

# Manitowoc County

# DHIA NEWS



August  
2008



By:  
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UW-Extension Dairy Agent

And:  
Jean Tegen, Manager  
Manitowoc County DHIA

*"A newsletter provided by Manitowoc County UW-Extension and Manitowoc County DHIA"*

## Visit us at our Website

<http://www.uwex.edu/ces/cty/manitowoc>

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## Enclosure:

*Manitowoc County Forage Council Fall Field Day Flyer*  
*Start them Right...Raise them Right, Calf Management Seminar*



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Dairy and Livestock..... (920) 683-4168  
Family Living Education..... (920) 683-4168  
4-H Youth Development..... (920) 683-4169  
website: [www.uwex.edu/ces/cty/manitowoc](http://www.uwex.edu/ces/cty/manitowoc)

# Coming Events...

- September 10**      **Start Em' Right Calf Seminar**  
Hilbert
- September 12**      **UW-Extension Ag Lender and Farm Management Update**  
Kimberly
- September 23**      **Manitowoc County Forage Council Field Day and Farm Tour**  
Proud Heritage Jerseys owned and operated by Ben and Amy Vos  
12:30 to 3:30 p.m. (See flyer)
- September 23**      **Manitowoc County 4-H Appreciation Pizza Party Night**  
5:00 to 8:00 p.m. \$5 per person (4 and under free).
- October 21**          **Grant-Writing Workshop for Farmers**  
(see article in newsletter)



## Grant-Writing Workshop for Farmers Scheduled.

A workshop will be offered this fall to help farmers and agricultural entrepreneurs develop strategies to access state and federal grants. Attendees will learn how to successfully submit a Value Added Producer Grant (VAPG), an Agricultural Development and Diversification Grant (ADD), and The Sustainable Agriculture Research and Education (SARE) program application. These programs provide research and development, planning and working capital funds to farmers and farmer-based enterprises to develop and implement ventures.



The training workshop will take place on:

**Tuesday, October 21<sup>st</sup> - 9:30 AM to 2:30 PM at the Heckrodt Wetland Reserve Nature Center in Menasha, WI.**

To register, contact: Fred Depies at [fkdepies@charter.net](mailto:fkdepies@charter.net); 920-418-2718 or Glacierland RC&D at 920-465-3006

## Farmer to Farmer Website Links Buyers and Sellers



Livestock producers may find themselves with extra corn, corn silage, or hay for sale, while others may be looking to purchase additional feed. To facilitate the local marketing of feed commodities, UW-Extension has developed a website where growers facing shortages can find growers who have excess feed to sell. The website is <http://farmertofarmer.uwex.edu>.

The Farmer to Farmer Corn and Forage List is free of charge for both buyers and sellers. Users can search for high moisture corn, corn grain, corn silage, haylage or hay. Buyers and sellers can search in just one county or in any number of counties at once.

New in 2008 is a separate link for horse owners looking to buy and sell hay. Click on the "Want Horse Feed" link. This site provides a market for hay producers that grow hay for horses. Horse hay buyers and sellers can search for hay in small squares, big round bales, or big square bales. They can also search for alfalfa/grass mix, all grass, or all alfalfa, depending on the needs of the buyer. Hay marketed at this site is for horse owners wishing to emphasize quality, color, and bale type.

## CAUTION: When Making and Handling Large Round or Square Bales



All workers who operate balers or work with large round or square bales must be instructed on safe procedures. Review the safety information in the operator's manual.

Never attempt to clean, lubricate or adjust the baler unless the PTO is disengaged, the tractor engine is shut off, and the ignition key is removed.

Never allow anyone to ride with you on the tractor or the baler. Keep everyone away, clear of all danger areas.

Never attempt to kick or feed material or twine into a baler by hand. Balers can pull your arm or leg in and amputate it, or pull your entire body in.

Never eject a round bale on a slope. It could roll away and cause serious damage or injury.

Tractors used to handle large bales should be large enough, properly weighted and have wheels set at maximum width to maintain stability and prevent front or side overturns. Tractors with ROPS are highly recommended.

The front end loader should be equipped with a spear or grapple specifically designed for handling large bales. The loader must be able to control the bale to prevent it from rolling or falling back onto the tractor or operator.

When moving bales, carry the bale low, move it slow, and avoid sudden turns or stops. Be careful when stacking or removing large bales during feed out.

## Milk Insurance Available to Dairy Producers

At the recent Manitowoc County Forage Council Hay Day Field Day, one of the presentations was entitled, "Is 'Milk Insurance' right for you?" Terry Sorenson from GreenStone Farm Credit Services gave an update on the program to the 100 people in attendance. The program is brand new and is being provided by private insurance companies. It is underwritten by the Federal Crop Insurance Corporation. The first closing date is August 27, 2008. Some frequently asked questions (and answers) are listed on the next page. More detailed information on the program is available at the following link:

[http://future.aae.wisc.edu/lgm-dairy/rma\\_material/09lgm-dairy-handbook.pdf](http://future.aae.wisc.edu/lgm-dairy/rma_material/09lgm-dairy-handbook.pdf)

## LIVESTOCK GROSS MARGIN FOR DAIRY CATTLE INSURANCE POLICY UNDERWRITING RULES

The Livestock Gross Margin for Dairy Cattle Insurance Policy provides insurance against the loss of gross margin (market value of milk minus feed costs) on the milk and feed described on the application or target marketing's report.

### A. Basic Principles

1. These underwriting rules ("Rules") govern the Livestock Gross Margin For Dairy Cattle Insurance Policy as offered by the Federal Crop Insurance Corporation (FCIC) under the authority of Section 523(b) of the Federal Crop Insurance Act, as amended (7 U.S.C. 1523(b)).

2. The Livestock Gross Margin for Dairy Cattle Insurance Policy is a livestock insurance product under the federal crop insurance program and is reinsured by the Federal Crop Insurance Corporation ("FCIC").

3. The provisions of the policy may not be waived or varied in any way by the crop insurance agent, field representative, or any other agent or employee of FCIC or us.

4. If any portion of these rules is inconsistent with the Livestock Gross Margin Insurance Policy, the rights and obligations of the insured and of the Company will be determined in accordance with the Livestock Gross Margin for Dairy Cattle Insurance Policy.

### B. Eligibility

1. Only agricultural producers ("Producers") of milk in Arizona, Colorado, Connecticut, Delaware, Illinois, Indiana, Iowa, Kansas, Maine, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New York, North Dakota, Ohio, Oklahoma, Pennsylvania, Rhode Island, South Dakota, Texas, Utah, Vermont, West Virginia, Wisconsin, and Wyoming are eligible for the Livestock Gross Margin for Dairy Cattle Insurance Policy.

2. Eligibility for the Livestock Gross Margin for Dairy Cattle Insurance Policy is determined exclusively by federal law and regulations promulgated, and as interpreted, by the FCIC and its Administrator, the United States Department of Agriculture-Risk Management Agency.

3. The producer's target marketings may not be more than the producer's approved target marketings. Approved target marketings will be the lesser of the capacity of the producer's dairy operation for the 11-month insurance period as determined by the insurance provider and the underwriting capacity limit as stated in the special provisions.

### C. Coverage

1. The livestock gross margin policy provides insurance only for the difference between the gross margin guarantee and the actual total gross margin based on a producer's 2 of 2 target marketings and futures prices prior to and during the insurance period.

This policy does not insure against death or other loss or destruction of dairy cattle, production loss of milk, or unexpected changes in feed rations.

2. There are twelve insurance periods in each calendar year. Each insurance period runs 11 months and no milk can be insured the first month of any insurance period. Coverage begins on your milk one full calendar month following the sales closing date, unless otherwise specified in the Special Provisions, provided premium for the coverage has been paid in full. For example for the contract with a sales closing date of January 29, coverage will begin on March 1.

3. This is a continuous policy and will remain in effect following the acceptance of the original application unless cancelled by the insured or the company in accordance with the terms of the policy. After the initial insurance period the producer must complete a target marketings report by the sales closing date of the next insurance period to be eligible for coverage in that insurance period.

4. The producer must elect the number of hundred weight of milk to be insured and the number of tons of corn and soybean meal to be fed during the insurance period (with the exception of the first month of any insurance period). This will be the producer's target marketings and feed. Round target marketings to the nearest whole number. The number of tons of corn per month is restricted to be between 0.00364 and 0.02912 tons per hundredweight of milk. The number of tons of soybean meal per month is restricted to be between 0.000805 and 0.006425 tons per hundredweight of milk.

5. All milk will be insured at 100 percent share.

6. The Date of End of Insurance is 11 months after sales closing.

7. The producer may choose deductible amounts from \$0 per hundredweight to \$1.50 per hundredweight in \$0.10 increments to apply to all target marketings.

8. The producer's premium is due with the signed application for coverage in the initial insurance period and with the completed target marketings report in any subsequent insurance period.

9. Coverage may not be available in instances of a news report, announcement, or other event that occurs during or after trading hours that is believed by the Secretary of Agriculture, Manager of the Risk Management Agency, or other designated staff of the Risk Management Agency, to result in market conditions significantly different than those used to rate the LGM program. In these cases, coverage will no longer be offered for sale on the RMA Website. LGM sales will resume, after a halting or suspension in sales, at the discretion of the Manager of RMA.

## The Ideal Wisconsin Calf Pen

Tina Kohlman - Dairy & Livestock Agent, UW-Extension Sheboygan County

As dairy farms grow and expand their milking herd numbers, so does the dairy replacement herd. With more calves to feed as dairy operations grow, time, labor and facilities devoted to the replacement herd also increases.

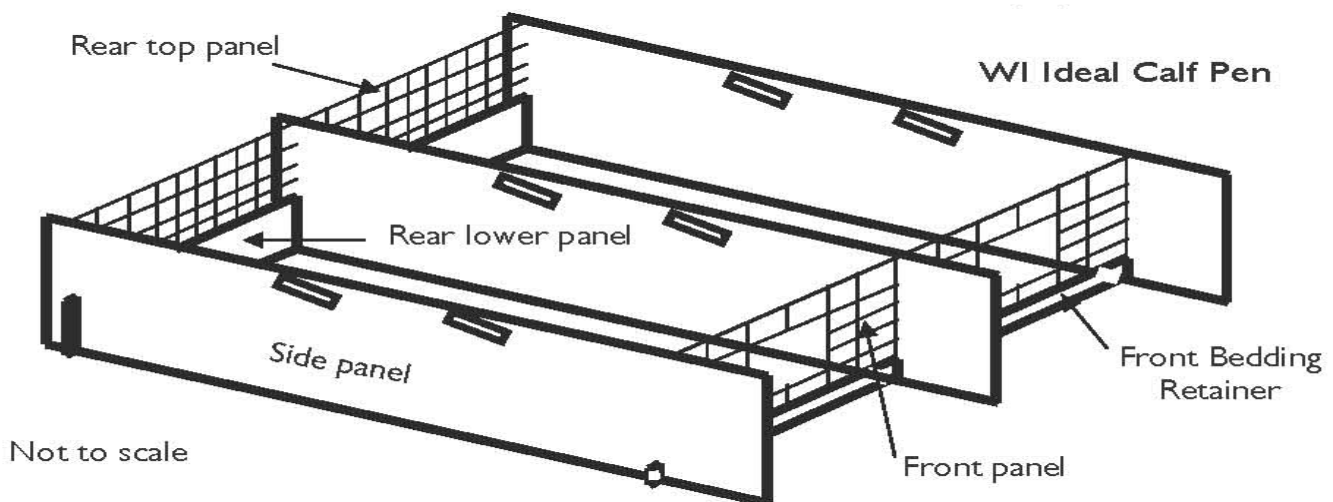
Although individual calf hutches are the industry's preferred housing for pre-weaned calves, dairy operators continue to build calf barns to address the discomfort and inconvenience of cold weather, snow and rain for the calf raiser. Regardless of the type of housing provided, the facility must meet certain criteria to provide a healthy environment and optimize calf growth:

- Minimize calf stress
- Provide fresh air, which limits drafts
- Provide clean, dry and comfortable resting places
- Provide adequate feed and water
- Manage effects of extreme weather

The "Ideal Wisconsin Calf Pen" is a concept developed by UW-School of Veterinary Medicine Professor Ken Nordlund and UW-Extension Engineer Brian Holmes to promote a healthy environment in a barn scenario. The concept includes:

- Solid panels between calves extending a minimum 12" past the front of the pen to prevent nose to nose contact between calves
- Open front and rear panel to promote good air quality and ventilation
- A maximum 18" solid panel on the rear panel to maintain bedding
- Two holes; one each for water and feed bucket to minimize contamination of feed in water and vice versa
- Deep bedding November-March to allow calf to "nest" in bedding for heat.

For more information on calf housing, please feel free to contact the UW-Extension Office at (920) 683-4168.



# WISCONSIN WILDLIFE DAMAGE ABATEMENT AND CLAIMS PROGRAM

Telephone: 1-800-433-0663

## ELIGIBLE SPECIES:

Wild deer, bear, geese, and turkeys

## EMPHASIS:

Primary - abatement

Secondary - compensation

## ABATEMENT ELIGIBILITY:

- ◆ You must be the crop owner.
- ◆ You must control the hunting access on enrolled land (both owned and leased).  
*NOTE: For leased land the landowner must sign over hunting control to the enrollee.*
- ◆ You must enroll under one of the following public access options:
  - 1) OPEN PUBLIC HUNTING (OPH)
  - 2) MANAGED HUNTING ACCESS (MHA) *NOTE: hunter log required*
  - 3) NO PUBLIC HUNTING (ACT 82) - deer shooting permit ONLY.  
*NOTE: enrollee must waive all right to claim compensation during the calendar year.*
- ◆ You must select OPH, MHA, or ACT 82 and sign a completed enrollment form.
- ◆ You must agree to be cooperative. Abusive language, behavior or threats of violence or otherwise will be considered a failure on the part of the applicant to cooperate.
- ◆ You may not charge any fee for hunting, hunting access, or any other activity that includes the species causing the damage.  
*NOTE: Hunting leases make the land ineligible for enrollment.*

## COMPENSATION ELIGIBILITY: *OPH or MHA options ONLY!*

- ◆ You must follow the provisions listed under abatement eligibility.
- ◆ You must file a complaint with USDA-APHIS-WS within **14 DAYS** of first damage.
- ◆ You must follow USDA-APHIS-WS's recommended abatement.
- ◆ You must contact USDA-APHIS-WS **10 DAYS** prior to harvest, thus allowing us enough time to conduct our appraisal.
- ◆ You must follow normal agricultural practices.

## COMPENSATION:

\$250.00 deductible per claim and \$15,000.00 maximum claim per year

*Note: Failure to meet any one of the abatement or compensation eligibility requirements will make your crops ineligible for damage compensation that year.*

*Your Wildlife Specialist is Brian Maedke, phone # 1-800-433-0663*

*REV(03/2006)*

**VADI Dairy Processor Innovation Grants Available**  
**Applications due September 30th**  
**Contact: Matt Lange, 608-224-5081**

MADISON - Anyone involved with processing dairy products in Wisconsin – including cheese makers, milk bottlers, and farmstead dairy plant operators – can apply for help funding projects geared to innovation, market development, or modernization.

Applications are due Sept. 30.

The Value Added Dairy Initiative Dairy Processor Grant program is offering grant dollars to individuals or groups, businesses and organizations. A total of \$300,000 is available this year, with the maximum grant award per project being \$35,000. Grant recruitment is broken down into three periods, with the second period deadline being Sept. 30 and the third period deadline being Jan. 31, 2009.

Eligible project expenses include working capital, marketing expenses, and professional services necessary to implement the project. Grants cannot be used to buy land, buildings, or equipment; pay indirect overhead costs; pay off existing debt; or for expenses such as lobbying and tuition.

Applications must be received by 4:30 p.m. Tuesday, Sept. 30. Email submissions are preferred, but mailed, faxed and hand-delivered applications are acceptable. Details on the request for grant proposals and application materials are available at [www.datcp.state.wi.us/mktg/business/marketing/val-add/initiative](http://www.datcp.state.wi.us/mktg/business/marketing/val-add/initiative) or by calling Matt Lange at 608-224-5081.

The Dairy Business Innovation Center and the Grow Wisconsin Dairy Team are key components of the VADI initiative and Governor Jim Doyle’s efforts to grow the state’s agriculture industry. Since its start-up in April 2004, the program has administered \$2.87 million in grants to 296 producers, processors and local dairy groups.

This Dairy Processor Grant is part of the Value Added Dairy Initiative (VADI) Year 5 program funding, which Senator Herb Kohl and Representative Dave Obey secured to support Wisconsin’s dairy industry.

**Mycoplasma May Dip Below Radar**

Mycoplasma won’t show up on a routine mastitis bacteria culture. In order to find out if you have mycoplasma mastitis, it needs to be diagnosed with a separate mycoplasma culture. The test for this organism requires special media, equipment and laboratory skills. Even in laboratories that offer this service, mycoplasma culture may not routinely be offered as part of their standard individual cow milk culture or bulk tank culture service. If you want to test individual cows or bulk tank milk for this organism, you must specifically check with your laboratory to be sure it offers this service and then specifically request a mycoplasma test. If not, Mycoplasma may go undetected and “dip below the radar screen.”



*Source: National Mastitis Council Udder Topics*

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# MANITOWOC COUNTY FORAGE COUNCIL

# FALL FIELD DAY

Tuesday, September 23, 2008  
12:30 p.m. to 3:30 p.m.

## **PROUD HERITAGE JERSEYS**

Owned and operated by  
**Ben and Amy Vos**  
13122 County Hwy R, Maribel

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This event is sponsored by:  
Manitowoc County UW-Extension,  
Lakeshore Technical College and  
Manitowoc County Forage Council



- |            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 12:30 p.m. | Welcome and Introductions                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 12:35 p.m. | <b>Coping with High Input Costs</b><br>...Bruce Jones, UW-Extension Farm Management Specialist                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 1:15 p.m.  | <b>Should We Lock in Purchased Feed Now or Later?</b><br>...Larry Dvorachek, CP Feeds Purchaser/Merchandiser                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 1:30 p.m.  | <b>Strategies to Deal with High Feed Costs</b><br>...Randy Shaver, UW-Extension Dairy Nutrition Specialist                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 1:00 p.m.  | <b>Farm Tour</b><br>Farm Facts - Ben and Amy purchased the farm from Amy's parents (David and Linda Wagner) in August, 2007. They rented the farm from September, 2004 to August, 2007. Proud Heritage Jersey's consists of 130 registered Jersey cows averaging 21,000 lbs of milk. They have topped the Manitowoc County DHIA production list for Jerseys the past 7 years. Ben and Amy recently constructed a 26' X 100' hoop barn for their calves. It features Cozy Calf™ stalls and mechanical ventilation with a designed air tube down the middle. Pen dimensions are 40" x 7'6". The barn has 36 individual pens and two bedded pack transition pens. |



5 University Drive  
Sheboygan, WI 53081  
(920) 459-5900

Calf care concerns affect every calf grower and dairy producer. Whether you are a dairy producer or custom grower, raising calves while maintaining low costs are constant challenges. With this in mind, UW-Extension has developed an educational program, which will focus on management and care of baby calves.

Pneumonia is the number two cause of death in pre-weaned calves and the number one cause of death in post-weaned calves. UW-Madison calf management and facilities experts will share with individuals how to prevent and manage respiratory disease in calves as well as techniques to improve ventilation in facilities.

Also, with rising costs in raising pre-weaned calves, learn what producers and calf raisers who participated in the 2007 Cost of Raising Heifers Study are doing to maintain low costs while raising healthy calves.

For more information please contact:

Tina Kohlman  
Dairy & Livestock Agent  
UW-Extension Sheboygan County  
(920) 459-5900

Zen Miller  
Dairy & Livestock Agent  
UW-Extension Outagamie County  
(920) 832-5121

Aerica Opatik  
Agriculture Agent  
UW-Extension Kewaunee County  
(920) 388-7141

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UW-Extension Presents:  
*Start Them  
Right...Raise  
Them Right*



Wednesday  
September 10, 2008  
Schneider Brothers  
Custom Heifer Raisers  
W2920 Faro Springs Road  
Hilbert, Wisconsin  
10:00 a.m. - 3:00 p.m.

Sponsored by the:



## START THEM RIGHT...RAISE THEM RIGHT

**Calf Management Seminar for Calf Growers and Dairy Producers**

Wednesday, September 10, 2008

Schneider Farms, Inc. - W2920 Faro Springs Road, Hilbert, WI

- 9:30 a.m. Registration (milk, coffee and rolls available)
- 10:00 a.m. Respiratory Disease in Young Dairy Calves  
Sheila McGuirk, DVM, University of Wisconsin  
School of Veterinary Medicine
- 10:45 a.m. Improving Calf Barn Ventilation With a Bit of Fresh Air  
Brian Holmes, Ph.D., University of Wisconsin
- 11:30 a.m. Raising Healthy Calves While Keeping Costs Low  
Aerica Opatik, University of Wisconsin Extension  
Kewaunee County Agriculture Agent
- 12 Noon LUNCH
- 1:00 p.m. Managing the High Risk Calf  
Sheila McGuirk, DVM, University of Wisconsin  
School of Veterinary Medicine
- 2:00 p.m. Tour of Facilities

Directions: Schneider Farms, Inc. is located one mile west of Hwy 57 on Faro Springs Road between Chilton and Hilbert.



An EEO/Alternative Action employer, University of Wisconsin Extension provides equal opportunities in employment and programming, including Title IX and ADA requirements. Please make requests for reasonable accommodations to ensure equal access to educational programs as early as possible preceding the scheduled program, service or activity. Call 920-459-5900 to request an accommodation. Requests will be kept confidential.

Start Them Right...Raise Them Right - Registration  
September 10, 2008

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ Email: \_\_\_\_\_

Registration fee: \$25.00 per person (includes materials, meal and speaker fees)

Make check payable to: UW-Extension

Registration deadline: September 3, 2008

Please check one:  
 Custom calf grower  
 Dairy producer  
 Dairy Worker/employee  
 Agri-business professional  
 Educator

Mail to: Sheboygan County UW-Extension

Ann Herzog

5 University Drive

Sheboygan, WI 53081

Or call: 920-459-5902

**D.H.I.A. LAB AND OFFICE  
418 SO. 29<sup>TH</sup> ST.  
MANITOWOC WI 54220-3602  
PHONE: 682-5972**

**WHY KEEP RECORDS?**

**THEY HELP YOU TO ...**

**Feed according to production and save money.**

**Cull low producers and increase net income.**

**Select replacements from the best cows in your herd.**

**Increase profits through higher sales value**

**Manitowoc County DHIA  
418 South 29<sup>th</sup> Street  
Manitowoc WI 54220-3602**



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**ASSISTANT MANAGER AND COMPUTER SPECIALIST**

Glenn Schmahl – 1-800-439-1317

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Allan Sabel ..... 451-0681  
David K. Wagner.....863-8096; Cell: 242-6996  
Joe Casper .....Cell: 948-1572

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