



# U.P. Ag Connections Newsletter

August 2019

Agricultural News from MSU Extension and AgBioResearch

Volume 23 Issue 8

## In this issue:

Page 2  
The tale of two transitions

Page 3  
Crops Field Day Schedule

Page 4  
UPREC Field Day

Page 5  
Classifieds  
Keeping Fresh Produce  
Clean

Page 6  
Market Report  
Advertisers

Page 7  
Advertisers

Page 8  
Calendar of events  
UP Fairs

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## NEWS and VIEWS

By Frank Wardynski, MSU Extension Educator

Without being too dramatic, the weather impact across the country has been near devastating. Heavy rains and flooding across much of the Midwest left many acres of corn and soybeans unplanted. Harvest of forages was so far delayed, that many first crop forages were lost. Early this spring the UP looked to be experiencing the same challenges. Cold, wet weather that persisted into the late spring and challenged plantings and forage growth.

However, the excessive and frequent rains that persisted through the Midwest somehow let up enough for us and the severity was reduced. In the eastern UP early harvest of forages were delayed and probably inhibited harvest of dairy quality forages. Last week I saw significant hay baling in the east and yields appear to be good and quality for beef cattle should be adequate. Few grains were planted.

In the central UP, rains were not as excessive as in the east. Also, central UP terrain and soils are more conducive to drainage than the in the east. Again, little first crop alfalfa was harvested as high quality forage for dairy cattle. Harvest of grass clover mix hays were harvested with good yields and quality for beef cattle. Second crop alfalfa was also harvested with good yields and quality. Most acres for corn and grains were planted late and some unplanted. Many of the unplanted acres were planted with alternative forage crops and appear to be set for more good yields. Good heat in late June and July helped corn development. By late July, central UP corn is taller and more mature than much of the corn I've seen in central lower peninsula. Hopefully corn silage yields can make up the difference of lost first crop alfalfa.

In much of the western UP, particularly northern, June turned dry and many forage yields were reduced both in pastures and hay fields. Many beef farmers are either covering more acres to make up the difference in hay yields or looking to purchase hay. Some of that hay is coming over from the central UP. Grain planting was delayed, if it was even planted at all.

Farmers will want to evaluate forage inventories and needs to determine if they need to purchase forages sooner rather than later. Farmers with excess forages should have selling opportunities into Wisconsin. There appears to be great forage shortfalls down there especially for high quality forage and even average quality hay. Many corn acres didn't get planted and much of it was late. They likely won't have corn silage quantities to make up the alfalfa harvest shortfalls.

I want to change gears to briefly talk about caring for livestock at the fairs. We've seen some hot and humid days. If we get that weather during the fair, we need to be ready to keep animals cool and hydrated. Some key points to keeping animals cool. #1 Water consumption. Animals frequently don't like to drink at the fair. Much of it probably due to taste. Consider taking some from home if possible. #2 Ventilation. Fans help greatly, especially when the barn ventilation is poor. #3 Evaporation. Wetting the animal and allowing to dry. Get animals to the wash rack to soak them down. Also, wetting rags in cool to cold water laid over the necks and back can help cool animals. Have a fun and safe fair season.

## The tale of two transitions

By Stanley Moore, MSUE Dairy and Human Resource Management Educator

### Consider two farms.

#### Farm 1

Farm 1 has waited to make the farm transition decision until the senior generation is 68 years old and the younger generation is 45. The senior generation is ready to retire and it's time to hand the keys over to their 45-year-old heir. The heir has worked on the farm since he was very young, and has continued to function in the role of hired labor. He talks with dad about management decisions, but dad and mom pretty well run the show. Mom and dad have complete ownership, and ultimately the decision-making authority on the farm. But they're ready to be done!

#### Farm 2

Farm 2 decided to get the younger generation involved in management and ownership shortly after the younger generation came back from college. On this second farm the senior generation is 48 years old and the younger generation is 25. Mom and dad are excited to see the interest of their daughter in becoming a partner on the farm. For the past three years they have been giving her more management responsibilities to see if a partnership would be successful and at 48 and 25 years old, they have decided to move forward as partners. In 10 years, the younger generation will be a 50% partner in the operating business part of the farm (5% ownership transferred per year). If all continues to progress according to plan, the following 10 years will see the next generation become 100% owner, allowing her and her husband (at age 45) to begin to think about the third generation.

Why is it so important to start the transition process early?

#### Transition takes time!

Farm 1 is literally caught behind the eight ball. If they try the same transition process as Farm 2, Mom and Dad will be 88 before the farm is transferred. Unfortunately, most parents will not see age 88, and even if they do, will they really want to manage the farm up to that point in their lives? Farm 1's best option at this point, assuming the next generation wants the farm, is to transfer 100% of the operating business (usually this should not include most land and the senior generation's home) over the next ten years (10% ownership transferred per year). Even with this more rapid transfer, Farm 1 has missed out on some great opportunities to help the next generation succeed.

#### Risk tolerance decreases with age!

Let's face it, most all of us become more risk averse as we age. From personal experience, I can tell you that individuals over 55 are generally not looking to take on significant debt. However, most farms need to grow in order to accommodate the next generation. If farms do not grow in size, they often start new enterprises in order to generate the dollars needed to support multiple partners. Farm 1's 68-year-old senior generation is not likely to take on new debt, and rightly so, but Farm 2's 48-year-old senior generation is much more likely to partner with the next generation to finance new growth.

#### Waiting means a missed opportunity of mentoring the next managers!

Business transition is more than ownership transition. In fact, ownership transition is relatively easy compared to management transition. Management transition includes giving the younger generation mini-management responsibilities and allowing them the opportunity to succeed and sometimes even more important, the opportunity to fail. Consider Farm 2, they have planned 20 years of ownership transition, giving themselves 20 years to manage together, grow together, and learn from each other. Often times I hear comments from senior generation owners that lead me to believe that they really don't want to give up ownership and management control. I think, in many cases, that senior generation wrongly believes that this will help the farm continue to be successful. Too often the bulk of management and ownership control doesn't transfer until the passing of the senior generation. I would contend, that the best way to ensure sustainability of the farm is for senior generation owners/managers to mentor and develop the next generation of owners/managers while they still can.

#### A transition will happen one way or another!

Successful farm transition takes time, energy, and a willingness to give up some management control.

In situations like Farm 1, there are always reasons why it is not the right time to start the process whether it is the weather, low prices, or just being "too busy". However, an unplanned transition that is forced to happen due to events outside of your control such as accidents or health will always result in a worse situation. Think about where Farm 1 would be should the senior generation need to exit the business. No time will ever feel perfect, so start the transition process today, and begin to reap the rewards of working closely with your farm's future generation of owner/managers

## 2019 U.P. Crop Production Field Day Schedule

Two MDARD recertification credits have been requested for the corn, soybean, dry bean and potato field days (8 credits total). To RSVP for the events please contact Monica Jean a minimum of 5 days before the field day by calling 906-786-3032 ext. 106 or emailing at [atkinmon@msu.edu](mailto:atkinmon@msu.edu).

### UPREC Field Day

August 10, 9:30 am – 3 pm ET at the Upper Peninsula Research and Extension Center, E3774 University Drive, Chatham, MI 49816.

The UPREC field day will highlight a wide range of research and education projects conducted at the center including a beef cattle feeding study, alfalfa, malting barley and industrial hemp variety trials, season extension in organic vegetables, climate resilience in organic dry beans and efforts to support K-12 agri-science education and beginning farmer development in the U.P. Lunch will be provided free of charge by the Hiawathaland Farm Bureau.

### Dry Bean Field Day

August 6, 10 am – 1 pm ET at Collins (14101 11<sup>th</sup> Rd. Garden, MI 49835) and Robere Farms (45.992587, -86.426400)

The Upper Peninsula on-farm dry bean variety plots are conducted in cooperation with the MSU Dry Bean Breeding program. Dark Red Kidney varieties will be highlighted at the first stop on Ron Collin's Farm: From Garden, MI take Hwy 183 (II Rd) south 10 miles to 11<sup>th</sup> Rd. Turn left (east) down 11<sup>th</sup>, plots are one mile on the left side (north). Look for signs. The second stop will highlight a deer repellent trial testing DeerPro and Plantskydd in soybean, with applicability in dry beans also. The plots are located at Dave Robere's Farm: From Cooks, MI take Hwy 13 four miles to Thunder lake Rd, turn left. Drive three miles to Miller Rd, run right. Drive one mile to Peterson Rd, turn right. The plots will be less than half a mile down Peterson Rd. on the left hand side (east).

Lunch will be included free, sponsored by DeerPro and Plantskydd. Two MDARD pesticide recertification credits have been requested.

### Corn Field Day

August 27, 10 am – 1 pm CT at Pleasant View Farms (45.415401, -87.518264)

The Upper Peninsula corn hybrid trial is part of the Michigan Corn Performance Trials program, funded by Project GREEN and Michigan State University Extension. We collaborated with the University of Wisconsin's Corn Hybrid Trials to include 80-97 day corn hybrids commonly grown in the Upper Peninsula of Michigan. The Corn Marketing Program of Michigan has provided funding to hold a field day including a complimentary lunch. We will be discussing corn hybrid selection and wildlife damage, as well as touring the plots with MSU agronomist Maninder Singh. The field day also qualifies as a MAEAP Phase 1 event and two MDARD pesticide recertification credits have been requested. Meet at the Pleasant View Farms field on J-2 Road in Stephenson, Michigan, between County Road G 12 and Wery Road. Look for signs.

### Potato Field Day

August 28, 4 pm – 7 pm ET at VanDamme Potato Farm (2371 St. Nicholas Rd. Rock, MI 49880)

The Upper Peninsula potato variety trial and field day at VanDamme Farms is funded by the Michigan Potato Industry Commission to evaluate varieties and educate potato farmers on new management practices. Two MDARD pesticide recertification credits have been requested. The event includes a free dinner sponsored by Nutrien Ag Solutions of Gladstone, Michigan. VanDamme Farms is located at 2371 St. Nicholas Rd. Rock, MI 49880.

### Soybean Field Day

September 4, 11 am – 1 pm ET at MSU Forestry Biomass Innovation Center (45.767279, -87.1972880)

The Upper Peninsula soybean variety trial is funded by the Michigan Soybean Promotion Committee to evaluate varieties ranging from RM 0.06 – 1.8. This year, we are also studying deer soybean variety preferences. We will be touring the plots at the MSU Forestry Biomass Innovation Center and discussing deer damage in soybeans. Lunch is included and two MDARD pesticide recertification credits have been requested. The MSU Forestry Biomass Innovation Center is located at 6005 J Rd, Escanaba, MI 49829.



# UPREC Field Day 2019

Featuring applied research in field crops, beef cattle and specialty crops



You are invited to join us for a day of learning at the MSU Upper Peninsula Research and Extension Center featuring:

- ◆ Cattle finishing systems
- ◆ Forage production
- ◆ Malting barley
- ◆ Wildlife damage management
- ◆ Beginning farmer development
- ◆ Season extension
- ◆ Industrial hemp
- ◆ Dry bean climate resilience

**When:** Saturday, August 10th, 2019 9:30 am-3:00 pm

**Where:** MSU Upper Peninsula Research and Extension Center  
E3774 University Drive  
Chatham, MI 49816

**Meals:** Lunch sponsored by:



**RSVP:** Call (906) 439-5114 or email [colem98@msu.edu](mailto:colem98@msu.edu) by Aug. 5th

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### ONLINE AUCTIONS: TUES, AUGUST 6

**Inspections:** Tues, July 23 & Mon, August 5 (12 noon-5pm)

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**EQUIPMENT BIDDING ENDS AT 3PM**

**Load Out:** Thursday, August 8 (10am-2pm)



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## Field to Market: Keeping Fresh Produce Clean

Few things are better than crunching into a tender green bean, fresh snap pea, or popping a vine-ripened cherry into your mouth whole, warmed by the sun. Amongst the sensory pleasure of garden-fresh nutrition, have you ever stopped to think about the potential food safety risks associated with those fruits and vegetables? Maybe not. Access to fresh, local produce this time of year is a treat; care should be taken on the farm so we can all continue chomping on raw produce with peace of mind.

Keeping fresh produce clean on the farm starts with the farm worker. Science tells us that the relationship between worker hygiene and food safety is critical – in other words, *never skimp on the handwashing*. If ‘should I wash my hands?’ is ever in question, the answer is always, always, always, ‘yes’. Along the same lines, it is important to maintain cleanliness with harvest tools and containers. According to the Produce Safety Rule (PSR), harvest containers must be used for produce only – no multi-use containers. Containers should be kept free of visible filth, and washed and sanitized as necessary, based on your farm’s cleaning schedule. On most produce farms, this likely means once per harvest day, or more frequently on larger farms.

Fresh produce that is field-packed, such as cherry tomatoes packed into plastic clamshells in-field, must be packed into new or sanitized containers. Transportation on and off farm, including ATV’s, trucks, or wagons, need to be free of visible filth, just like the harvest containers, and ideally will cover the produce during transport, whether that be a lid on the harvest bin or a truck bed with a topper. If produce is ran through a wash/pack line, all food contact surfaces must be maintained in the same level of cleanliness as the harvest tools and containers. There are several zones of food-contact surfaces; it is important to consider all surfaces within the pack shed when developing your farm’s cleaning procedures, including walls, floors, and ceilings. And of course, try not to overlook any refrigerators and walk-in coolers – produce boxes can become contaminated if condensate is allowed to drip on produce, and standing water on the bottom of coolers can breed harmful bacteria.

This may sound like a daunting amount of cleaning for a produce farmer, but the work of maintaining a consistent cleaning regimen pales in comparison to the consequences of a foodborne illness outbreak. Every farmer wants to feed their community with fresh, tasty, healthy food; these assurances from the PSR assist in that effort. A robust cleaning protocol could even help boost sales at your local farmer’s market; let your food safety practices be a conversation starter with customers. By doing so, you are fostering a deeper farmer-to-customer connection and level of trust.

Landen Tetil, Produce Safety Technician  
Marquette County Conservation District  
Call: (906) 226-8871 x 105 or Email:  
Landen.mqtcondist@gmail.com

## Classifieds

**FOR SALE:** Hay, large square bales 3x3x7.75 Timothy grass, 4,000 to sell. Former dairy farm doing all big square bales hay. Call Dave Bell in the EUP 906-440-6455 or email Bellsdairy@yahoo.com. Also a realtor in the UP so contact me for real estate here. Dave@smith-company.com

**FOR SALE:** Yearling registered polled Hereford bull. Easy to handle. (906)238-4237.

**FOR SALE: 20 HEAD–** 10 Angus April 2019 Calves; 10 Angus Crossbred cows due late August-September 2019, bred November 5, 2018. Call Dale Carlson in Stalwart (906)647-8246.

**HERD REDUCTION:** Red Angus heifers and bulls. Top bloodlines. Gentle and easy to handle. (906) 238-4236.

**FARM FOR SALE by owner:** 278A / 200 tillable, 160A adjacent to farm buildings, some woods for harvest/hunting. Includes 96’ barn, 6 buildings, 2 wells. All structures have metal roofing. \$382,000. [Visit FB Link](#) - Brimley Sales for pics/details. Contact Melvin Schwiderson @ (906) 248-6633 or [northwind906@icloud.com](mailto:northwind906@icloud.com)

**Beautiful property** in the Upper Michigan, 130 acres In Perkins for sale or pasture for rent for livestock for the 2019 season. Beautiful river running through it. Great for hunting, building or developing, or simple grazing livestock. Land is divided into 9 paddocks with high tensile electric fence and 5 stock watering ponds. Call (906) 359-4825.

**FARM FOR SALE: Upper Peninsula Farm** with over 1,100 acres, water access, maple syrup production, and much more! [Shady Lane Farms](#)  
<http://shadylnfarms.wixsite.com/shadylnfarms>  
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hjdegroot@alphacomm.net

**WANTED TO BUY: Feed barley or yellow peas** in large totes or semi loads. Also, 2019 hay bales off of field. Prefer 4x6 bales in Delta, Schoolcraft or Alger County. Call Dan Dalgord (906)644-2276.

**FOR SALE: John Deere B.** Clean, less than 50 hrs on rebuild. **Allis-Chalmers C.** New paint, runs good. **Hay Hauler.** Hauls up to 10—4x6 round bales, use spear on back, don’t have to unhook. Call Terry (906)644-2777.

**FOR SALE: 9680 Lilliston No-Till Grain Drill.** The Chippewa Luce Mackinac Conservation District is accepting closed bids until May 15th, 2019. Drill has been rented and maintained by Conservation District for over 20 years. Drill/planting width is 10.5ft. Transport width is 14.5ft. Weight is 5500 empty. Will require some work. Comes with owners manual. Please contact Mike at (906) 635-1278 for additional information. Bids can be sent to CLMCD 2847 Ashmun St. Sault Ste Marie, MI 49783.

## Market Report

Choice Steers	\$100—\$116 per 100 lbs.
Holstein Steers	\$85—\$100 per 100 lbs.
Hogs	\$80—\$87 per 100 lbs.
Lambs	\$150—\$170 per 100 lbs.
Cull cows	\$50—\$65 per 100 lbs.
Calves	\$25—\$80 per 100 lbs.
Goats	\$250—\$260 per 100 lbs.

### Breeding and Feeder Animals

Grade Holstein cows \$1250—\$1550/head

Grade Holstein bred heifers \$1400—\$1700/head

### Feed Prices across the U.P.

	Avg. \$/cwt	Avg. \$/ton	Price Range
Corn	\$10.88	\$217.50	\$175-280
Soymeal	\$19.51	\$390.50	\$360-450
Oats	\$12.00	\$240.00	\$200-300
Barley	\$10.50	\$210.00	\$160-260

Average price/100 wt. for 1 ton lots



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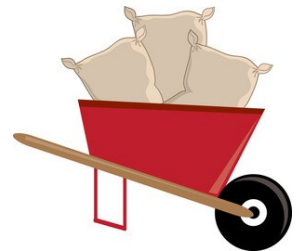
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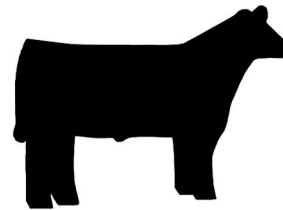
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## Calendar of Events

Urban Agriculture Workshop: Rabbits, Chickens and Composting in the City—Downtown Ishpeming, August 10, 10am—noon  
Dry Bean Field Day—Collins Farm, Garden, and Robere Farms, Cooks, August 6, 10am-1pm  
UPREC Field Day—UPREC, Chatham, August 10, 9:30am-3:00pm  
Corn Field Day—Pleasant View Farms, Stephenson, August 27, 10am-1pm  
Potato Field Day—VanDamme Farm, Rock, August 28, 4pm-7pm  
Soybean Field Day—FBIC, Escanaba, September 4, 11am-1pm

### **UP Fairs**

Luce West Mackinac Fair—August 1-4—Newberry  
Alger County Fair—August 2-4—Chatham  
Baraga County Fair—August 2-4—Baraga  
Iron County Fair—August 8-11—Iron River  
Gogebic County Fair—August 8-11—Ironwood  
Marquette County Fair—August 8-11—Marquette  
UP State Fair—August 12-18—Escanaba  
Houghton County Fair—August 22-25—Hancock  
Chippewa County Fair—August 27-Sept 2—Kinross  
Dickinson County Fair—August 29-Sept 2—Norway  
Chippewa County Stalwart Agricultural Fair—September 5-7—Stalwart