



Extension
UNIVERSITY OF WISCONSIN-MADISON
CALUMET COUNTY

Agriculture Newsletter

December 2020



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If you will need any type of accommodation or assistance as you attend any Extension sponsored events, please contact the host county office at least two days prior to the event. All requests will be confidential.

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Hi Everyone,

The year 2020 has been a challenging year to say the least. It has pushed farms, businesses, relationships, families, and finances to their limits. Yet, there are still many things to be thankful for this year, such as this year's better, more tolerable growing and harvest season. Even though not all families are able to gather this Thanksgiving, be sure to take the time think about your blessings and be thankful for all that you have.

With all of the federal funding given to agriculture this year, it will be important to understand how to proceed with financial decisions for the rest of the year and look ahead toward tax season. See page 2 for Extension's webinar which will cover this topic and more coming up on December 10.

Have a wonderful Thanksgiving!

Amber O'Brien

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Farm Management Update for Ag Professionals

2020 Tough Talk: Difficult Conversations, COVID-19, and Taxes

December 10, 2020 1:00-2:30 PM

Fourth in a series of webinars this fall taking the place of the biannual Farm Management Update.

Agenda:

Tax and Spending Considerations: How Do We Handle Government Payments and Income?

Jonathan Shepherd, Farm Management Specialist at the University of Kentucky

Combatting COVID-19 in Rural Communities

Cindy Kinnard, Kewaunee County Director of Public Health

Reframing Tough Conversations for Success

Tina Kohlman, Extension Fond du Lac County Dairy & Livestock Agent, and Stephanie Plaster, Extension Ozaukee & Washington County Agriculture Educator

Register by 5:00 PM December 9: <https://go.wisc.edu/2rcpis>

This program is being sponsored by UW-Madison Division of Extension offices: Brown, Calumet, Door, Fond du Lac, Kewaunee, Manitowoc, Marinette, Oconto, Outagamie, Ozaukee, Shawano, Sheboygan, Washington, Waupaca, Winnebago.

Questions about the program? Please contact co-chairs:

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Wisconsin Ag News – County Cash Rent

Upper Midwest Region · Wisconsin Field Office · 2811 Agriculture Drive · Madison WI 53718 · (608) 224-4848
Fax (855) 271-9802 · www.nass.usda.gov

Cooperating with Wisconsin Department of Agriculture, Trade and Consumer Protection

September 10, 2019

Media Contact: Greg Bussler

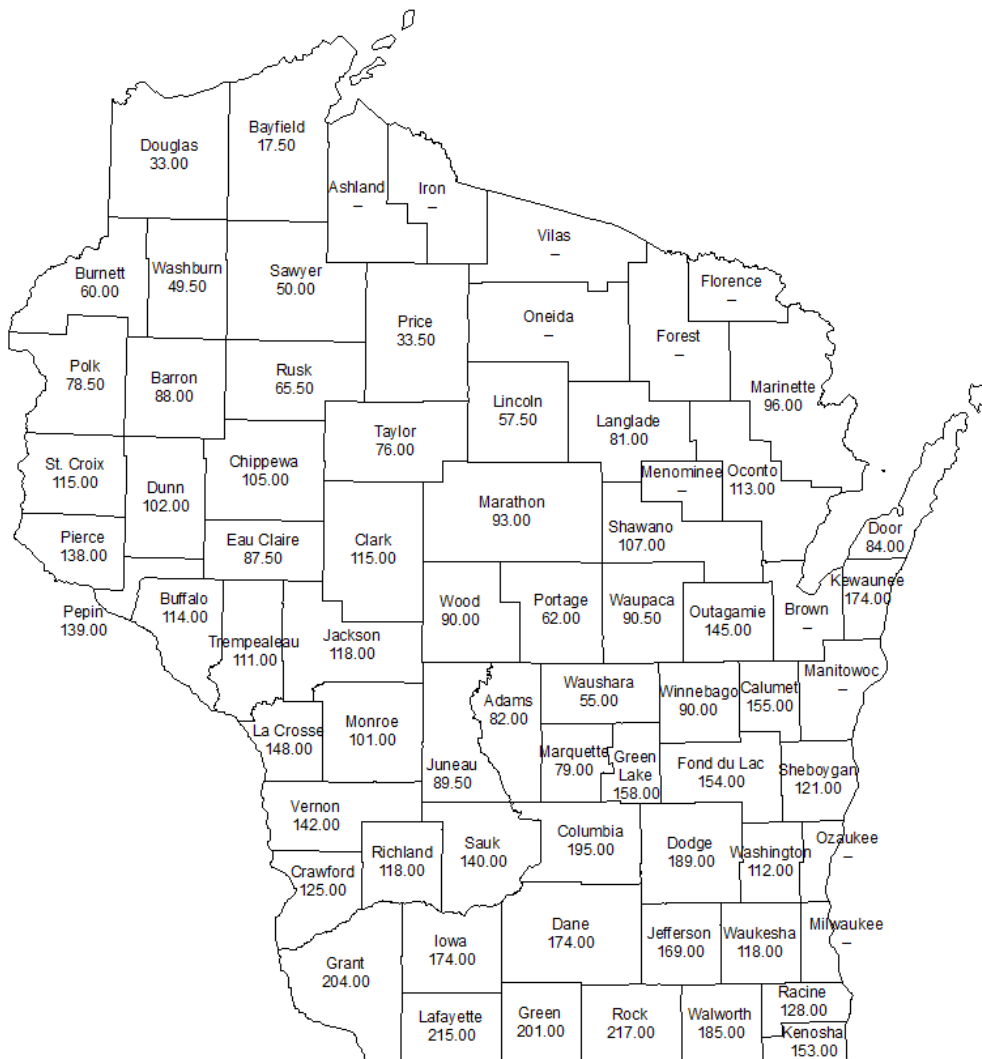
Non-irrigated cropland rent averaged \$137.00 per acre in Wisconsin during 2019, an increase of \$4.00 from 2017 according to the latest report released by USDA’s National Agricultural Statistics Service. Cash rent paid for **pasture** in Wisconsin averaged \$40.00 per acre in 2019, unchanged from 2017.

Rock County had the highest published average cash rent for non-irrigated cropland, at \$217.00 per acre, followed by Lafayette County, at \$215.00 per acre. Grant, Green and Columbia rounded out the top 5.

The highest published pasture cash rent was \$68.50 per acre in Lafayette County. Calumet followed at \$62.50 per acre with Columbia and Waupaca both at \$57.00 per acre.

Non-Irrigated Cropland Cash Rent – Wisconsin: 2019

State Average: \$137.00 per rented acre



– County estimate is unpublished to avoid disclosure of individual operations or represents zero.



Farm Ready Research

Farm Ready Research is Extension’s agriculture winter webinar meeting series for farmers and ag professionals. Join the webinars to learn the most up-to-date information on topics from dairy and livestock production to farm management resources. Sessions begin December 2020 and run through April 2021. See a full list of topics and register at

<https://go.wisc.edu/FarmReadyResearch>

DECEMBER 2020

Date	Time	Event	Location
Dec 8	1pm	<p><u>Badger Dairy Insight: Safe Operation of Skid Steer Loaders</u> <i>Skid steers are versatile machines on agricultural operations but a safe operator is key to their operation. This session will cover the basics of safe operation including potential workplace hazards, pre- and post- operation, operating a skid steer in different situations and use of attachments. With live Spanish interpretation.</i></p>	Zoom Meeting
Dec 8	7pm	<p><u>Beef: Using the Estimating Hay Needs and Heifer Enterprise Budget Decision Tools</u> <i>A process highlighting how to use available tools for determining if you have enough forage going into winter, looking at both inventory and cattle’s needs. The heifer enterprise budget tool will be demonstrated to help producers determine their true cost of raising replacement beef heifers</i></p>	Zoom meeting
Dec 15	1pm	<p><u>Badger Dairy Insight: Optimizing Management for Calf Health and Welfare</u> <i>Jennifer Van Os, Assistant Professor and Extension Specialist will present on two heads are better than one, the benefits of pair or group housing of calves. Tina Kohlman, Agriculture Extension Educator will discuss calf success in the first 24 hours; processing the new born calf for success.</i></p>	Zoom Meeting



“COFFEE CHATS”

Putting the **“ME”** in Merry:
Self Care Tips for the Holiday Season



Featuring Human Development and Relationship Educators;
Jackie Carattini, Nancy Vance, and Lori Zierl

Dec. 14 | 10-11 am | Virtual



Register online at <https://fyi.extension.wisc.edu/heartofthefarm/conferences/coffee-chats/>

Hay Market Demand and Price Report for the Upper Midwest For November 9, 2020

*Data Compiled by Richard Halopka, Senior Outreach Specialist
UW-Madison Division of Extension Clark County Crops & Soils Educator*

Upper Midwest Hay Price Summary by Quality Grade

<i>Hay Grade</i>	<i>Bale type</i>	----- Price (\$/ton) -----		
		Average	Minimum	Maximum
Prime (> 151 RFV/RFQ)	Small Square	\$258.00	\$190.00	\$300.00
	Large Square	\$209.00	\$145.00	\$310.00
	Large Round	\$170.00	\$145.00	\$235.00
Grade 1 (125 to 150 RFV/RFQ)	Small Square	\$211.00	\$160.00	\$224.00
	Large Square	\$166.00	\$80.00	\$275.00
	Large Round	\$132.00	\$80.00	\$200.00
Grade 2 (103 to 124 RFV/RFQ)	Small Square		No Sales Reported	
	Large Square	\$134.00	\$85.00	\$220.00
	Large Round	\$114.00	\$95.00	\$170.00
Grade 3 (87 to 102 RFV/RFQ)	Small Square		No Sales Reported	
	Large Square	\$89.00	\$40.00	\$160.00
	Large Round	\$82.00	\$65.00	\$110.00

SAVE THE DATE

MIDWEST MANURE SUMMIT Handle. Transfer. Process

02.24.21

Virtual Format

midwestmanure.org



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TOPICS

Adding Value to Your Digester Using Biogas

Altering Manure P Concentrations with Struvite Recovery

Capturing Ammonia from Liquid Manure

Feeding Strategies to Reduce Methane Production

Managing Antimicrobial Resistance in Manure

Mitigating Manure Odor

On-Farm Manure-Based Biochar Production

Pelletizing Manure Solids

Reducing Manure Enterprise Costs Using Wet Gasification



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UNIVERSITY OF WISCONSIN-MADISON

Dairy Margin Coverage Decision-Making Webinar

Mark Stephenson

UW Madison Extension | Dairy Policy Specialist
UW Center for Dairy Profitability | Director



THURSDAY, DECEMBER 3, 2020 | 12 NOON

Register via email to scott.reuss@wisc.edu

The Dairy Margin Coverage (DMC) program is an important risk management tool which dairy producers have access to from the USDA-Farm Service Agency. This voluntary insurance product allows producers to protect against low margins, specifically the difference between the announced All Milk price and the calculated feed costs to produce milk.

UW-Madison, Division of Extension, is providing dairy producers an extra opportunity to help ensure they are making the correct DMC coverage level decision for their operation. Mark Stephenson, Director of Dairy Policy Analysis and the Center for Dairy Profitability with UW-Madison, will be presenting through a free webinar offered live on Thursday, December 3, starting at 12:00 noon. Dr. Stephenson will concisely review the DMC program, demonstrate how the DMC Decision Tool can assist producers in their decision-making, and give an overview of market conditions which may impact the level of coverage producers want to select for the 2021 program.

Producers must sign up for the DMC through their local Farm Service Agency office by the deadline of December 11.

This event is free to attend. **Pre-registration is required by e-mailing to scott.reuss@wisc.edu**

Any questions about the program can also be e-mailed to this address, or call Scott Reuss, Marinette County Agriculture Agent with UW-Madison, Division of Extension, at 715-732-7510. Registrants will receive e-mail confirmation of their registration which will include the webinar link.



Ten Things to Consider for Succession Planning

Written by Joy Kirkpatrick and Katie L Wantoch

Business succession planning doesn't just happen. Producers must intentionally focus on the planning and work with a team of professionals such as a tax specialist, attorney, financial planner, and lender.

Family businesses in particular, should first recognize that family and business systems focus on different goals. A family farm inherently mixes family and business issues. Families are concerned with emotions and focus inwardly on people's needs, emphasizing stability and limiting change. Successful businesses focus on performance and external influences and take every opportunity to use change to their advantage. Families should consider how they can balance their farming goals and family values.



Farmers can make their time with professionals more worthwhile and lead to better outcomes by doing homework prior to their meeting: Here are 10 things farmers can do as they prepare for succession planning. A facilitator can help keep everyone on track and accountable when working through these steps.

1. Organize Your Information

What does each generation own and owe? How do they own it? Gather all depreciation schedules, insurance policies, retirement plans, savings, and other assets.

2. Develop and Discuss Intentions/Priorities

Is it important for the business to continue? Does the successor generation want to provide a dignified retirement for the owner generation? Does the owner generation value keeping the land in the family name? Do the successors' priorities match with the owners' priorities?

3. Evaluate Your Communication Skills/Patterns

Are you a good listener? Has the owner generation had a conversation with family about succession? Has unresolved conflict been named and addressed? Is there communication among partners?

4. Analyze the Farm Business Financials

Does everyone know the liquidity & solvency position of the farm? Has it been profitable? What are the cash flows? Financial analysis is important to know if the farm can do what is asked of it. Does it need to carry more families? Be retirement assets? Be inheritance assets as well?

5. Estimate Family Living Needs

What are the current needs? Future income source and expense estimates? What is needed from the business assets for family living costs?

6. Develop a Management Transition Plan

Is the owner generation ready to give up some decisions/responsibilities? Is the successor generation prepared to assume those? Has there been a specific conversation about transitioning management? Is the owner generation emotionally prepared to let go?

7. Create a Timeline

While timelines can't be set in stone, they do provide a framework and target dates for transferring short term, intermediate and long term assets. The timeline should also include management transfer milestones. Put these in writing.

8. Develop and Discuss Estate Plans

Both generations need wills or estate plans. Is there a will or other tool that gets assets into the hands of whom the owner generation wants to have them? Have guardians been nominated for minor children? Does everyone have Power of Attorney for Finance and Power of Attorney for Health Care in place?

9. Consider What Is Fair v. Equal for Inheritance

Has the successor contributed to the owner's business with the plan to fully compensate them with farm assets at a later date? Is this plan in writing? Does the goal of continuing the farm outweigh a strict, equal distribution of assets?

10. Evaluate Long Term Care Needs and Options

Has the owner generation researched the options for long-term care? Does everyone understand the Medicaid eligibility and recovery rules? Can a plan to age in place be developed?

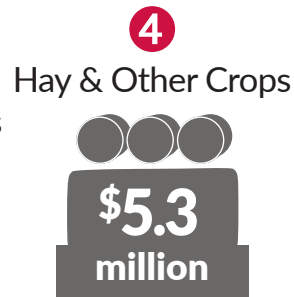
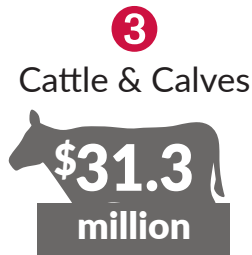
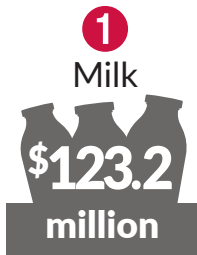


AGRICULTURE WORKS HARD FOR ▶ CALUMET COUNTY

Family-owned farms, food processors and agriculture-related businesses generate thousands of jobs and millions of dollars of economic activity for Calumet County, while contributing to local income and tax revenues.

Agriculture's annual impact:

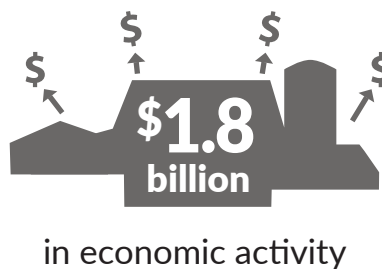
WHAT DO OUR FARMS PRODUCE?



HOW MANY PEOPLE DOES AGRICULTURE EMPLOY?



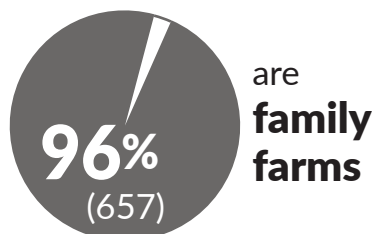
WHAT IS THE ECONOMIC IMPACT?



HOW MUCH TAX DOES AGRICULTURE CONTRIBUTE?



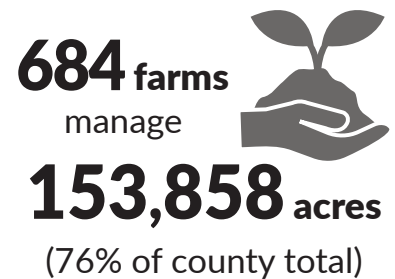
WHO OWNS THE FARMS?



HOW MUCH IS SOLD LOCALLY?



WHO TAKES CARE OF THE LAND?

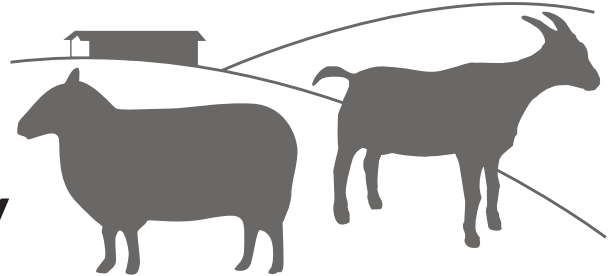


THE AGRICULTURE SECTOR BENEFITS THE ENTIRE COUNTY

Calumet County has a diverse landscape, which allows for various agriculture sectors to succeed. While dairy is the leading commodity in the county, it is complemented by grain crops, forages, vegetables, diversified livestock, and more. Of these farms, 96% are family-owned. The majority of the acres harvested in Calumet County are corn and hay forages used to feed the milking cows and young stock.

Did you know?

CALUMET COUNTY IS
No. 3 in Wisconsin's
sheep & goats industry



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The University of Wisconsin-Madison Division of Extension is part of the local and statewide network of organizations and agencies that support Wisconsin's \$104.8 billion agriculture industry. Extension helps enhance the economic impact of agriculture by providing research-based information that increases farm profitability, improves food safety, reduces environmental impacts and expands agribusiness networks.

**For more information,
 please contact:**

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Support for this work was provided by UW-Madison Division of Extension, Dairy Farmers of Wisconsin and Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP). Economic data (2017) provided by: Steven C. Deller, Professor, Department of Agriculture and Applied Economics, UW-Madison and Community Development Specialist, UW-Madison Extension. Contribution of Agriculture to the Wisconsin Economy: Updated for 2017 is available at <https://go.wisc.edu/i6947n>. Additional data was from the USDA 2017 Census of Agriculture. Publication production was completed through a collaboration of the Extension Natural Resources Institute and the Extension Office of Communications and Stakeholder Engagement.

Produced in cooperation with Dairy Farmers of Wisconsin, Wisconsin Department of Agriculture, Trade and Consumer Protection and Wisconsin Farm Bureau.



Winter Feeding Calves

As winter brings colder temperatures to Wisconsin, the nutritional need of young calves continues to increase. Understanding the nutritional needs of calves is essential for creating a quality feeding program that will promote healthy growth and development. UW-Extension Brown County Agriculture Agent [Liz Binversie](#) shares feeding strategies for winter feeding.

What are the energy needs of a growing calf?

Calves require energy to maintain their bodies, to promote healthy growth and development, to stay warm, and to recover from illness if your calf is sick. If a calf doesn't receive the necessary energy to do all of these things, you may start to see decreased performance and weight loss. Especially in these cold winter temperatures, a calf will require a lot more energy. The thermal neutral zone (comfort zone) for newborn calves is 50-78°F while one-month old calves' thermal neutral zone is 32-78°F. Once the temperature reaches below the lower critical temperature of 32°F for our one-month old calves or 50°F for newborn calves, the energy they consume is now used for maintenance making less available for growth and immune function. Based on a 2007 NAHMS USDA study, only 33% of dairy producers change calf-feeding practices in cold weather. Failure to minimize the effects of cold stress results in depressed immune function, increased risk of sickness, poor response to treatment, decreased growth performance and possible death. The following are some feeding strategies to cope with the harsh weather in the coming months.

Feeding Strategies:

Feed more fat. A University of Minnesota trial showed adding ¼ pound of a 60% supplemental fat increased growth rate during the first three weeks of life. However, feeding too much fat can decrease starter grain intake. Only use supplemental fat for the first 14 days of life and gradually wean calves off.

Feed more milk or milk replacer. There are three ways to feed more milk replacer.

- 1) **Add a feeding.** Feeding a third meal will increase amount of solids by 1/3 compared to feeding only twice daily.
- 2) **Increase volume.** Increase the feeding volume by 1/3 between the two feedings. This is the same as adding a third meal. However, these larger meals can decrease starter grain intake and cause digestive upset.
- 3) **Increase solids.** Another way to feed more milk replacer is to add more powder to the volume of milk replacer mixed. One should consult with your nutritionist to determine amount of powder to add to increase energy. However, total solids in milk replacer should not exceed 15%. Anything greater can cause health risks. When feeding whole milk, it is recommended to pasteurize it first to reduce the risk of bacterial pathogens, especially for non-saleable milk.

Feed quality milk replacer. Read the tag carefully to make sure you are choosing a quality milk replacer. Not all protein sources are created equal.

- **Acceptable protein sources:** Milk protein, soy protein isolate, protein modified soy flour, soy protein concentrate, animal plasma, wheat gluten or isolate.
- **Marginal protein sources:** Soy flour.
- **Not acceptable protein sources:** Meat soluble, fish protein concentrate, wheat flour.

Consider what type of milk replacer feeding program you use.

- **Traditional.** A traditional program uses 20:20 or 20% protein and 20% fat. Often energy intake and growth is limited due to the levels fed. Higher intake may give calves enough nutrition for growth but the higher protein will limit gain.
- **Accelerated.** An accelerated program uses milk replacers with higher protein (26-28%) and lower fat (15-20%) content. This program is more expensive than a traditional program so you will need to evaluate if this type of program is economical.

Consult with your nutritionist to determine an appropriate feeding rate, as it will vary depending on the type of milk replacer program and manufacturer used.

Feed more starter or get calves on starter sooner. Starter provides another source of energy for calves. Begin offering starter at two-three days of age. Calves should begin eating some starter by five to seven days of age. By the second week, calves should be consuming ¼ to ½ pounds per day. If your calf has not begun eating starter by this time, something is wrong. You will need to troubleshoot your starter quality, calf health, and feeding practices. Make sure buckets are at the correct height to facilitate easy access. The bucket opening height should be no higher than 20-24 inches off the ground. Before weaning, a calf should be eating starter for at least 3 weeks and should be eating 2 pounds of starter for 3 days in a row.

Use warm water, not cold. Water is essential for maintaining body fluids, rumen development, digestion, and eliminating waste. Calves should consume 10% of body weight in water daily. Since milk intake does not substitute for water, provide supplemental water. Feed water that's been warmed just above 102° F within 30 minutes of feeding. Free-choice water should be given. Calves should get at least one gallon of water per calf per day for the first month of life and two gallons during the second.

No matter what type of feeding program is used, keep these general principles in mind to keep calves healthy and performing well. To monitor progress, calves should double in birth weight by 55 days of age. Because all calves are uniquely different, use visual cues to determine if calves are performing well and thriving. If a calf is not, changes may be needed to suit that individual calf's needs. For more information regarding heifer management please visit [Dairy Extension Resources \(https://fyi.extension.wisc.edu/dairy/\)](https://fyi.extension.wisc.edu/dairy/) website.

Preliminary ARC/PLC Recommendations for 2021

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October 14, 2020



Signup for the USDA commodity support programs Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC) for the 2021 crop years began October 13, 2020. My recommendation at this time is to wait and sign up in early 2021, as farmers have until March 15, 2021 to finalize their decisions. This signup is for potential payments for the 2021 crop, which for corn and soybeans will be planted next spring and for which the prices will be established from September 2021 to August 2022. With ongoing pandemic and other sources of uncertainty, prices for the 2021 crop are obviously uncertain, so waiting for some clearer information on 2020 yields and export markets to at least partially resolve is worth it.

For farmers that feel compelled to make their ARC/PLC decisions for each crop this fall, I will nevertheless summarize my current thoughts. At this time, my preliminary recommendation is to choose PLC for corn, as the \$3.70/bu reference price for PLC seems like a very good price floor except for the most optimistic price expectations for 2021. For soybeans, my preliminary recommendation is to choose PLC, but this is not a strong recommendation, as PLC only outperforms ARC by a small amount – with slightly more optimistic price expectations for 2021, ARC can become the best option for soybeans. Soybeans is the crop for which waiting to make the ARC or PLC choice makes the most sense to see how 2021 markets are expected to evolve. My preliminary recommendation for wheat is PLC at this time, as the \$5.50 PLC reference price is a great option even with the most optimistic prices for 2021. Finally, for oats, my preliminary recommendation is ARC, as even pessimistic prices for 2021 will exceed the \$2.40 PLC reference price. Note that I will review and will update these preliminary recommendations in late December of 2020. At this time, my recommendation is to wait to make your ARC/PLC decision.

The ARC/PLC Calculator is still available on the University of Illinois's FarmDOC page (<https://fd-tools.ncsa.illinois.edu/>). This tool is the best estimator of the average returns using a farmer's specific payment yields and county information and the latest price expectations. However, the price expectations were last updated in June 2020, so watch for updates. Also, ARC-IC, the individual coverage option for ARC, was chosen by many farmers for the past signup, especially those affected by prevented planting in 2019. It may be a good option for some farmers for the 2021 crop year as well. Unfortunately, no tools exist to help farmers evaluate ARC-IC using their specifics. Lastly, note that farmers who make their ARC/PLC decision this fall have until March 15, 2021 to change their choices.



Dairy Situation and Outlook—November 2020

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

Despite rather strong milk production milk prices continue to strengthen in November. The September Class III was \$16.43, strengthened to \$21.61 in October and November will be close to \$23 surpassing the previous November record high set in 2014 at \$21.94. Continued government purchases of cheese under the Farm to Families Food Box Program, cheese exports above a year ago and higher retail cheese purchases strengthened cheese prices and higher dry whey prices pushed the Class III price higher. On the CME 40-pound block cheddar cheese hit \$2 a pound on September 3rd and continued to increase reaching \$2.7825 the end of October. Barrel cheese started September at \$1.445 per pound increasing to \$2 by October 6th and \$2.53 the end of October. Dry whey increased from \$0.3350 per pound early September to \$0.43 in November adding about \$0.60 to the Class III price. But the Class III price will take a big tumble in December and could fall close to or below \$16. Cheese prices are coming down rather fast in November which will impact the December price. The 40-pound block cheddar cheese price fell below \$2 a pound on November 13th and today it is \$1.6425. Barrels fell below \$2 a pound on November 12th and today is \$1.400.

Forecasting milk prices into next year has so many unknowns. If the COVID-19 virus comes under control and things return more to normal by the second half of the year it would have a big impact on milk prices. As of now the virus is hurting the U.S. economy and the world economy which does not bode well for domestic sales and dairy exports. Dairy producers have responded to much improved milk prices along with government payments and milk production is now running relatively high. If milk production continues at this rate, it will be a challenge for domestic sales and dairy exports to hold up milk prices. Will dairy cooperatives implement base type milk production plans on dairy producers liked they did this year to slow milk production? Will some type of Farm to Families Food Box program continue into next year?

USDA's milk production report showed October milk production to be up 2.3% from last year, the second month in a row with a 2.3% increase. The increase was the result of 0.5% more milk cows and 1.9% more milk per cow. Milk cow numbers started to increase in July and increased another 14,000 head September to October to bring the total increase to 40,000 head. With milk production increasing at this rate the combination of domestic sales and exports cannot prevent the price of milk from a rather big decline.

Of the 24 states just 7 had a lower October milk production than a year ago. Each of these states had reduced milk cow numbers. October milk production increases from a year ago for the top 5 dairy states that produce more than half of the nation's production was: California 1.2%, Wisconsin 1.7%, Idaho 1.7%, New York 1.0%, and Texas 8.2%. Of these states only Idaho and Texas had more milk cows than a year ago, 14,000 head and 28,000 head, respectively. October milk production increases were led by South Dakota 12.9%, Indiana 10.7%, and Colorado 6.6%. Each had added a number of milk cows. Other relatively strong increases were Michigan 3.0%, Minnesota and Pennsylvania 2.5% and New Mexico 1.9%. Milk cow numbers were lower than a year ago in Minnesota and Pennsylvania.

Dairy exports will be an important factor determining the level of milk prices for the remainder of 2020 and for 2021. Dairy exports have supported higher milk prices in 2020. September marked the 13th straight month that the volume of exports was higher than the year before. Through September exports were equivalent to 16.2% of U.S. milk production on a total milk solids basis. At this pace 2020 exports could exceed the 2018's record year of exports.

September's export expansion was the result of year-to-year growth in whey product exports primarily destined to China and better than expected cheese exports despite domestic cheddar cheese prices above world prices since May. Dry whey exports were 52% higher than a year ago and cheese exports were 4.2% higher. Nonfat dry milk/skim milk powder exports that had been running well above year ago were 5.9% lower in September primarily the result of reduced exports to Mexico more than offsetting increases to South East Asia, Latin America and China grew. Butterfat exports were also 10% lower than a year ago. But exports will continue to face challenges in 2021. COVID-19 has hurt world economies dampening world demand for dairy products. Also, milk production is not only improving in the U.S. but also in the major dairy exporting countries.

Of what we know now milk prices next year are likely to be less volatile than this year and average lower than this year. USDA's latest forecast has the Class III price averaging \$18.55 this year and \$17.25 next year. The average all milk price was forecasted to average \$18.25 this year and \$17.70 next year. No doubt this forecast will be revised as more comes known about developments next year.

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Calumet County Agriculture Newsletter

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