MANHATTAN, Kan. – With lower expected revenues from the sale of calves in 2017 compared to 2014-15 prices many producers are seeking information on ways to improve their operation’s profit potential. With that in mind, the 2017 K-State Winter Ranch Management series of meetings will include comments from extension educators on profit-enhancing strategies practices for beef producers. The meetings will also feature a popular ‘town-hall’ style question and answer session between Kansas’ cattle producers and extension specialists. The Winter Ranch Management Seminar series runs in January and early February.

“The series has a history of being a successful stretch of meetings, which are hosted throughout the state of Kansas,” said Bob Weaber, K-State Research and Extension cow/calf specialist. Weaber, along with other state, district and local extension staff, will take part in the series to help answer producers’ questions. The specialists will answer a wide range of questions on beef cattle issues surrounding animal health, nutrition, management, genetics and reproduction during the Town Hall Q & A.

“Over the past few months we’ve received quite a few questions from producers looking for profit tips and tools,” Weaber said. “The Winter Ranch Management series provides another great opportunity for state and local specialists to take our expertise out in the country for a series of impactful face-to-face meetings.” Producers are encouraged to come to the meetings prepared with questions. Some of the hot topics Weaber predicts are: winter feeding and cow management, bull buying and selection strategies, preparation for calving and breeding season as well as vaccination and animal health issues such as the new Veterinary Feed Directive.

“Early in the year is always a great time for producers, when the weather is bad and after they get chores done, to sit back, think and plan for the coming year, the calves that will be born in the spring and how they might manage those,” he said. “Certainly it is a good time of year to think about opportunities to reduce costs and enhance revenue streams.”

Nearest Location: Syracuse
Date: Tuesday, February 7, 2017; 5 - 8:30 PM (MT)
Location: Hamilton Co. Fairgrounds
806 Main St.
Syracuse, KS 67878
RSVP by January 31, 2017 to: Jenifer Sexson, Hamilton Co. Extension
620-384-5225; jssexson@ksu.edu
Meeting times vary by location but all will include a meal. Participants are asked to RSVP for a selected location by the close of business one week prior to the event. Registration fees, which cover a meal, vary by location. Interested participants should contact their local host contact for registration and RSVP details. More information about the K-State Winter Ranch Management Seminar Series is available at www.KSUBeef.org.

Managing cold stress

As we all know there is no typical weather pattern in Kansas. We experienced a mild fall this year and thus far winter has been interesting with record high temperatures followed by cold and windy days. The downside is that we don’t know what might happen in the New Year, as we approach what are typically the coldest months of the year. Most cattle producers know and appreciate that cold weather increases nutrient requirements. However, the obvious questions that come to mind are “What is cold to cow?” and “What increases (energy, protein etc.) and by how much?”.

Cattle are most comfortable within the thermonueteral zone when temperatures are neither too warm nor cold. During the winter months, cattle experience cold stress anytime the effective ambient temperature, which takes into account wind chill, humidity, etc., drops below the lower critical temperature. The lower critical temperature is influenced by both environmental and animal factors including hair coat and tissue insulation (body condition). The table below lists the estimated lower critical temperatures of cattle in good body condition with different hair coats. In wet conditions cattle can begin experiencing cold stress at 59°F, which would be a relatively mild winter day. However, if cattle have time to develop a sufficient winter coat the estimated lower critical temperature under dry conditions is 18°F.

<table>
<thead>
<tr>
<th>Coat Condition</th>
<th>Critical Temperature</th>
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<tbody>
<tr>
<td>Wet or summer coat</td>
<td>59 F</td>
</tr>
<tr>
<td>Dry fall coat</td>
<td>45 F</td>
</tr>
<tr>
<td>Dry winter coat</td>
<td>32 F</td>
</tr>
<tr>
<td>Dry heavy winter coat</td>
<td>18 F</td>
</tr>
</tbody>
</table>

Cold stress increases maintenance energy requirements but does not impact protein, mineral or vitamin requirements. The general rule of thumb (for a cow in good body condition, BCS = 5 or greater) is to increase the energy density of the ration by 1% for each degree (Fahrenheit) below the lower critical temperature. The classic response to cold stress in confinement situations is an increase in voluntary intake. However, it has been documented that grazing beef cows may spend less time grazing as temperatures decline below freezing, which reduces forage intake (Adams et al., 1986) and makes the challenge of meeting the cow’s nutrient requirements even greater. In many cases feeding a greater amount of low-quality hay will replace grazed forages but may not provide sufficient energy. Therefore, providing additional energy by feeding a relatively higher-quality hay or fiber-based supplement (DDGS, Corn gluten feed, or Soybean Hulls) may be required.

Our overall goal is to be aware of the increasing energy and protein needs of the cow as they enter the third trimester of gestation and the temperature declines. It is difficult to improve body condition during third trimester when the gestating calf is rapidly growing and consuming nutrients while the cow is dealing with cold winter weather. It is even more difficult (almost impossible) to improve cow body condition once the calf is on the ground and nutrients are shifted toward milk production. The key to managing cold stress in pregnant cows is to keep body condition from slipping by providing additional energy when necessary.

More information on cold stress and nutrition may be found in “Beef Cow Nutrition Guide”, Publication #C-735 which may be accessed online at http://www.ksre.ksu.edu/bookstore/pubs/C735.pdf.

(Garden City Water Talk 2017)
The 2017 Water Talk Series will be hosted in six cities this winter. This series of talks will provide information on regional water issues, recent agricultural research, and resources available to support efficient irrigation in your area. Topics to be covered are the new for 2017 Limited Irrigation crop insurance option available for Kansas, locally developed goals for sustaining the water future, groundwater level changes, and Water Technology Farms. You are welcome to attend the meeting in your region or another.

2017 Water Talks Series stops:
- January 31st Concordia
- February 1st Goodland
- February 2nd Sharon Springs
- February 13th St. John
- February 14th Garden City
- February 21st Ulysses

The Garden City Meeting will be held at the Finney County Fairgrounds, 4-H Building beginning at 9 a.m. on February 14, 2017. The meeting will be followed by a lunch sponsored by Southwest Kansas Groundwater Management District No 3.

For more information on the Water Talk 2017 Meeting, contact the Kansas Water Office at (785) 296-3185.

Lenders expect financial stress to worsen for farmers, ranchers

MANHATTAN, Kan. — According to a recent study of lenders, financial stress on farmers is expected to continue for some time.

“Our research indicates a continued deterioration in agricultural credit conditions,” said Allen Featherstone, head of the Kansas State University Department of Agricultural Economics. The 2016 Fall Agricultural Lender Survey by the Kansas State University Department of Agricultural Economics and the University of Georgia studies the expectations of lenders in regard to interest rates, spread over cost of funds, farm-loan volume, nonperforming loans and land values as indicators of the overall health of the farm finance sector.

According to the twice-a-year study, more than 50 percent of land values are decreasing within the areas covered by participating lenders. These values are set to continue to decrease over the short- and long term and are affecting credit limits for landowners and producers. Non-performing loans are also on the rise for all loan types, and expectations show the number of these loans will continue to increase in this stressed financial market.

The survey indicates the decreased liquidity in production operations has increased demand for farm loans and, in particular, operating loans in attempts to bridge the gap of the current fiscal downturn. Making matters worse, interest rates on those loans are expected to increase and continue to rise over time. These problems aren’t isolated to just one crop. They are spreading into every aspect of farming. “Both the livestock sectors and the crop sectors are struggling meeting cash-flow issues,” said Featherstone.

Producers and lenders across the state can gain deeper insight into these issues by attending a program offered by the Kansas State University Department of Agricultural Economics, “Top 10 Considerations to Navigate a Struggling Farm Economy.” The seminar will be offered at six locations across the state in January and February.

For more information about the outlook for agricultural credit conditions and commentary on areas of concern within agriculture, go to the complete 2016 Agricultural Lender Survey.

Regional Farmers’ Market Workshops Planned

MANHATTAN, Kan. — The Kansas Department of Agriculture, K-State Research and Extension and the Kansas Department of Health and Environment will host four regional workshops in February 2017 to assist farmers’ market vendors and managers. Kansas farmers’ markets not only provide a fresh food source, but also stimulate the local economy. In 2016, 75 farmers’ markets were registered with KDA’s Central Registration of Farmers’ Markets.

“Selling food directly to consumers through farmers’ markets provides growers a chance to tell their farm’s story, but there are also legal, safety and
financial parameters that farmers need to understand before choosing this marketing tool,” said Londa Nwadike, consumer food safety specialist with K-State Research and Extension and the University of Missouri.

Workshop topics will vary slightly by location. Highlighted topics include:

- Keynote speakers on successful farmers’ market vending
- Double Up Food Bucks SNAP matching program
- Kansas Senior Farmers Market Nutrition Program Certified Farmer Training
- Cover cropping and other soil health strategies
- KDA’s Division of Weights and Measures will also offer free scale certification at the workshops for attendees.

Dates and locations for the Farmers’ Market events are as follows:

- Feb. 4 — KSU Sedgwick County Extension Office, 7001 W. 21st N., Wichita
- Feb. 10 — KSU Olathe, 22201 W. Innovation Dr., Olathe
- Feb. 11 — Greenbush Education Service Center (Dave DeMoss Education Building), 947 W. 47 Highway, Girard
- Feb. 17 — KSU Agriculture Research Center, 1232 240th Ave., Hays

In addition, farmers’ market vendors and managers are encouraged to attend the 2017 From the Land of Kansas and Farmers’ Market State Conference on March 16 and 17 at the Bluemont Hotel in Manhattan.

Registration for the February workshops is now open and is $20 per participant. Registration includes lunch; however, lunch will only be guaranteed to those participants who register at least 10 days prior to the respective workshop date. Registration forms can be found at FromtheLandofKansas.com/FMConference or at local extension offices. Onsite registration will open at 8:30 a.m. and the workshops will begin at 9 a.m. and conclude by 4 p.m. The Wichita workshop will begin online registration at 8:15 a.m. and the workshop at 8:45 a.m. Registration for the March 2017 From the Land of Kansas and Farmers’ Market State Conference is $75 for one day and $95 for both days. Registration is expected to be open late January at

KDA is committed to providing an environment that enhances and encourages economic growth of the agriculture industry and the Kansas economy. These workshops will provide support and assistance to help make Kansas businesses more successful. For more information, contact Janelle Dobbins, KDA’s From the Land of Kansas marketing manager, at (785) 564-6759 or Janelle.Dobbins@ks.gov.

**Annual Pawnee Fry Scheduled**

The 69th Annual Pawnee Fry will be Monday, January 30th at the Pawnee Acre Community Building located three miles east of the US-156 and K-23 junction and four miles north on Community Road in northeast Finney County.

Each year local friends and neighbors have joined in hosting this unique social dinner and evening in cooperation with the Finney County Extension Service. The evening will begin with a meal at 6:30 pm that includes calf fries, ham sandwiches and all the trimmings.

The public is invited to attend. For more information, please contact the Finney County Extension Office at 272-3670, or Larry Scott at 620-855-3371.

**Calender**

**January:**
- 16th: Office Closed
- 18th: **Harnessing the Power of Excel Workshop** @ Finney County Fairgrounds Grand Stand Meeting Room
- 20th: Farm Bureau Friends on the Farm
- 27th: **Grain Marketing Workshop** @ Garden City Co-op Center
- 30th: Pawnee Fry

**February:**
- 7th: Top 10 Considerations to Navigate a Struggling Farm Economy @ Dodge City
- 14th: **Water Talk Series** @ Finney County Fairgrounds 4-H Building
- 20th: Office Closed
Upcoming Events

January 18, 2017

Registration 2017 K-State “Harnessing the Power of Excel” Workshop January 18, 2017 Garden City, Kansas

Workshop Schedule
9:00 a.m. - Registration
10:00 a.m. - Intro To Excel
10:15 a.m. - Work on Exercises
a. Marni McCleod
b. Dave Johnson
12:00 p.m. - Lunch
12:45 p.m. - Intro To AgManager and Excel Decision Tools
1:30 p.m. - Work on Exercises
a. Dave Johnson
b. Marni McCleod
1:50 p.m. - Adjourn

Cost: $20.00

Must be paid in advance when registering.

Register by January 13, 2017

To Register:
Kathaleen Barthol
Finney County Extension
501 E. 9th St.
Garden City, KS 67846
Phone: 785-273-2628
Fax: 785-273-0176
Email: kbarthol@ksu.edu

January 27, 2017

Webinar: K-State Research and Extension

February 7, 2017

Program Schedule
8:30 AM Registration
9:00 AM Overview of the Farm Financial Situation
9:45 AM Cost of Production - Crops & Livestock
10:00 AM Break
10:45 AM Managing Marketing Capital and Risk Management
11:15 AM How Long Can an Aircraft Loan Money on a Fixed Grant?
12:30 PM Lunch
1:30 PM Managing Machinery Expenses
2:00 PM Adjourn

February 14, 2017

WATER TALK SERIES 2017

GARDEN CITY, KANSAS

TOPICS TO BE COVERED

• New for 2017 - Limited Irrigation Crop Insurance coverage offered by USDA-RMA
• Kansas Water Technology Farms
• Regional goals for Kansas water future
• Local groundwater level changes
• Conservation and water management tools

Contact
Kansas Water Office
900 SW Jackson St., Ste. 404, Topeka, KS
Richard Rockett, Water Resource Planner
Richard.Rockett@kwo.ks.gov | 785-296-3165

FEBRUARY 14, 2017 9 A.M. FINNEY CO. FAIRGROUNDS 4-H BUILDING

Program Schedule
8:30 AM Registration
8:45 AM Registration
8:50 AM Welcome Introduction
9:00 AM Dean Martin Analysis & Outlook
9:15 AM Water Supply & Demand
9:45 AM Water Storage and Management
11:00 AM, 12:30 PM, 2:00 PM Lunch
1:30 PM Top Performing Ponds & Stream Creation Marketing Strategies for Farm & Golf Course Opportunities
2:15 PM Water Irrigation Opportunities for Kansas Farmers & Ranchers
3:00 PM Water Supply & Demand
3:30 PM Water Storage and Management
5:00 PM Adjourn

Pre-registration is advised for those that need materials available for attendance.

To preregister contact:
Kathaleen Barthol
Extension Agent
Finney County Extension
501 South 9th Street
Garden City, KS 67846
Phone: 785-273-2628
Email: kbarthol@kansas.edu