

MSU Extension Crops Newsletter for Northwest Michigan

Northwest Michigan Crop Producer,

February 2014

The winter of 2014 is making a lasting impression across Michigan and over much of the United States. But the days are getting longer and according to my optimistic friends, spring is only 40 days away! So whether you believe your snow covered driveway is half full or half empty it is time to start thinking about and prepare for the upcoming growing season.

This newsletter is loaded with information on upcoming educational programs and events that may be of interest to you. Please check them out.

And At Long Last We Have A New Farm Bill !

The year 2014 will be memorable also because it is the year that President Barack Obama finalized the 2014 U.S. Farm Bill signing it into law on the campus of Michigan State University on February 7! Details of the highly anticipated Farm Bill are starting to come out. Here are a few highlights of what the new provisions will do:

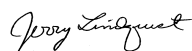
- strengthens the Crop Insurance Program by maintaining a farm's average production history by increasing the county transition yield from 60 to 70 percent when crop disasters strike
- broadens Crop Insurance coverage to now include underserved crops like fruits and vegetables and also provides discounted coverage rates to beginning farmers
- reinstates and improves the Livestock Disaster Program of the 2008 Farm Bill and makes it retroactive to cover 2012 losses from the drought; also states that 60% of the Environmental Quality Incentives Program funds go to livestock operations
- eliminates Direct Payments programs to farms which is a \$4.9 billion cut and also cuts \$8.6 billion from the Supplemental Nutrition Assistance Program (formerly known as the food stamp program) over a ten year period - in all the total cuts total \$23.3 billion
- ties Conservation Compliance regulations to the ability to receive Federal Crop Insurance benefits
- places limits on individuals who receive payments so that no single person will receive over \$125,000 annually in farm payments and restricts anyone with an adjusted gross annual income of over \$900,000 to receive USDA farm program funds
- continues the Conservation Reserve Program (CRP) and establishes a new 2 million acre grassland enrollment option
- establishes a voluntary dairy margin protection program which will provide margin insurance that can be purchased by dairy farms to protect against low milk prices and/or high feed prices
- provides funding for farms and ranches to install renewable energy and energy efficient systems; provides funding for biofuels programs; and funding for rural development including rural water systems, broadband internet services and other infrastructure to improve rural communities.
- And much more, 957 pages in all!

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Now that the Farm Bill has been approved the detailed guidelines, regulations and plans to implement must be written. Watch for that process over the course of this year. Go to <http://www.usda.gov/wps/portal/usda/usdahome> to stay abreast of developments and also stay in touch with your regional USDA offices of the Farm Service Agency and the Natural Resources and Conservation Service.

Jerry Lindquist



MSU Extension Grazing & Crop
Management Educator



Jerry L. Lindquist

MSU Extension Grazing
and Field Crop Educator
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Agriculture and Natural Resources
Children, Youth and Families /4-H
Community and
Economic Development
Family Nutrition Program

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Extension programs and
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height, weight, disability,
political beliefs, sexual
orientation, marital status and
family status or veteran sta-
tus.*

*Michigan State University,
U.S. Department of
Agriculture and counties
cooperating.*



GREAT LAKES FORAGE & GRAZING CONFERENCE COMING MARCH 6 TO EAST LANSING!

The 2014 Great Lakes Forage and Grazing Conference will be held during Agriculture and Natural Resources Week at the Kellogg Hotel and Conference Center on the Michigan State University Campus on March 6, 2014. This event sponsored by the Michigan Forage Council with support from MSU Extension will feature the latest information and research on forage production, marketing and grazing.

The featured speaker at this year's conference is Gabe Brown of Bismarck, North Dakota. Gabe is a farming pioneer utilizing multi-specie cover crop mixes in crop rotations to dramatically improve soil health and soil quality. He does this by integrating no till cropping and grazing livestock to make for a holistic system requiring fewer herbicide and fertilizer inputs on his family's 5,400 acre cash crop and livestock ranch. Gabe will speak twice during the day, first on "Holistically Regenerating our Lands" and in the afternoon on "Blending No till, Cover Crops and the Grazing Animal to Lower Production Cost and Improve the Environment".

Also during the morning session Dr. Christy Sprague, MSU Weed Specialist will also talk on Palmer Amaranth – A New Weed Threat for Michigan Alfalfa Fields and rounding out the morning will be a session by DuPont Pioneer addressing advancements in Alfalfa and Corn Breeding.

The afternoon break-out sessions will feature topics on: Alternative Forage Crops for Harvested Feed; a MSU Forage Research Update; Organic Fly Control for Grazing Animals; Using Sudex and Brassica Mixes for Grazing Sheep; a farmer panel discussion on Baleage – Making Round Bales the Fermented Way ; a panel discussion on Three Styles of Successful Beef Cattle Grazing in Michigan; and a Michigan Hay Market Update.

This conference is intended for all agricultural producers that produce forage based hays, silages and pasture crops, including the consultants that advise them. The registration fee is \$50 per person if received by February 28. Members of the Michigan Forage Council receive a reduced rate of \$40 per person. All early registrants are guaranteed a lunch. Late registrations after February 28 must add \$5 per person to the fee. Registration information is available at www.michiganforagecouncil.org or at the Osceola County MSU Extension Office at 231-832-6139.

GETTING STARTED WITH HOPS PRODUCTION

Date: February 24, 2014

Time: 7:00 p.m. - 9:00 p.m.

Location: webinar

Contact: Dr. Rob Surrine: 231-256-9888 or surrine@msu.edu

This two-hour Adobe Connect webinar is part of the ongoing "2014 Beginning Farmer Webinar Series." MSU Extension educator Dr. Rob Surrine will provide an overview of Hops Production for the Great Lakes Region. Participants will learn about the history of hops, hops biology, pest and disease management, growing techniques, trellis set up, costs of establishment, processing, marketing and more...

Questions and discussion will take place through the webinar 'chat' function. Supporting written materials will be available for download during and after the webinar. Participants will receive the webinar URL after their registration and payment is received. A recording of the webinar will be made available to registered participants.

Visit the [Getting Started with Hops Production registration page](#) for more information.

Great Lakes Forage & Grazing Conference
 Sponsored by the:
**Michigan Forage Council &
 Michigan State University Extension**

Join forage producers, graziers, custom forage harvesters, Agribusinesses, MSU Extension Specialists and Educators for this annual conference and trade show.

Sponsored by the Michigan Forage Council and Michigan State University Extension.



MICHIGAN STATE UNIVERSITY | Extension

For more information go to our websites:
[Michigan Forage Council](#)
[MSU Forage Information Systems](#)
[MSU Extension](#)



For more information contact:
Michigan Forage Council
 301 West Upton Street
 Reed City, MI 49677
 Phone: 231-832-6139
 Toll Free: 888-678-3464 ext. 67236
 Fax: 231-832-3381
 Attention: Tonia
 Email: hartlin5@anr.msu.edu

Michigan Forage Council &
 Michigan State University Extension

**Great Lakes Forage
 & Grazing Conference**

**“Building Soil with
 Forages”**

Thursday, March 6, 2014
 MSU Kellogg Hotel &
 Conference Center
 219 S Harrison Rd.
 East Lansing, MI 48823
 9:00 A.M. -- 4:00 P.M.



MICHIGAN STATE UNIVERSITY | Extension



Conference Keynote Speaker

Gabe Brown, a noted soil health advocate, will be the keynote speaker at the 2014 Great Lakes Forage & Grazing Conference.

Brown is one of the pioneers of the current soil health movement that focuses on regenerating resources. Brown is a pioneer in diverse cover cropping, having used no-till techniques for two decades. Brown, along with his wife, Shelly, and son, Paul, own and operate a diversified farm and ranch near Bismarck, N.D. His family ranch encompasses 5,400 acres, all managed sustainably and with the goal of building ideal soil health conditions.

The Browns use a pesticide-free cover and companion crop system that allows them to reduce their use of commercial fertilizer by over 90 percent and the use of herbicides by over 75 percent as well as increase production and profitability.

The Browns holistically integrate their grazing and no-till cropping system, which includes multi-species cover crops, with all natural grass fed beef, poultry and sheep.

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Conference Agenda

"Building Soil with Forages"

9:00 - 10:00 Registration

Gabe Brown - Keynote Speaker

- ♦ Holistic Regeneration of Our Lands

- ♦ Using Cover Crops to Lower Production Costs

DuPont Pioneer Representative

The Future of Pioneer Alfalfa & Corn Silage Breeding Program

Dr. Christy Sprague, MSU

Palmer Amaranth — A Management Nightmare in Alfalfa

Michigan Forage Council Annual Meeting

Jerry Lindquist, MSU Extension

Michigan Hay Market with Increased Demand for Farmland

Dr. Kim Cassida, MSU

- ♦ Alternative Forage Crops for Harvested Forage Systems in MI

- ♦ MSU Forage Research Update

Dr. Richard Ehrhardt, MSU

Sorghum-sudangrass and Forage Brassicas for Grazing Lambs

Bryan Woods - Organic Valley

Organic Fly Control for Pastured Animals

Michigan Producer Panels:

- ♦ Baleage/haylage/dry hay—What's working well for my haying system
- ♦ Successful Styles of Beef Cattle Grazing

Vendor Networking Break

For a more detailed complete agenda go to the Michigan Forage Council website at:

michiganforagecouncil.org

Cut here

Registration Information:

MFC members: \$40.00 . _____ Non-members: \$50.00 . _____

Total \$ enclosed \$ _____

Pre-registration closes Feb. 28, 2014

Day of conference registration (9:00-10:00 AM) ADD \$5.00 for late registration (lunch not guaranteed)

(Please print) Your

Name: _____

Address: _____ County: _____

Telephone number: _____

E-mail: _____

Return this form and check made out to Michigan Forage Council to: Osceola County MSUE, Attn: Tonia Hartline, 301 West Upton Street, Reed City, MI 49677.

RESTRICTED USE PESTICIDE REVIEW AND EXAM

WHEN: Monday, March 10, 2014

- 9:30 a.m. to 12:30 p.m. - Pesticide Update & Exam Review offered by MSU Extension (pesticide re-certification credits have been requested)
- 1:00 p.m. - Restricted Use Pesticide Exam offered by Michigan Department of Agriculture and Rural Development

WHERE: Wexford County MSU Extension, 401 N. Lake St., Cadillac, MI. 49601

The review is for those wishing to receive final training before the exam or for those wishing to receive pesticide re-certification credits (credits have been requested for this event). You do not have to attend the review to take the exam. The exam is for those wishing to become certified to purchase restricted use pesticides. Exam participants are encouraged to read and study the National Pesticide Applicator Certification Core Manual before taking the exam. Copies may be ordered from the MSU Extension Bookstore (<http://www.bookstore.msue.msu.edu/>) or by calling 517-353-6740. Many county MSU Extension offices also have copies available.

For the exam: You must bring a photo ID (driver's license).

Bring a #2 pencil and an ink pen.

Bring your registration paperwork received in the mail from Michigan Department of Agriculture and Rural Development (MDARD) if renewing.

Make check/money orders payable to "State of Michigan". Cash or credit/debit cards are not accepted.

If retaking an exam that you failed you must bring receipt of payment from the previous exam session.

Calculators if needed will be available from the exam proctor. Personal calculators or cell phone calculators are not allowed.

Cost: Review - \$10/person payable at the door to MSU (cash or check); Exam -\$50 for private applicators (farmers); \$75 for commercial applicators (cash is not accepted).

Registration: Please register for these two events by either:

- 1.) Contacting Jerry Lindquist 231-832-6139 or at lindquis@anr.msu.edu or Jill O'Donnell 231-779-9480 or at odonne10@anr.msu.edu
or
- 2.) You may register on-line for the exam at www.michigan.gov/pestexam

Exams are also offered at various times and locations around the State and on a frequent basis at MDARD Regional locations. For the complete list of exams go to www.michigan.gov/pestexam.

Accommodations for persons with disabilities may be requested by contacting Jill O'Donnell at 231-779-9480 by February 24, 2014 to make arrangements. Requests received after this date will be fulfilled when possible.

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FIELD CROPS WEBINAR SERIES

WHEN: Monday Evenings - February 24 to March 31, 2014 - 7:00-8:00 p.m.

WHERE: On-line internet based webinars

Growers, consultants and agribusiness professionals are invited to attend six online programs addressing key field crop production and pest management points for 2014. Participants will learn how to enhance their corn, soybean, small grain and forage systems in the coming season, and have an opportunity to ask questions of MSU agriculture experts.

Topics for each webinar are:

February 24	Small Grain Production
March 3	Corn Stover as Feed and Fuel
March 10	Corn and Soybean Fungicides
March 17	Bt Resistance in Corn Rootworm
March 24	Herbicide Resistance Management
March 31	Alternate Forages and Cover Crops

Registration: The live webinar programs can be viewed independently online at no cost. Visit <http://events.anr.msu.edu/fieldcropswebinars2014> to register and access connection information. Contact James DeDecker (989-734-2168 or dedecke5@msu.edu) for more information, or by Feb. 17 to request accommodations for persons with disabilities.

One MDARD Pesticide Recertification Credit will be available through each event for application to one of the following categories: Private Core, Commercial Core, or Field Crops.

AGRICULTURE LABOR AND FARM SAFETY

WHEN: Wednesday, March 19, 2014 – 9:00 a.m. to 4:00 p.m.

WHERE: Wexford County MSU Extension, 401 N. Lake St., Cadillac

Understanding agricultural labor issues and complying with farm labor laws have become increasingly more difficult due to the changes in the laws and the numbers of issues facing farm employers. The 2014 Ag Labor meeting will assist you, the ag employer, in understanding issues impacting you and your employees. There will be an update on labor regulations that impact farms. The afternoon program will feature "Updating Farm Safety Plans and Training Series: Promoting a Safety and Health Management System for Agriculture."

The program will feature speakers from MSU Extension, Michigan Workforce Development Agency, Immigration and Citizenship Enforcement, and Michigan Farm Bureau.

Registration: Details are available in the registration brochure included in this newsletter. A similar program will be offered in Bad Axe on March 12 and in Shepherd on March 13.

ON-LINE RESOURCE FOR MSU EXTENSION INFORMATION

MSU Dairy Team Website

The MSU Dairy Team website (<http://dairyteam.msu.edu>) includes information relevant to dairy production and business management. Resources have been developed by educators and researchers who have a commitment to enhance the viability of Michigan dairy farms and the Michigan dairy industry.

MSU Extension News

MSU Extension News is an on-line resource that contains the most recent and relevant information from MSU Extension educators throughout the state and at Michigan State University.

MSU Extension News features pertinent articles, submitted in a variety of categories. It is available both in a traditional format and in a mobile format that can be accessed from any smart phone, iPad or other mobile device. *MSU Extension News* is updated daily to provide the most up-to-date, relevant information available. You can find it at news.msue.msu.edu.

A useful feature is the option to request an email notification of articles that recently appeared on the *MSU Extension News* website. The *MSU Extension News Digests* will be emailed to you about every 2 weeks, listing new articles that have appeared on *MSU Extension News*. Digests currently are available for a number of ag-related topics, including Dairy Production, Field Crops Production, and Business.

OTHER SPEAKING EVENTS IN NORTHWEST MICHIGAN

Though these are not MSU sponsored events experts from MSU will also be speaking at these events in Northwest Michigan this winter and the farm community is invited to attend.

30th Annual Buckley Farm Show, Tuesday, February 18, 10:00 A.M. – 3:00 P.M. at the Hannah St. Mary's School in Grand Traverse County; Jerry Lindquist will be talking on Cover Crops to Improve Soil and to Graze Livestock. Topics from other speakers on this day include Corn Research; Grain Market Update, Corn Planter Prep, and more. Call Frank Lipinski for free registration information at 231-269-4040.

Growing Alternative Crops in Northern Michigan, Tuesday, February 18, 3:30 P.M. – 5:30 P.M., Grand Traverse Culinary Oils, 2780 Cass Rd., Traverse City, MI. Jerry Lindquist and Dr. Russ Freed from MSU will speak on raising canola in Northern Michigan and Dan Rossman, a MSU Field Crops Educator will speak on raising hard red spring wheat. A tour of GT Culinary Oils production facility will also be provided. Call Bill Koucky for reservation details at 231-590-2180. The seminar is free to attend.

*The Affordable Care Act
Workshop*

Registration Fee:

\$10.00 per participant

NEW! REGISTER ONLINE

<http://events.anr.msu.edu/ACAWexford/>

SPACE IS LIMITED



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Accommodations for persons with disabilities may be requested by calling the Wexford County Extension office at 231-779-9480 one week prior to the event to ensure sufficient time to make arrangements.

Affordable Care Act Workshop

Meeting Location

Wexford County MSU Extension
401 N. Lake Street #400
Cadillac, MI 49601

Date

Friday, March 28, 2014

Time

9:30 a.m.—12:30 p.m.

For program information, call
Jill O'Donnell at 231-779-9480

For online registration questions,
call 616-994-4540

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Affordable Care Act Workshop

Meeting Location

Wexford County MSU Extension
401 N. Lake Street #400
Cadillac, MI 49601

Date

Friday, March 28, 2014

Time

9:30 a.m.—12:30 p.m.

NEW! Register Online at:
<http://events.anr.msu.edu/ACAWexford/>

Affordable Care Act Workshop

Presenters

Dr. David B. Schweikhardt, MSU Extension Specialist and Professor
Dr. Adam J. Kantrovich, MSU Extension Farm Management Educator

Introduction

The workshop will cover the Affordable Care Act and how it affects farms, small businesses and individuals. The Affordable Care Act is far-reaching legislation that covers every business, industry and individual. There are no "loop-holes" that provide any type of exemption. There are many layers to the Affordable Care Act, this will be a broad overview of the basics within the three hour presentation. This presentation will include a hands-on activity to help participants determine whether they need to comply with the ACA.

Agenda

Welcome & Introductions
General Rules of the ACA
Rules of Employer Shared Responsibility (ESR) Mandate
Rules for Counting Employees under (ESR)
Rules for Small Business Health Care Tax Credit
Rules for Health Insurance Market Place (Exchange) and Shop for Employers
Rules of Individual Shared Responsibility Mandate
Employer Requirements for 2013 to 2015
Closing Thoughts

Registration Fee: is \$10.00 per person. This covers handouts and materials.

Register online at: <http://events.anr.msu.edu/ACAWexford/>

Or

To register by mail: Send in registration and payment to:

MSU ANR Events Services
Justin S. Morrill Hall of Agriculture
446 West Circle Drive, Room 11
East Lansing, MI 48824-1039

Make Check Payable to: **Michigan State University**
Please RSVP as soon as possible, SPACE IS LIMITED

Wexford County

Affordable Care Act Workshop

Cost: \$10.00 per person
Includes all materials and refreshments

Register online at:

<http://events.anr.msu.edu/ACAWexford/>

Or

Mail In Registration

Participant Name(s): (please print) :

- 1) _____
- 2) _____
- 3) _____

Business Name & Address:

Email: _____

Phone: _____

To register by mail, send in registration and payment to:

MSU ANR Events Services
Justin S. Morrill Hall of Agriculture
446 W. Circle Drive, Room 11
East Lansing, MI 48824

Make Check Payable to:

Michigan State University

2014 Growing Michigan Agriculture Conference

Emerging important issues will prompt valuable discussion at the 2014 Growing Michigan Agriculture Conference during Agriculture and Natural Resources (ANR) Week.

Stan Moore, and Bruce MacKellar, Michigan State University Extension

There's no doubt that agriculture plays a vital role in Michigan's economy. In April 2012, Michigan State University (MSU) researchers announced that through the food and agriculture supply chain, the industry contributes an estimated \$91.4 billion to Michigan's economy – an increase of nearly 50 percent from 2004 to 2010.

New and evolving issues such as changes in technology, weather and public expectations continue to challenge Michigan farmers. [Michigan State University Extension](#) has brought together farmers and agricultural professionals who work within Michigan's wide-ranging agricultural commodities to assist the state's farmers in learning more about potential changes on the horizon.

The third annual Growing Michigan Agriculture Conference will take place Wednesday, March 5, 2014, at the Kellogg Center on the MSU campus during [Agriculture and Natural Resources \(ANR\) Week](#).

The one-day conference is packed with timely information from MSU experts and nationally renowned speakers that will help Michigan producers maximize their farms' potential. The 2014 conference also offers concurrent breakout sessions that focus on specific areas of agriculture including animal production, field crops and specialty crops.

At last year's Growing Michigan Agriculture Conference, more than 70 participants learned about labor management, precision agriculture, food safety, risk management, soil management and the Farm Bill. Participants at the conference included farmers, farm employees, agribusiness professionals, consultants, Extension personnel and government representatives. Attendees came from farms of all sizes and reported that attending the program was valuable to their farm operations. When asked what they gained, respondents indicated that they would be able to apply what they learned to their businesses, and they also reported an increase in management skills. Participants appreciated the global perspective that they received. In 2014, the Growing Michigan Agriculture Conference takes place in conjunction with Michigan Farm Bureau's Statewide Commodity and Marketing Conference. The new partnership promises to provide excellent educational sessions for Commodity and Marketing Conference farmer attendees, and it will allow the Growing Michigan Agriculture Conference to continue to build on its reach to Michigan farmers.

The Growing Michigan Agriculture Conference will run from 8:30 a.m. to 4:30 p.m. on March 5, followed by the Michigan Farm Bureau Statewide Commodity and Marketing Conference beginning at 5:30 p.m. on March 5 and continuing on March 6. "We are looking forward to having knowledgeable speakers presenting to such a diverse agricultural audience," said Dale Rozeboom, MSU professor and Extension specialist. "So often we have great speakers at our individual winter commodity meetings. This conference allows people from all agriculture sectors to come together in one setting, hear the very best speakers and get the latest information on a variety of important topics."

This year's topics and speakers include:

- Global economic outlook and impacts on agriculture – Bryan Dierlam, Director, Government Affairs, Cargill
- Antibiotic use and resistance: How do we keep Michigan agriculture resilient so it continues to grow in the future? – Jim Tiedje, MSU University Distinguished Professor, Center for Microbial Ecology at MSU
- Regional water availability resources and future challenges – David Hyndman, MSU Department of Geological Sciences
- Farmland ownership – Dennis Stein, Michigan State University Extension
- Michigan Department of Agriculture and Natural Resources update
- State and National Legislative Update – Ryan Findlay and Matt Smego, Michigan Farm Bureau
- Breakout sessions for animal production, field crops and specialty crops
- Animal production – USDA's project to reduce mastitis and antimicrobial use on dairy farms.
- Field crop – Using a Drone for crop management decisions
- Specialty crop (two parts) – Food safety modernization act and you; and Where is our labor coming from?
- Modeling farming systems strategies to optimize water, carbon and nitrogen cycling – Bruno Basso, MSU Department of Geological Sciences

Registration information is available at <http://bit.ly/GrowingMichigan>. The cost for the conference is \$75 by Jan. 28, 2014; \$85 by March 3, 2014; and \$95 at the door. To find out more information or to learn how to become a sponsor, contact ANR Event Services at events@anr.msu.edu or 517-353-3175.

Winter's Early Start May Increase Hay Demand

A cold, snowy December has caused many livestock farms to reevaluate their winter supply of forage.

Jerry Lindquist, Michigan State University Extension

An early start to winter has caused many farms in the upper Midwest to reconsider whether they will have enough hay and other feeds to get their animals to spring. The summer of 2013 allowed many farms to replenish exhausted forage supplies that were caused by the drought the previous year. Still last summer's growing season was not perfect and many farms felt they had just enough feed to get through this winter as their harvest season ended.

Many farms after 2012's drought had made plans to harvest more annual forage crops and/or to graze longer in the fall in an attempt to save hay. The dry late summer and early fall across much of the Mid-West decreased the yield of these crops but many farms still were cautiously optimistic about their winter feed supply. But one last hurrah of 2013 - the colder than normal, snowy December, led to early and substantial hay feeding on many livestock farms according to [Michigan State University Extension](#) beef educators.

Farms that were hoping to graze stockpiled pasture forages and corn stubble fields into the new year had to bring the cows home early. Some farms that were hoping to harvest corn stalk bales for feed were not able to because of the late maturing corn crop and the early December snows. The colder than normal temperatures in December also lead to increased hay consumption. Studies show that ruminant animals will increase forage consumption from 5 – 15 percent when air temps drop below 20 degrees Fahrenheit. The lower the air temperature drops the more they will consume up to a maximum point of around 15 percent above normal. These farms now will be monitoring feed inventories closely as they progress through the winter and will be hoping for an early spring thaw. If winter lingers it could lead to a late round of hay buying as livestock owners stretch feed supplies to get to green grass.

In spite of the tough December weather, hay markets have held steady to the beginning of the new year. The high quality dairy type alfalfa hays remain in short supply and continue in the price range of \$180 - \$290 per ton. The lower quality alfalfa/grass mixed and grass hays that are well suited for livestock animals have tightened up their lower price end slightly and now are ranging from \$115 - \$210 per ton depending upon quality, bale type and storage. Normally new hay comes on the market in the new calendar year. This is done to delay the seller's income into the next tax season and with the hopes that hay prices may improve as the winter goes on. It often has the opposite effect on the market as the extra supply many times softens the price. However this year it is not anticipated that this new year supply will be large as hay prices and demand were strong enough during the harvest season that much of the hay was sold as it was harvested.

Livestock farm managers that believe their winter feed supplies may be tight are encouraged to contact a [MSU Extension Beef Team member](#) early in the winter season to strategize feeding options while they still have choices. For those wanting to locate hay for sale or to determine asking prices of hay go to the [Michigan Hay Sellers List](#). For more information, contact me at lindquis@anr.msu.edu or 231-832-6139.

This article was published by [Michigan State University Extension](#). For more information, visit <http://www.msue.msu.edu>. To contact an expert in your area, visit <http://expert.msue.msu.edu>, or call 888-MSUE4MI (888-678-3464).

Osceola County MSU Extension

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