



## WISCONSIN ASSOCIATION OF PROFESSIONAL AGRICULTURAL CONSULTANTS

### UPCOMING EVENTS

**September 15 – NR 151 Public Hearing, Green Bay**

**October 3 – 7 – World Dairy Expo**  
<https://worlddairyexpo.com/>

**Dec 1-3 – Young Farmer and Agriculturalist Conference – Kalahari, WI Dells**

**Dec 2 - 4 – Wisconsin Farm Bureau Federation 98<sup>th</sup> Annual Meeting**

**December 11 – Watch for a WAPAC Winter Meeting!**

**December 12 – 6<sup>th</sup> Annual UW-Discovery Farms Conference, WI Dells**

**January 7-8, 2018 – Dairy Strong Conference, Madison**

**February 26-27 – WAPAC/NAICC Focus on Precision/Annual Meeting**

**March 8, 2018 – Ag Day at the Capitol, Madison**

**March 14 - 15, 2018 – PDPW Business Conference, Madison**

**March 14 – 16, 2018 - WI Land & Water Annual Conference, Elkhart Lake**

Greetings Wisconsin Association of Professional Agricultural Consultants!

2018 has been a year of change, but I see strangely familiar patterns we've experienced over the life of this organization. Working in agriculture puts us in the unique position in society where discussions about weather has a real bearing on the productivity of our clients and our businesses. In the weather conversation, we often dwell on patterns and past experiences to help forecast what is often new to us. This season has provided me a couple of firsts in my career. It started early with soil sampling in February for the first time in 35+ years of providing that service. The next new thing was planting corn on significant acres in the last week of June and first week of July. The later certainly stretches the resources and scheduling of our normal seasonal routines, which in turn exposes the crop to new pest and disease responses to much younger crops. The net impact is we have had to change how we manage the crop and the support system that brings it to harvest. I will save the flooding for another day.

Our organization has similar challenges. Today's production landscape is dramatically different from what was the typical Wisconsin farm in 1987 when WAPAC began. A few of our members have ridden the wave all the way through to 2017 and have seen it all. A few more of our members have dropped out of our ranks and have pursued other avenues or have completed their careers. The constant we have in this environment is change.

Fortunately, the Board has been open to the voices of our membership that see the need for change in how we operate as a group. We have always been active participants in providing a voice for the consulting community in matters related to production agriculture in the state. Many of us have served on technical advisory committees of various agencies, universities and local government to bring a professional perspective of regulatory and other matters that impact the businesses of our members and our clients. Given the many hours of commitment, one has to ask the simple question. Is there another way to have our voices and concerns addressed? Our attempt to answer that is our current lobbying work with Jordan Lamb from DeWitt, Ross and Stevens law firm. From my perspective, this effort has been successful beyond my expectations in terms of our ability to be heard in the processes of regulating the industry we serve. We, as a society, recognize the need for regulation. Our challenge is to have workable solutions for the issues involved.

WAPAC's efforts over the decades have created a strong voice of the consulting profession for production agriculture in this state. We now have the ear of the Secretaries of DATCP and the DNR. In order for us to continue our efforts we need a couple things from our membership. First, we need your participation. The work involved in reviewing draft administrative rules like Livestock Siting and Non-Point Pollution takes time and effort. Where you live and work really matters. We need to hear from all corners of the state on these issues and others in the future. Many eyes reviewing and providing input yields much better outcomes. Second, we need your financial support in paying for the lobbying efforts. To date we have raised about 50 percent of what we need to pay for the services of Jordan Lamb through this fiscal year. A huge THANK YOU to everyone that has contributed but the second half of funds will require many of you to analyze what you can do to contribute and participate. This effort has dramatically increased the work required to make WAPAC function, and as a volunteer organization, we very often see the same faces at the table when it comes to getting things done. We ask you to help us build on the success we have had in the past and provide your voice in how we chart our course into the future.

As always, we look forward to your suggestions of what our organization can do to better meet your needs. I hope to hear from many of you in the near future.

Bill Stangel, Current WAPAC President, Soil Solutions Consulting LLC, 608-575-8056  
[wstangel@sbcglobal.net](mailto:wstangel@sbcglobal.net)

## LEGISLATIVE COMMITTEE UPDATE

The WAPAC Legislative Committee continues to provide updates to the Board of Directors on legislative and regulatory issues pertinent to our membership. Your voice as a WAPAC member has been heard in the Vegetated Treatment Areas (VTA's) debate. WAPAC has partnered with like-minded farm groups to support the Farm to School program housed at DATCP that connects local farmers with schools to provide fresh food to school age children.

WAPAC is currently providing technical expertise to our lobbyist, Jordan Lamb, and other farm groups regarding the proposed **changes to NR151** that will affect the way all our clients do business. **The NR151 public hearing is scheduled for Friday September 15, 2017 beginning at noon in Green Bay with webinar hookup in Madison.** Written comments carry the same weight as public comment and will be accepted through September 29, 2017. WAPAC will be circulating comments on the proposed rule later this week (9/11-9/15) to assist you in providing comments to the DNR. Please contact either a Board member or Legislative Committee member with any concerns affecting your clients.

Legislative Committee Members: Paul Knutzen, Rachel Mueller, Tom Novak, Nathen Nysse, Jeff Polenske, Bill Stangel, and Eric Birschbach (chair)



AgSource co-workers congratulate Chuck Bolte on being named the 2016 Wisconsin CCA of the Year. (l to r) Tim Boerner, Chris Clark, Steve Peterson, Chuck Bolte, Pat Baier and Haily Henderson.

## Bolte receives Wisconsin Top Crop Advisor Award

AgSource Laboratories is proud to congratulate Chuck Bolte on being named the 2016 Wisconsin Certified Crop Advisor (CCA) of the Year. Bolte was officially presented with his CCA of the Year award on Tuesday, January 10, just prior to the Wisconsin Agribusiness Classic, held at the Alliant Energy Center in Madison, Wis. The Wisconsin CCA board has also nominated Chuck for the International CCA of the Year award for 2017.

Bolte, who is from Deerbrook, Wis., works as a nutrient management planner (NMP) and oversees the GPS and NMP staff at AgSource. He has maintained CCA status for the past 15 years.

"Chuck is an exceptional team member. He gives 110 % effort to the clients and farms that he works with and to AgSource," notes Steve Peterson, AgSource Laboratories Vice President, Laboratory Services. "His efforts don't go unnoticed by the clients."

Bolte uses his extensive knowledge of nutrient applications and crop production to help growers maximize yield, while also protecting the environment. He's continually challenging growers to improve and try new technologies. Bolte works with vegetable, dairy and cash grain farms throughout the state of Wisconsin. In addition, he oversees nine AgSource field staff, as well as mentoring and training younger staff members.

"I believe nutrient management is a critical component of any farm operation," says Bolte. "My goal is to make sure growers really understand the document they receive and know how to use the information."

When he's not working, Bolte is active gardening, taking care of his orchard, hunting and fishing. He has a passion for mentoring youth in hunting and fishing, and in general sharing what the outdoors has to offer. Bolte is a Farm Bureau member as well as a member and long-time, active committee member of the Wisconsin Association of Professional Ag Consultants (WAPAC).

## WAPAC SCHOLARSHIP OPPORTUNITIES FOR AGRICULTURAL STUDENTS

This year, our scholarship recipients was Julia Owens from UW-River Falls! Do you know of a student continuing their education in an agricultural field of studies? If so, WAPAC may be able to help cover some of their educational expenses. In an effort to promote the advancement of agricultural education in the state of Wisconsin, each year the Wisconsin Association of Professional Agricultural Consultants offers up to three \$500 scholarships to deserving students pursuing a degree in an agriculture field. Eligible students will have been enrolled in an internship or summer job that had agronomy or livestock emphasis related to production agriculture or applied research in an agricultural discipline. Those students enrolled in degrees with production agriculture emphasis may be given preference. Scholarships are awarded based on merit. The application is posted on the website, [www.wapac.info](http://www.wapac.info).

### BOARD MEMBER, STEVE WOODFORD IN HAY & FORAGE GROWER

Our Board member, Steve Woodford was featured in an article in Hay & Forage Grower! An excerpt is below, but for the complete article, go to:

<http://hayandforage.com/article-1357-got-milk-you-bet-he-does.html>



Long-time nutritionist Steve Woodford (left) and Tom Kestell regularly discuss forage quality tests and associated ration adjustments for Kestell's high-producing dairy herd.

...Always looking for ways to improve, and per the recommendation of his long-time dairy nutritionist, Steve Woodford, Kestell recently had an additional upright silo constructed so that he could carryover more corn silage and let it fully ferment before feeding. As such, fresh corn silage never has to be fed, and the feed reaches its full nutrient potential before being placed in front of the high-producing cows.

"Tom has good, consistent forage," Woodford said. "We don't have to vary the dairy ration a lot, which is important when cows are consuming 64 pounds of dry matter each day like these cows are." ...

## MEMBERSHIP

### The Benefits of WAPAC Membership

- ✚ Provides a unified voice for concerns and philosophy of agricultural consulting in Wisconsin
- ✚ Promotes professionalism and credibility for consultants
- ✚ Members receive our newsletter, which is a vehicle for communicating among consultants
- ✚ Annual Meeting & Conference provides opportunities for advanced training and the exchange of ideas
- ✚ Provides a network for referral of members
- ✚ Listing in the directory available to the public

Applications for membership can be found at [www.wapac.info/Membership.html](http://www.wapac.info/Membership.html).

We continue working to increase social media exposure for WAPAC. The organization has its own Facebook page.

Now all we need is for people to "Like" us ... if you are a Facebook user, please visit [www.facebook.com/wapac2013](https://www.facebook.com/wapac2013) to show your support for our organization. The Executive Board looks forward to adding additional content and developing the site more in the future. In the meantime, you can get all of your most up to date WAPAC info at [www.wapac.info](http://www.wapac.info).





Our Research Committee is conducting grain and silage trials again and results will be available on our website after the first of the year – [www.wapac.info](http://www.wapac.info). Our thanks to John Baldock for continuing to do the statistical analysis for this giant project! Thanks also to the farms and consultants who conduct the trials to bring us all the research data. We are considering trials involving seed treatments and other data collections in other areas, too. Please contact Bill Schaumberg, if you'd like to be involved with these trials.

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### ***MEMBER SPOTLIGHT - HAILY HENDERSON***

GPS/NMP Specialist, Menomonie, WI  
Education: UW-River Falls and UW-Madison  
(608)397-0046



#### **What are typical tasks of your job?**

My typical day depends on the season! In the winter, I am working on NMPs, so making farm calls and visits, then coming back to the office to map and enter field data. Basically, entering anything to keep the farmer's file up-to-date! Transitioning into spring, I prepare for soil sampling! Depending on the work load, I could be working dawn until dusk or waiting until the dew comes off some of the fields, starting mid-morning. Then, in the summer, tissue and pre-sidedress nitrate testing comes along and field days, field days, field days! Closing in on summer, stalk nitrate sampling shifts into checking in on farms to ask about any problem areas, prepare spreading plans, and annual reports. Finally, once the crops start coming off, we 'fall' into soil sampling again, which can take me all over the state. It just depends on where we need the most help!

#### **Most important thing you have learned working in Agriculture/being a consultant?**

Being a consultant: For my customers that are newer at their production operation: Even if I may not be familiar with the entire growing system, my advice on soil fertility and general plant growth and development goes a long way. We work together as a team to be successful because if the grower is not I will not be!

Working in Ag: I always have my boots, soil probe, any extra sampling equipment, and some snacks with me in the truck! This way I am always ready if a grower asks to quick stop out or sample something.

#### **Advice for younger/newer consultants?**

Get out there, shadow your boss or other co-workers, and ask questions! Everyone does it a little different and has their own process/system that works for them, you just have to figure out what way works best for you and your farmers.

#### **What do you enjoy to do with your free time?**

Being in the outdoors, hunting, fishing, boating, kayaking, hiking, gardening...

I also love to travel, see different places and how agricultural production and practices change from place to place!

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**2018 WAPAC Annual Meeting to be Held  
in Conjunction with NAICC Focus on  
Precision – February 26-27, 2018**



At the

Sheraton Madison Hotel  
706 John Nolen Drive  
Madison, WI, 53713

Stay tuned to the WAPAC website and your email for more information!

Articles of general interest to the membership and signed editorial comments are welcome. Submit all articles to the address below. Comments and opinions expressed herein do not necessarily reflect the views of all WAPAC members. The editorial staff reserves the right to determine suitability for publication and to edit all articles submitted.

## **EXECUTIVE BOARD**

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**STEVE WOODFORD**

For further information about WAPAC or to notify WAPAC of an address change, please contact:

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