:00 a.m. 4-H Swine Show
 7:00 p.m. Tractor Pull

Friday, August 7

8:30 a.m. 4-H Purebred Dairy Show
 7:00 p.m. Men's Club Truck Pull

Saturday, August 8

Senior Citizen's Day
 Citizens over 60 \$3 all day at the gate
 8:00 a.m. 4-H Horse Show
 9:00 a.m. 4-H Grade Dairy Show
 10:30 a.m. FREE Draft Horse Hitch Show
 12:00 noon Little Britches Dairy Show
 7:00 p.m. MOTOKAZIE Supercross Motor Cycle
 Race in Front of the Grand Stand
 7:30 p.m. Livestock Sale

Sunday, August 9

8:30 a.m. Open Class Dairy Show
 10:00 a.m. Draft Horse Hitch Show
 12:00 p.m. Livestock Supreme Showmanship
 1:00 p.m. Men's Club Demo Derby
 2:00 p.m. Dairy Supreme Showmanship



INTEGRATED PEST MANAGEMENT (CONTINUED FROM PAGE 1)

crop. Do not plant your crops and forget about them until harvest. Scout the fields once or twice a week, because weeds, insects, disease, nutrient deficiency, or natural effects happen and expand rapidly with the right growing conditions. If you do not have time to scout your crops it will pay to hire a crop scout. If a scout prevents one outbreak of a pest in the field the yield preserved will cover the cost of scouting by preventing damage or stress to the crop. IPM is crop

scouting system approach with thresholds to help make management decisions and then the manager must implement a plan if required. IPM principles can be applied to any crop. If you have questions on IPM, crop scouting methods or pest thresholds contact me at UWEX Clark County at 715-743-5121.

References:

Boerboom, C., E. Cullen, P. Esker, R. Flashinski, C. Grau, B. Jensen, and M

Renz. 2008. Pest management in Wisconsin fields crops University of Wisconsin-Extension, Publication A3634. Field Crop. Integrated Pest Management Program-University of Wisconsin-Extension, CES.
 Ragsdale, D., University of Minnesota. <http://www.plantmanagementnetwork.org/edcenter/seminars/SoybeanAphid/>.

COW HANDLING AND PSYCHOLOGY WORKSHOP

The University of Wisconsin Extension is sponsoring a workshop titled “Cow Handling and Psychology Workshop.” The workshop is scheduled for Wednesday, July 8, 2009 from 3:00 p.m. to 5:00 p.m. at Pine Hill Angus Farm, Downing. The overall goal of the workshop is for producers to improve overall handling skills and to gain a better understanding of cow behavior.

Wendy Fulwider, Animal Husbandry Specialist with Organic Valley, will be key note speaker. She will be sharing her expertise on cow behavior as well as design tips to improve animal handling. Hosting the workshop is Al and Sandy Drinkman of Pine Hill Angus Farm.

According to Jim Faust, Dunn County Ag Agent, “I’m excited that Wendy will be with us. Wendy

studied under Temple Grandin, a noted animal scientist at Colorado State University, and will bring many animal behavior insights to the workshop.” Faust went on to add, “Handling cattle can be a big safety issue so knowing something about what goes on in a cow’s head can be very helpful which can reduce stress on both the producer and the animal” Faust ended with, “This workshop offers a lot of great information that both beef and dairy producers will find valuable.”

Please note the following program topics:

- Low Stress Cattle Handling
- Designing Cattle Handling Facilities for the Cow’s Perspective
- Basic Cow Psychology Cattle Handling Demonstration



Pine Hill Angus Farm is located 4.5 miles North of Downing on County Road Q. Watch for the sign.

Those interested in attending should contact their local Extension office or Jim Faust at (715) 232-1636. Pre-registration is required. Registration deadline is Monday, July 6, 2009.

Wisconsin Commercial Deer and Elk Farmers and Whitetails of Wisconsin

Open House and Summer Picnic

R Jensen Elk Ranch, N6266 Halle Ave, Neillsville

August 15, 2009

10:00 a.m. until dark



Everyone is welcome to come and visit a working elk ranch. There will be free farm tours all day. Come check out the huge bulls and the new born calves. We have invited Sen. Pat Kreitlow and Rep Scott Suder to attend. A lunch will be served at noon. There is a \$5.00 fee for lunch. Any questions call 715-743-4308.

AGRONOMY/SOILS FIELD DAY

Tours and Exhibits of Current Crops and Soils Research

Thursday, August 27, 2009

Arlington Agricultural Research Station

Tours depart from the Public Events Facility at

8:30 am, 10:30 am, and 1:00 pm



Tour A: Crop Management

- Managing corn to maximize ethanol/biofuel potential (Joe Lauer)
- Alternative forage crops (Dan Undersander)
- Impacts of recent climate change on Wisconsin corn and soybean yield trends (Chris Kucharik)
- Soybean response to plant stress (Shawn Conley)

Tour C: Soil Science

- Summary of the Arlington 10 year tillage/rotation study (Dick Wolkowski)
- Nitrogen availability from treated manure (Carrie Laboski)
- Opportunities for biofuel crop production (Matt Ruark/Randy Jackson)
- Update on runoff monitoring of single-use watersheds at pioneer farm 2006-2009 (Chris Baxter)

Tour B: Pest Management

- Soil-borne diseases in soybean (Paul Esker)
- PRE weed management: a soybean bailout package? (Chris Boerboom)
- Increasing winter-kill for perennial weeds: can we take advantage of our cold winters? (Mark Renz)
- Benefits of increasing grazing height on weed suppression in grass based grazing systems (Marie Schmidt)

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“Special Topic” (Afternoon only) 1:00 pm

Harvesting perennial grasses and legumes for biomass
Kevin Shinnars, Biological Systems Engineering, UW
Madison

LUNCHEON SPEAKER @12:15 PM

“Tax consequences of financial distress”

Phil Harris; Agricultural & Applied Economics, UW-Madison

SPECIAL SESSION @ 1:00–2:30 PM

“Harvesting perennial grasses and legumes for biomass”

Kevin Shinnars; Biological Systems Engineering, UW-Madison

In the special session we will demonstrate novel harvesting strategies for biomass feedstocks such as switchgrass and alfalfa – including separate harvest of alfalfa leaves and stems.

The Arlington Research Station is located on Hwy 51, about 5 miles south of Arlington and 15 miles north of Madison. Watch for Field Day signs. In the event of rain, presentations will be held inside. For more information contact the Dept of Agronomy 608-262-1390 or the Dept of Soil Science 608-262-0485.

UW-EXTENSION SAFETY PROGRAM ADDRESSES HIGH RISK DAIRY WORK ACTIVITIES

With over 13,000 dairy herds in Wisconsin, it's not surprising that each year injuries occur when individuals are working with dairy cattle. On a daily basis there are over 1 million cows to be milked, fed, and moved in a barn or out on pasture. Research has shown that working in close contact with dairy cattle and other large animals is a significant risk factor for non-fatal injuries on Wisconsin farms.

Often, injuries result when workers are working in close contact with animals. In some cases, lack of understanding of basic principles of animal behavior leads to an injury.

For individuals growing up around dairy cattle, animal movement principles may seem like common sense. However, as more employees are working on Wisconsin dairy farms there's a need to train employees on the safe movement of animals to help prevent injury to themselves.

Members of the University of Wisconsin - Extension Dairy Team are excited to announce the release of two new educational modules that focus on farm workplace safety. The modules cover safe cattle handling and skid steer loader operation and are targeted at the growing number of hired employees who are so vital to the state's dairy industry.

"This safety program is designed to be integrated into existing educational programs and training as we teach workers about basic production practices. Keeping employees safe should be part of any producer's plans to manage a productive and

profitable operation," according to Aericia Opatik, UW-Extension Kewaunee County agriculture agent.

The educational modules address the two most significant injury issues dairy producers and their employees face based on studies done in cooperation with Wisconsin producers - injuries related to animal handling and machine operation. The educational modules will be widely incorporated into ongoing UW-Extension dairy production and management programming.

The Skid Steer module addresses seven major topics of machine operation through an electronic presentation that can be tailored to meet the needs of individual audiences. This module includes hands-on activities that are important for adult learners. Topics addressed are identifying machinery hazards, understanding basics of skid steer loaders, safety alerts, pre-operation inspection, safe operation, and starting/operating/shutting down skid steers

The Skid Steer module recently won the National Association of County Agriculture Agents (NACAA) Communications Award in the Learning Module Category. The cattle handling module addresses safe animal handling, a major risk factor that makes large animal-related injuries common in dairy farming. This module also uses a customizable presentation, handouts, DVD, and hands-on activities for learners. Topics addressed include unique ways in which cattle see and perceive shadows and other potentially

frightening things that make their behavior unpredictable; flight zones in dairy cattle needed to safely move animals; monitoring animal stress from handling; and training for parlor workers.

Both modules are available in English and Spanish. The modules have been successfully pilot tested and evaluated in Wisconsin and will be available world-wide through UW-Extension and the Babcock Institute in October 2009. To obtain ordering information, please contact Zen Miller at zen.miller@ces.uwex.edu or 920-832-5119.

It is also important to help youth learn about safe handling practices as many youth will work on farms during the summer and exhibit dairy cattle at fairs. The Wisconsin Meat Animal Quality Assurance (MAQA) program teaches youth in the beef, sheep and swine projects about quality assurance, good management practices and ethics. Contact your local UW-Extension office or Agriculture Education Instructor for meetings that are in your area.



MANAGING IN DIFFICULT TIMES: PROFITABLE PRACTICES FOR TOUGH TIMES

When times are tough ~ when commodity prices are low, when there is drought or a shortage of feed, for example ~ farmers often ask: “What are the most profitable practices under these conditions?”

The answer usually disappoints those who ask it because practices that maximize profitability when “times are good” are the same practices that help maximize profits (or in many cases minimize losses) when “times are tough.”

“I think this surprises people because, when times are good, one can achieve a satisfactory profit level without using all of the profit maximizing practices,” said Tom Kriegl, Farm Financial Analyst, Center for Dairy Profitability, University of Wisconsin-Madison/Extension. “When times are good and profit margins are generous, people may become complacent and adopt practices that seem convenient or appealing even though the practices reduce profitability. When these practices become routine, it is easy to think of these less profitable practices as essential.”

It’s also important to recognize that the components of a practice that contributes to profitability can change.

For example, feeding the least cost-balanced ration (compared with feeding an unbalanced ration and without regard to cost) is a practice that helps maximize profits or minimize losses under all conditions except one ~ when revenue fails to equal or exceed variable cost. However, the components of the least cost-balanced ration can vary radically

as prices of the ingredients and the product change.

We must also recognize that tools that maximize profit can be underused. For example, feed testing, milk testing, soil testing, and record keeping and analysis are all tools that can help maximize profits. Yet, some managers pay for these tools but ignore the information these tools provide. Misusing or not using such tools will actually detract from profitability.

In summary, the practices and tools that contribute to profitability are similar in both good economic times and bad. However, the way managers implement these practices and tools may change. To maximize profitability, managers must pay attention to details and make adjustments to these practices to fit their circumstances. Following are more specific comments about adjustments.

1. Analyze, measure, test and monitor. You can’t manage what you can’t measure.
2. Review all of your practices – including financial and production.
3. Return to the basics – the practices that serve best in most conditions.
4. Focus on input-output relationships.
5. Pay attention to details.
6. Eliminate wastage wherever you can whether it is reducing feed spoilage or the avoidance of spilling manure on the road where it does no good.
7. Use decision making tools such as those provided by UW-Extension.

8. Monitor your cost of production on a regular basis. On many farms it should be done monthly.
9. Focus on the controllable larger expense items first. Even among dairy farms that raise much of their feed, purchased feed is usually the largest cost item. Other cost items that rank high for most dairy systems in most years include depreciation, labor, repairs and interest. When costs are categorized in a different way, the cost of raising or buying replacements is also a very large cost. The same is true for all the costs associated with raising feed. Don’t get over focused on the smaller costs without having these larger costs under control.
10. Defer or pass up capital investments unless they are really needed now. However, if your debt is low, you intend to farm for several years, and you have cash reserves or a good credit rating, you might find bargains for capital items and interest rates. Even then, limit capital purchases to items that really are needed in the long run. An item like a low cost labor efficient milking parlor could fit into the need category even now.
11. It is appropriate to time capital investments for tax management purposes, but few if any capital investments can be justified on tax benefits alone.
12. Make sure your debt is productive debt—debt that supports investments that will pay for themselves in a reasonable time frame.
13. Check opportunities to refinance for lower interest rates but make sure that refinancing costs don’t nullify the reduced interest rate.

MANAGING IN DIFFICULT TIMES: PROFITABLE PRACTICES FOR TOUGH TIMES (CONT.)

If refinancing converts your interest rate from fixed to variable, be aware of what that could mean.

14. Take advantage of government programs such as MILC.
15. While one needs to survive the short run to have a long run, don't lose sight of the long run.
16. While many farm families routinely minimize family living costs, that isn't the case for

everyone. Consequently 2009 would be a good year to reduce or defer large discretionary family living expenses such as new cars or houses.

17. Maintain adequate two way communication with your farm staff (whether paid or unpaid) to ensure proper training and functioning of and to minimize turnover of the labor force.

To access more information and/or tools to help analyze your situation, link to the Extension Responds web page at: www.uwex.edu/ces/ag/farmingindifficulttimes.html

For assistance in making these tough decisions, contact your UW-Extension county agent, your Farm Business and Production Management Instructor in the Technical College or the DATCP Farm Center at 1-800-942-2474.

PASSION FOR WISCONSIN'S HISTORIC BARNs STILL GOING STRONG



Barn Preservation Program celebrates 15 years of protecting the

state's rural icons

When they held the first meeting to talk about strategies for preserving Wisconsin's historic barns back in 1994, not many people were expected to attend.

"We would have been pleased if 50 or 60 people had showed up," says Chuck Law, coordinator for the University of Wisconsin-Extension's Barn Preservation Program and one of the group's founding members. "Instead, the meeting was so packed that people were standing in the restroom doorways to hear the speakers."

It didn't take the meeting organizers long to see that Wisconsinites were passionate about preserving their historic barns. And interest hasn't waned since, according to Law. UW-Extension's Barn Preservation Program recently celebrated its 15th anniversary with the release of a new book titled "Wisconsin Barns,"

by Nancy Schumm-Burgess. The book is available online at <http://www.saveabarn.com>, where \$5 of each purchase will go to support barn preservation activities in Wisconsin.

"This book represents an extensive journey across the state capturing photographs of these important and scenic icons of Wisconsin agricultural past and present. It records the stories behind them," says Law.

The book's release is timely since the consummate table-top book, "Barns of Wisconsin," written by retired UW-Extension faculty member Jerry Apps, is being updated

but won't be released until sometime next year. In the meantime, Wisconsin barn enthusiasts have another reading outlet.

Plans are also underway for a tour of area barns to be held in concert with a seminar coming up this fall coordinated by UW-Extension and Citizens for a Scenic Wisconsin, Inc. This organization recognized the efforts of the Wisconsin Barn Preservation Program in its 2008 annual awards program.

To learn more about the tour and other events, visit the Wisconsin Barn Preservation Program website at: www.uwex.edu/lgc/barns

2009 Wisconsin Farm Technology Days

July 21-23, 2009

Dodge County – Crave Brothers Farm

Waterloo, WI

For more information or a copy of the Dodge County Wisconsin Farm Technology Days brochure contact Matt Hanson, UW-Extension, 127 E Oak St, Juneau WI 53039.



CLARK COUNTY

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NEW STATE HEALTH BENEFIT

The new state administered Medical Assistance program, BadgerCare- Plus Core Plan for Childless Adults will go into effect on 07/15/09.

The BadgerCare-Plus Core Plan will provide access to basic health care services, including primary and preventive care and some generic drugs to low-income individuals.

Adults, ages 19 through 64 who do not have

dependent children, under age 19 living with them, may be able to enroll in the BadgerCare Plus Core Plan. Also, adults who do not have private health insurance coverage when requesting the Core plan or in the last 12 months before you request Core Plan coverage, unless you have a good cause reason for losing the private insurance, did not have access to insurance from an employer in the 12 months before you

request Core Plan coverage, unless you have a good cause reason for not signing up.

How to Apply:
Applicants for BadgerCare-Plus Core plan can sign up beginning June 15, 2009 by completing a request online at <https://access.wisconsin.gov> or by telephone at 1-800-291-2002. Please do not contact Clark County Social Services regarding this program.