

Wisconsin Crop Manager

Volume 23 Number 3 --- University of Wisconsin Crop Manager --- March 3, 2016

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Wisconsin Agricultural Land Prices 2015

By Arlin Brannstrom, Faculty Associate
UW Center for Dairy Profitability

Lower milk prices and low grain prices combined to drive Wisconsin agricultural land prices lower again in 2015. Average land values declined 3% over all – but varied widely in different parts of the state. The WI Department of Revenue transfer return data confirms that agricultural land values have declined in most of the state. (To view the full article, refer to the end of the newsletter.)

UW-River Falls Field Scout Training Class March 16-17, 2016

Bryan Jensen, IPM Program

The University of Wisconsin-River Falls, UW-Extension and the Integrated Pest Management Program are co-sponsoring the IPM Field Scout Training Class which will be held March 16-17, 2016 at the UW-River Falls campus. This training session will provide classroom and laboratory instruction for several pest and nutrient management topics (pest identification, life cycle, damage symptoms, economic thresholds and scouting techniques for insects, weeds, plant pathogens, herbicide injury and nutrient deficiency symptoms for corn, alfalfa, soybean and wheat, soil sampling, plant tissue testing, etc). Refer to the last two pages of the newsletter for the complete schedule. 13 PM and 3 NM CEU'S have been pre-approved.

Non-student registration fee is \$100/person and covers the cost of the training and the Field Crop Scout Training Manual. To register online please go to: <https://patstore>.

Looking ahead to 2016: The Weather

At nearly every farmer production meeting this winter, speakers have been addressing the unprecedented El Niño event occurring in the Pacific Ocean. Data for El Niño and La Niña events have been collected by the National Oceanic and Atmospheric Administration since 1950 and can be found at the science & information for a climate-smart nation website linked in the full article. To view the full article, follow the link below:

<http://wisccorn.blogspot.com/2016/02/B065.html>

wisc.edu/ipm/register.aspx

To register by check, send name, phone number, address and email address with a check payable to UW-Extension to:

Bryan Jensen
Dept. of Entomology
1630 Linden Drive
Madison, WI 53706.

For more information, call Bryan Jensen at (608) 263-4073 or email at bmjense1@facstaff.wisc.edu

First Seed-to-Plant Spread of Harmful Soybean Virus Proven by UW-Madison

For the first time, a UW-Madison study has proven a crop-injuring Tospovirus can be passed from soybean seeds to plants, a finding with significant implications for soybean production around the world.

The landmark study shows the virus can spread from an infected seed lot to seedlings at a rate of 6%, which affects seed quality and reduces total oil content. Until now, Tospovirus transmission in this manner was unproven and thought unlikely.

Unchecked, the virus—called Soybean vein necrosis virus (SVNV)—could reduce the production of high quality, pathogen-free seed and soybean oil yields. To view the full article, please follow the link below:

<http://badgerbean.com/resources/grower-alert-uw-madison-proves-first-seed/>

Vegetable Crop Update February 18, 2016

Amanda J. Gevens, Associate Professor & Extension
Vegetable Plant Pathologist

The 2nd issue of the Vegetable Crop Update is now available. Click [here](#) to view this update.

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Wisconsin Agricultural Land Prices

2015

Lower milk prices and low grain prices combined to drive Wisconsin agricultural land prices lower again in 2015. The WI Department of Revenue transfer return data confirms that agricultural land values have declined in most of the state.

Ag land
values down
3% in 2015.

Wisconsin Agricultural Land Prices 2010-2015

A.J. Brannstrom¹²

*University of Wisconsin Center for Dairy Profitability
January 2016*

The weighted average price of agricultural land sold in Wisconsin in 2015 was \$3,833 per acre. This is a 3% decrease from 2014. The acres sold declined by 5% and the number of sales dropped by 8%. Weaker dairy and crop prices helped to dampen demand. With low commodity prices expected in 2016, producer competition for land will likely soften again in 2016.

Farmland is the most valuable asset on most farmer's balance sheet. However, estimating land values is always difficult. There is nothing more unique than an individual parcel of land. While many thousand homes are sold each year, only a small fraction of the state's agricultural land changes hands on the open market in any given year.

Surveys of farmers, bankers, realtors and appraisers are sometimes used to estimate changes in land values. While easy to conduct, these opinion surveys are subjective and can be hard to interpret. News of high priced sales travels quickly – but these sales are often the exceptions and not reflective of the market.

The Wisconsin Department of Revenue (DOR) collects an alternative source of agricultural land sales data. A transfer return tax is collected when a property is sold, and a transfer return form is collected with the tax payment. Information from these transfer return forms is the source for this paper.

Wisconsin's agricultural land values are low compared to some of our highly productive neighboring states – but a larger portion of our land is not suitable for continuous row crop farming and more of our land is used for forage production, woodlots and pasture. The shorter growing season in northern Wisconsin also limits the potential agricultural value of the land.



Figure 1. State-wide Ag Land Value Trends 2010-2015

¹ Arlin Brannstrom is a Faculty Associate at the UW-Madison Center for Dairy Profitability and Secretary/Treasurer for the Wisconsin Chapter of the American Society of Farm Managers and Rural Appraisers.

² This paper was reviewed by Dr. Simon Jette Nantel, Assistant Professor - UW Center for Dairy Profitability, and Mr. Tom Kriegl, UWEX Professor Emeritus.

While the state average decreased slightly in 2015, there were wide variations in sale price per acre. 18% of the sales were less than \$2000/acre and only 17% of sales had prices above \$6,000/acre. While the high priced sales make good headlines, there were very few sales above \$10,000/acre.

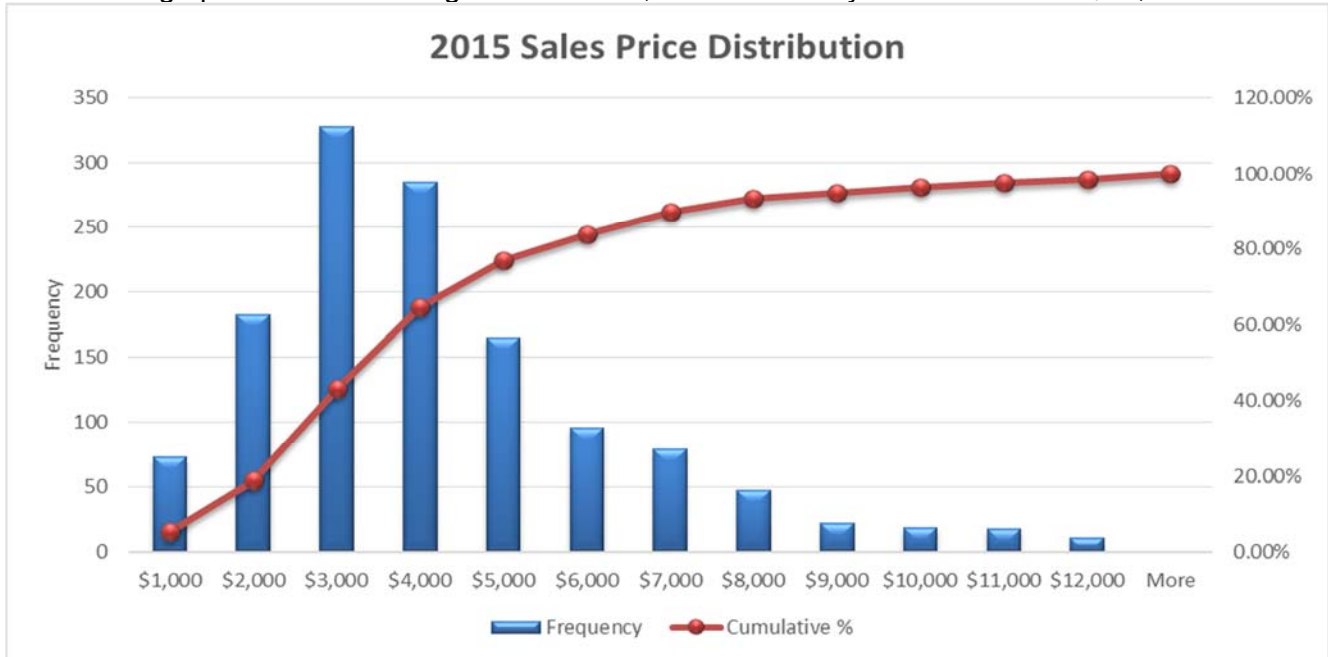


Figure 2. 2015 Distribution of weighted average \$/acre – statewide

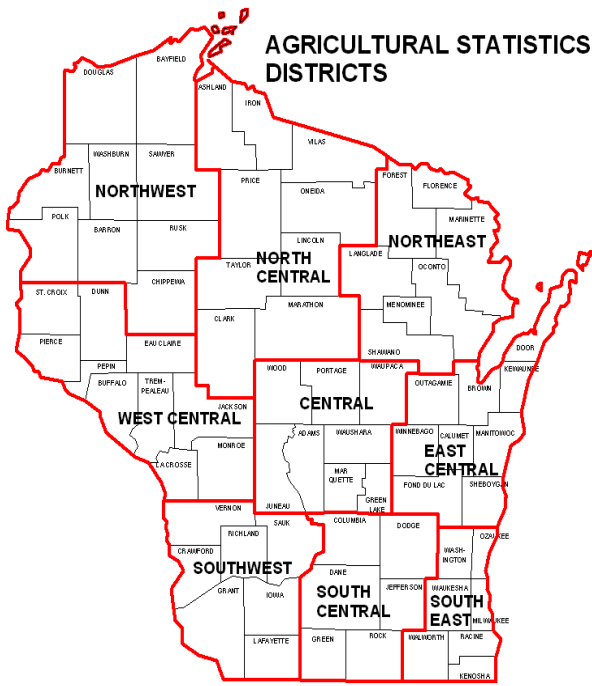
Another way to emphasize the large range in the prices paid for bare land is illustrated in Appendix II. It reports the minimum and maximum sales price/acre for each county and NASS district between 2010–2015.

Methodology

This report is based upon sales of bare land between non-related parties in Wisconsin townships. All parcels were between 35 acres and 2,000 acres. The land was assessed for agricultural use at the time of the sale. Properties with water frontage or more than 30% in managed forest acreage were excluded. There were no retained property rights. In addition, returns with miscellaneous use note references to forestry or mining were excluded. All sales of partial interests in property were excluded from consideration. Finally, land purchased by municipalities or religious groups was removed from the dataset.

The Department of Revenue’s transfer return data is an objective and relatively timely data source for measuring changes in agricultural land values over time. Each year the Wisconsin Agricultural Statistics Service also produces a summary of agricultural land sales – both bare land and improved properties. Because the NASS information has been verified by the state’s equalization assessors, more information is available to separate sales that are being diverted from agricultural uses. The confirmed sales are used for property assessment adjustments.

There are a few differences in our approaches. The NASS summary is not limited to parcels 35 acres and above and includes properties in cities and villages. Land markets can change quickly. Using only the transfer return data enables us to make an earlier assessment of the direction of land values. The NASS reports (which typically are updated in late summer) are another good alternative with more information about tillable land and land diverted from agriculture. The link to obtain the most current land summary is: http://www.nass.usda.gov/Statistics_by_State/Wisconsin/Publications/Land_Sales/.



NASS District Boundaries

Between 2010 and 2015, nearly eight thousand bare agricultural land transfer returns were used to compute weighted average sale prices per acre.

All reported sale prices are weighted averages. Weighted averages reduce the influence of sales with unusually high or low sale prices. Weighted averages are computed by summing the dollars paid for all sales and the total acres sold in the county or NASS unit and then dividing the totals. For example, if four 100-acre tracts sold for \$2000/acre and a 5th sold for \$4000, but was only 50 acres - the weighted average would be $(400 * \$2,000) + (50 * \$4,000) / 450$ or \$2,222/acre as opposed to the simple average of \$2,400.

Location is an important determinant of value. In addition to the state-wide averages, land prices are reported using National Agricultural Statistics Service districts. The adjacent map displays the borders of the various National Agricultural Statistics Service (NASS) districts.

Table 1. Weighted Average Wisconsin Bare Ag Land Sales 2010-2015.

| NASS District | 2010 | | | 2011 | | | 2012 | | |
|--------------------|-------------|----------------|----------------|-------------|----------------|----------------|-------------|----------------|----------------|
| | Sales | Acres | Wt \$/Ac | Sales | Acres | Wt \$/Ac | Sales | Acres | Wt \$/Ac |
| 1 NW District | 102 | 7,040 | \$1,746 | 120 | 8,490 | \$1,974 | 169 | 15,482 | \$1,941 |
| 2 NC District | 119 | 8,169 | \$1,858 | 111 | 7,738 | \$1,973 | 167 | 14,354 | \$1,920 |
| 3 NE District | 65 | 5,154 | \$2,549 | 68 | 4,263 | \$2,525 | 88 | 6,548 | \$2,661 |
| 4 WC District | 220 | 16,415 | \$2,854 | 299 | 22,979 | \$3,243 | 324 | 25,421 | \$3,131 |
| 5 C District | 128 | 10,567 | \$2,847 | 125 | 8,936 | \$2,470 | 158 | 11,379 | \$3,245 |
| 6 EC District | 156 | 10,499 | \$3,960 | 186 | 13,830 | \$4,569 | 267 | 18,215 | \$5,151 |
| 7 SW District | 195 | 17,194 | \$3,215 | 175 | 14,763 | \$3,236 | 277 | 22,606 | \$3,875 |
| 8 SC District | 187 | 18,356 | \$4,442 | 199 | 16,363 | \$4,931 | 235 | 17,448 | \$5,348 |
| 9 SE District | 48 | 3,942 | \$5,200 | 48 | 3,636 | \$5,640 | 65 | 5,205 | \$5,194 |
| Grand Total | 1220 | 97,336 | \$3,251 | 1331 | 100,998 | \$3,481 | 1750 | 136,658 | \$3,610 |
| NASS District | 2013 | | | 2014 | | | 2015 | | |
| | Sales | Acres | Wt \$/Ac | Sales | Acres | Wt \$/Ac | Sales | Acres | Wt \$/Ac |
| 1 NW District | 139 | 11,001 | \$2,434 | 110 | 9,594 | \$2,386 | 118 | 10,752 | \$2,423 |
| 2 NC District | 138 | 9,585 | \$2,353 | 138 | 9,788 | \$2,672 | 115 | 7,232 | \$2,602 |
| 3 NE District | 57 | 3,728 | \$2,946 | 86 | 6,044 | \$2,900 | 71 | 4,727 | \$2,832 |
| 4 WC District | 252 | 19,483 | \$3,561 | 199 | 16,686 | \$3,648 | 218 | 17,543 | \$3,226 |
| 5 C District | 145 | 11,103 | \$2,858 | 136 | 10,867 | \$3,045 | 129 | 9,554 | \$3,260 |
| 6 EC District | 164 | 12,350 | \$5,367 | 152 | 10,810 | \$6,068 | 141 | 9,416 | \$7,036 |
| 7 SW District | 188 | 14,018 | \$3,600 | 160 | 12,930 | \$3,857 | 171 | 15,005 | \$3,531 |
| 8 SC District | 177 | 13,761 | \$5,429 | 174 | 13,683 | \$5,761 | 160 | 12,925 | \$5,174 |
| 9 SE District | 67 | 5,309 | \$6,410 | 39 | 3,394 | \$5,882 | 53 | 3,653 | \$5,617 |
| Grand Total | 1327 | 100,338 | \$3,856 | 1194 | 93,796 | \$3,996 | 1176 | 90,807 | \$3,883 |

Table 1 reports the number of sales, the number of acres sold and the average price (\$/acre) in each of the nine NASS reporting districts. (Complete county details are included in Appendix I.) In 2015, there were fewer acres transferred in 6 out of the 9 NASS districts. Be aware that even within districts or even counties with mostly homogeneous soil types and topography there are wide variations in the value of individual parcels.

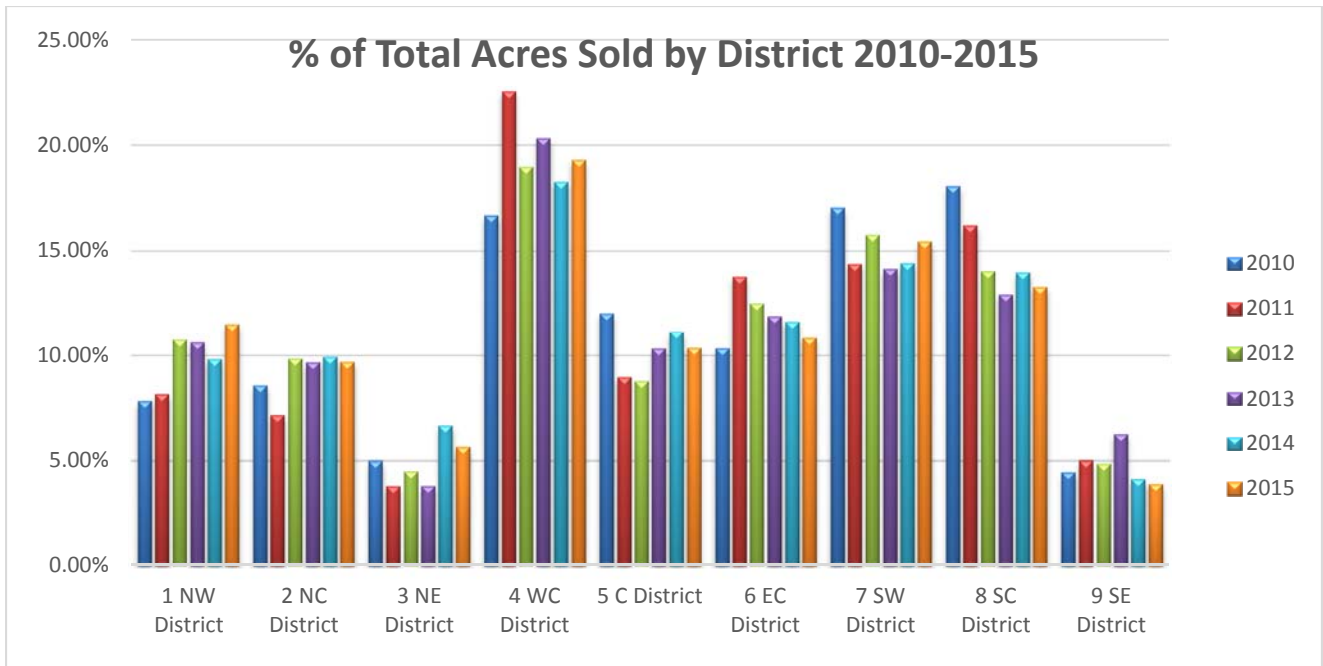


Figure 3. Relative % of Land Sold by District

Figure 3 displays the percentage of total land area sales by NASS District. Southeast and Northeast districts have had the least agricultural land sold over recent years. Southeast WI is influenced by urban pressures of Milwaukee, Racine and Kenosha. The small acreage in Northeast Wisconsin reflects the large amount of forest and recreation land in that district. The three districts with the largest farm land sales have been the West Central, Southwest and South Central. The total acres sold in 2015 declined approximately 3% from 2014 and nearly 35% from the peak in 2012.

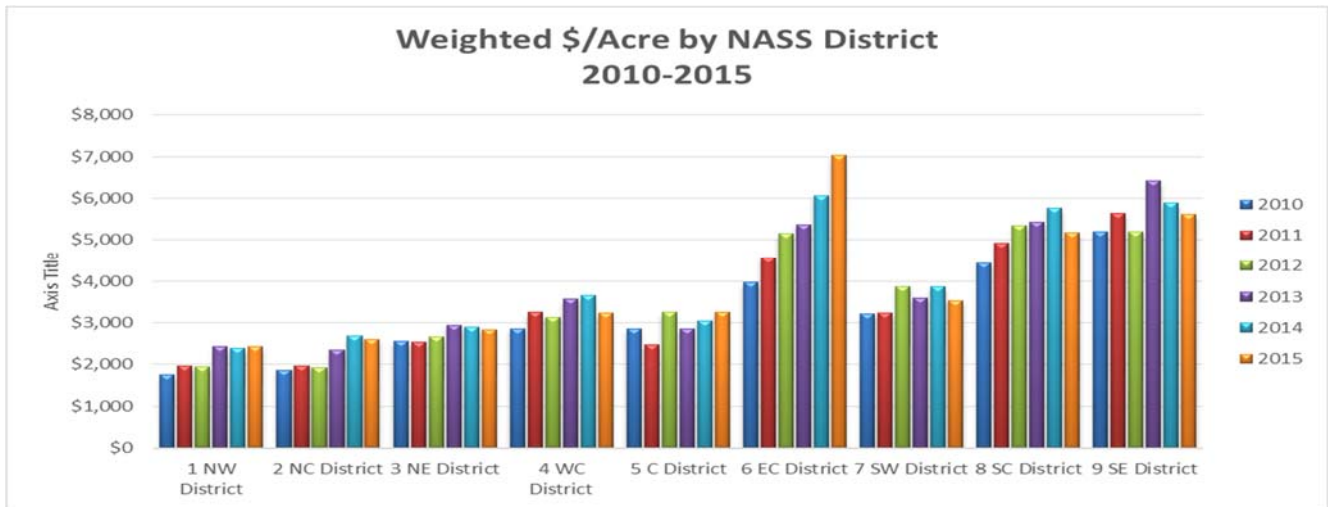


Figure 4. Weighted average price/acre by NASS district.

Figure 4 represents the changes in the weighted average sale price/acre within each of the nine statistical reporting districts over the six-year span. Average land values declined in six of the nine reported areas. The three exceptions were the Northwest, East Central, and Central Districts. The highest average prices paid for ag land were in East Central and Southeastern Wisconsin. There have been very few bare land sales in Southeastern Wisconsin in recent years - which makes it difficult to gauge market value trends. East Central sales saw the largest weighted average price increase in 2015 as a strong dairy industry and land auctions in this case helped to drive up sales prices.

The average price per acre for bare land in the northern districts was nearly unchanged in 2015. East Central Wisconsin continued to see the fastest percentage increase in land values over the past six years. This is also the fastest growing milk production region in the state. The Southwest, South Central and West Central districts experienced declines in average sale prices in 2015. The West Central district sold the most acres and the Northeast district sold the fewest acres.

Land Values vs Rental Rates

State-wide land rental rates are reported annually by NASS. Figure 5 on page six combines the state average land values with reported average rental rates. Even within a county, rental rates are highly variable. Some of the factors which affect rental rates are soil quality, field size, social contracts and demand for nutrient management. The 2015 NASS average rental rate was \$130/acre which is about 3.5% of the state-wide average sale price.

There has been a high demand for additional rented land in recent years and tenants bid up rental rates as a result. The following Wisconsin corn budget for 2016 illustrates the tight profit margins that are likely to exist this year if yields and harvest time prices are typical.

Table 2 is an example of the anticipated input costs associated with producing an acre of corn in 2016. Note that nearly 45% of these costs are inputs and purchased seed, fertilizer and chemicals and another 34% are machinery related expenses like fuel, repairs and depreciation costs which may be hard to estimate for a given year. In the short run these fixed costs can be ignored – but they must be covered in the longer run.

| 2016 Corn Budget | | | | | |
|---|--------------|-------------|--------------------|------------------|---------|
| Variable Costs | | | | | |
| Input | Units | Cost | Units | Cost/Acre | |
| NH3 | 140 | \$670 | Ton | \$46.90 | |
| AMS | 125 | \$356 | Ton | \$22.25 | |
| K2O | 100 | \$400 | Ton | \$20.00 | |
| Starter | 100 | \$573 | Ton | \$28.65 | |
| Lime | 0.5 | \$15 | Ton | \$7.50 | |
| Seed | 30000 | \$250 | Bag | \$93.75 | |
| Chemicals | | \$35 | | \$35.00 | |
| Insurance | | \$20 | | \$20.00 | |
| Testing & Scouting | | \$10 | | \$10.00 | |
| | | | Subtotal | \$284.05 | 45.16% |
| Field Operations | | | | | |
| Nitrogen Application | | \$15 | | \$15.00 | |
| Spreading Fertilizer | | \$5 | | \$5.00 | |
| Primary Tillage | | \$15 | | \$15.00 | |
| Secondary Tillage | | \$15 | | \$15.00 | |
| Planting | | \$25 | | \$25.00 | |
| Spraying | | \$15 | | \$15.00 | |
| Combining | | \$35 | | \$35.00 | |
| | | | Subtotal | \$125.00 | 19.87% |
| Trucking, Drying and Storage Costs | | | | | |
| Trucking | | \$30 | | \$30.00 | |
| Drying | | \$30 | | \$30.00 | |
| Storage | | \$30 | | \$30.00 | |
| | | | Subtotal | \$90.00 | 14.31% |
| Rent | | | | | |
| | | | | \$130.00 | 20.67% |
| | | | Total Costs | \$629.05 | 100.00% |

Table 2. 2016 Wisconsin Corn Budget³

³ This budget was developed by Mr. Jim Leverich, UWEX On-Farm Research Coordinator.

The returns to labor and management with different yield and corn price assumptions are in table 3. As an example, with these revenue and cost projections (including the state average \$130/acre for rent) an operator would lose \$69 /acre with a yield of 160 bu. and average corn price of \$3.50/bu. In this case renters are not able to cover their full cost of production and must hope for above average yields or improved commodity prices or both. The outlook for 2016 is not encouraging.

| Corn Price | Yield/Acre | | | | |
|------------|------------|--------|--------|-------|-------|
| | 110 | 135 | 160 | 185 | 210 |
| \$3.00 | -\$299 | -\$224 | -\$149 | -\$74 | \$1 |
| \$3.25 | -\$272 | -\$190 | -\$109 | -\$28 | \$53 |
| \$3.50 | -\$244 | -\$157 | -\$69 | \$18 | \$106 |
| \$3.75 | -\$217 | -\$123 | -\$29 | \$65 | \$158 |
| \$4.00 | -\$189 | -\$89 | \$11 | \$111 | \$211 |

Table 3. Projected net revenue per acre with various yield and price assumptions

In recent years NASS rental rates have averaged between 2.4 and 3.4% of the average state-wide ag land sales prices. Many more acres are rented than sold each year. With narrowing profitability going forward, there has been an increased use of flex lease contracts in the Midwest. Flex leases allow the owner and tenant to share the risks and rewards in good years and bad. (Examples of several types of agricultural leases can be found at <http://www.aglease101.org>.)

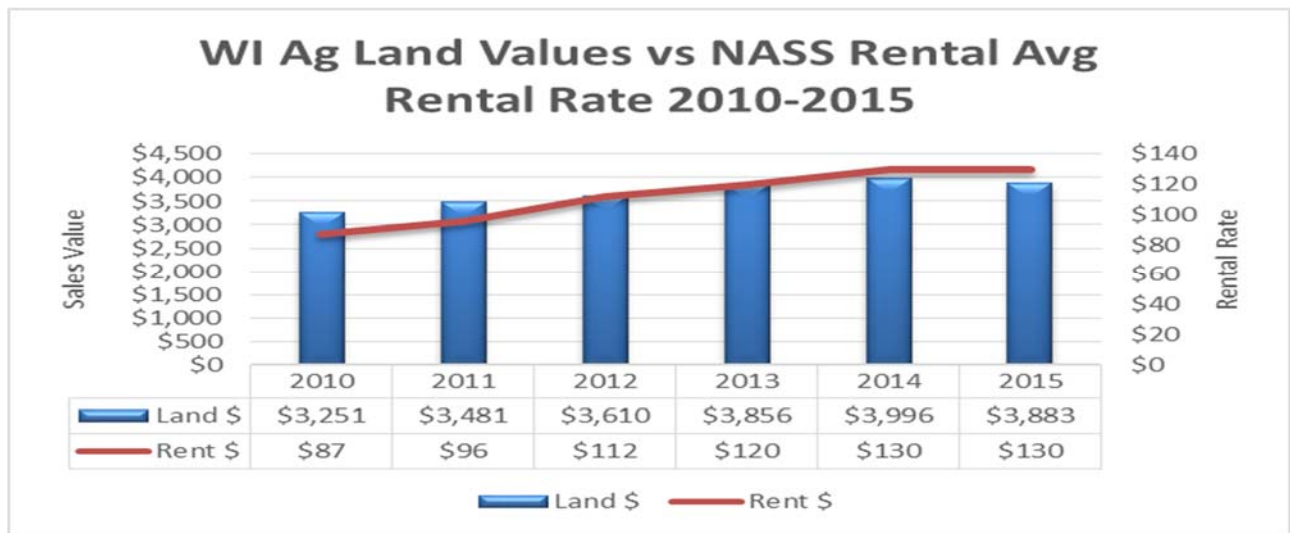


Figure 5 Land Values & NASS Reported Rental Rates

When the average cash rents are combined with land value appreciation, the returns to owning land look better than many other investment alternatives. Rents tend to be “sticky” when commodity prices soften – as we’ve seen in 2014 and 2015. With lower commodity prices experienced in 2015, competition for rental land – especially poor quality rental acres - will soften in 2016.

Types of Agricultural Land Sellers

Ag land ownership structures are changing rapidly in many parts of Wisconsin. Up until the last decade, most property was bought and sold between individual owners or as tenants in common. Table 4 shows the changing percent of agricultural land which has been bought by corporations, limited liability companies (LLC) and limited liability partnerships (LLP).

| Selling Entity Type | 2010 | | 2011 | | 2012 | | 2013 | | 2014 | | 2015 | |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | Count | % | Count | % | Count | % | Count | % | Count | % | Count | % |
| Corporation | 71 | 6% | 67 | 5% | 77 | 4% | 49 | 4% | 41 | 3% | 48 | 4% |
| Individual | 846 | 69% | 922 | 69% | 1223 | 70% | 906 | 68% | 829 | 69% | 792 | 67% |
| Limited liability co, trust, other | 280 | 23% | 323 | 24% | 425 | 24% | 355 | 27% | 307 | 26% | 324 | 28% |
| Partnership | 23 | 2% | 19 | 1% | 25 | 1% | 17 | 1% | 17 | 1% | 12 | 1% |
| Grand Total | 1220 | 100% | 1331 | 100% | 1750 | 100% | 1327 | 100% | 1194 | 100% | 1176 | 100% |

Table 4. WI Percent of Transactions sold by various ownership entities.

Individuals are still the most common sellers although the percentage of acreage sold by LLCs and trusts has increased from 23% to 28% between 2010 and 2015. Land sold by corporations and general partnerships is only a small percentage of the total. As farming operations become larger and real estate ownership interests more dispersed, it is expected that sole proprietorships will become less prevalent.

Implications for Farmers

Rising land values are a mixed blessing for established farmers. The appreciation in land value is only realized when the assets are sold. In most cases the ongoing business is neither directly responsible for nor directly benefited by changes in land values. High land values provide the retirement cushion for “last generation” farm businesses. However, high land prices make it more difficult for new entrants to get started without significant help from family members or other benefactors.

Dairy farming in Southeastern, East Central and South Central Wisconsin is under great pressure from competing land uses. If the trend continues, dairy production will continue to shift away from these parts of Wisconsin.

Dairy farming is a capital intensive business. A typical dairy cow and her replacement consumes approximately 7.5 tons of forage dry matter and 100 bushels of grain each year. Manure management and nutrient balancing are a growing challenge. The typical Wisconsin dairy farm requires 2-3 acres of cropland to grow the forages and grain consumed by each dairy cow. In recent years the demands for agricultural land have made dairy farm acquisition and expansion very difficult.

Wisconsin’s farmland use value assessment has greatly reduced the costs of holding agricultural real estate. The real estate taxes for ag land base much lower than they once were. Record low interest rates and changing population demographics have also increased demands for open space. Expanding dairy businesses may need to rely on long term leases or manure trading arrangements to assure compliance with environmental regulations and land use constraints.

Although dairy farming is well suited to the climate, topography and infrastructure of Wisconsin, the continued survival of a viable dairy industry depends upon access to affordable land resources.

Few things are as illiquid as land. Unlike stocks, bonds and commodities, one can only estimate the value of real estate until a willing buyer and seller consummate a sale. At least in recent years, agricultural land has been a much better investment than many other alternatives. However, past performance is not always a good predictor of the future!

Appendix I on the following page contains a more detailed breakdown of real estate sale prices on a county by district basis for 2010 - 2015. The reader is cautioned that limited numbers of sales in each county can cause wide variations from year to year, and the weighted average prices reported may not truly represent the local market. These figures should not substitute for an independent appraisal by a qualified professional. For this reason Appendix II reports the maximum and minimum sales price per acre during this same period.

| WI NASS Districts | 2010 | | | 2011 | | | 2012 | | | 2013 | | | 2014 | | | 2015 | | |
|----------------------|------------|---------------|----------------|------------|---------------|----------------|------------|---------------|----------------|------------|---------------|----------------|------------|---------------|----------------|------------|---------------|----------------|
| | Sales | Acres | Wt \$/Acre | Sales | Acres | Wt \$/Acre | Sales | Acres | Wt \$/Acre | Sales | Acres | Wt \$/Acre | Sales | Acres | Wt \$/Acre | Sales | Acres | Wt \$/Acre |
| 1 NW District | 102 | 7,040 | \$1,746 | 120 | 8,490 | \$1,974 | 169 | 15,482 | \$1,941 | 139 | 11,001 | \$2,434 | 110 | 9,594 | \$2,386 | 118 | 10,752 | \$2,423 |
| Barron | 13 | 924 | \$2,155 | 16 | 1,015 | \$2,084 | 27 | 1,817 | \$2,598 | 22 | 1,702 | \$4,137 | 19 | 2,158 | \$3,127 | 30 | 2,693 | \$4,070 |
| Bayfield | 8 | 384 | \$1,074 | 11 | 776 | \$1,315 | 10 | 1,131 | \$999 | 14 | 1,230 | \$1,376 | 8 | 577 | \$1,306 | 9 | 1,254 | \$745 |
| Burnett | 8 | 446 | \$1,721 | 7 | 537 | \$1,830 | 8 | 1,643 | \$1,019 | 7 | 556 | \$2,278 | 4 | 390 | \$2,481 | 2 | 100 | \$2,765 |
| Chippewa | 29 | 2,229 | \$2,028 | 32 | 2,798 | \$2,140 | 47 | 3,762 | \$2,476 | 38 | 2,534 | \$2,374 | 24 | 2,482 | \$2,609 | 24 | 2,298 | \$2,478 |
| Douglas | 2 | 351 | \$912 | 8 | 377 | \$1,090 | 5 | 1,159 | \$855 | 3 | 200 | \$1,095 | 6 | 330 | \$933 | 17 | 1,256 | \$833 |
| Polk | 19 | 1,062 | \$1,930 | 30 | 2,008 | \$2,488 | 40 | 2,987 | \$2,726 | 27 | 2,029 | \$2,759 | 28 | 1,738 | \$2,975 | 17 | 1,076 | \$2,980 |
| Rusk | 11 | 786 | \$1,092 | 9 | 550 | \$1,193 | 16 | 1,190 | \$1,333 | 23 | 2,302 | \$1,853 | 13 | 1,067 | \$1,445 | 13 | 1,287 | \$1,905 |
| Sawyer | 2 | 134 | \$1,119 | 2 | 82 | \$1,346 | 4 | 230 | \$1,926 | 2 | 100 | \$1,320 | 5 | 558 | \$772 | 1 | 193 | \$1,995 |
| Washburn | 10 | 724 | \$1,684 | 5 | 347 | \$1,389 | 12 | 1,563 | \$1,311 | 3 | 348 | \$1,572 | 3 | 294 | \$1,703 | 5 | 595 | \$1,846 |
| 2 NC District | 119 | 8,169 | \$1,858 | 111 | 7,738 | \$1,973 | 167 | 14,354 | \$1,920 | 138 | 9,585 | \$2,353 | 138 | 9,788 | \$2,672 | 115 | 7,232 | \$2,602 |
| Ashland | 2 | 118 | \$1,356 | 3 | 297 | \$1,234 | 2 | 80 | \$873 | 10 | 697 | \$1,388 | 7 | 398 | \$1,036 | 9 | 490 | \$919 |
| Clark | 38 | 2,686 | \$1,723 | 41 | 2,864 | \$1,893 | 52 | 4,522 | \$2,049 | 33 | 2,241 | \$2,690 | 42 | 2,920 | \$3,047 | 28 | 1,924 | \$3,232 |
| Iron | 2 | 205 | \$1,488 | 1 | 60 | \$754 | 1 | 408 | \$500 | 1 | 109 | \$853 | NA | NA | NA | 2 | 85 | \$788 |
| Lincoln | 6 | 416 | \$1,185 | 4 | 249 | \$1,889 | 5 | 202 | \$1,472 | 3 | 213 | \$1,587 | 4 | 204 | \$2,071 | 3 | 164 | \$1,864 |
| Marathon | 44 | 2,936 | \$2,250 | 42 | 2,863 | \$2,446 | 62 | 3,886 | \$2,719 | 60 | 3,874 | \$2,957 | 53 | 3,140 | \$3,300 | 44 | 2,779 | \$2,971 |
| Oneida | 1 | 40 | \$1,704 | 1 | 112 | \$1,655 | 10 | 2,489 | \$1,209 | 5 | 324 | \$1,792 | 1 | 41 | \$1,415 | 3 | 353 | \$1,326 |
| Price | 4 | 332 | \$1,949 | 6 | 314 | \$1,034 | 6 | 561 | \$865 | 4 | 360 | \$1,006 | 4 | 281 | \$994 | 6 | 227 | \$1,139 |
| Taylor | 21 | 1,398 | \$1,565 | 13 | 979 | \$1,484 | 28 | 2,167 | \$1,665 | 22 | 1,767 | \$1,546 | 23 | 1,445 | \$1,924 | 19 | 1,174 | \$2,001 |
| Vilas | 1 | 38 | \$2,105 | NA | NA | NA | 1 | 39 | \$1,462 | NA | NA | NA | 4 | 1,359 | \$2,167 | 1 | 36 | \$12,361 |
| 3 NE District | 65 | 5,154 | \$2,549 | 68 | 4,263 | \$2,525 | 88 | 6,548 | \$2,661 | 57 | 3,728 | \$2,946 | 86 | 6,044 | \$2,900 | 71 | 4,727 | \$2,832 |
| Florence | NA | NA | NA | NA | NA | NA | 1 | 40 | \$1,505 | 3 | 122 | \$1,525 | 2 | 80 | \$1,825 | 1 | 55 | \$1,547 |
| Forest | 2 | 117 | \$1,085 | NA | NA | NA | 3 | 804 | \$743 | 2 | 179 | \$1,359 | 3 | 194 | \$1,588 | 2 | 113 | \$845 |
| Langlade | 6 | 1,073 | \$1,746 | 7 | 549 | \$1,852 | 16 | 1,263 | \$1,929 | 6 | 423 | \$1,921 | 12 | 1,285 | \$1,777 | 11 | 1,001 | \$1,781 |
| Marinette | 4 | 271 | \$1,993 | 9 | 597 | \$2,228 | 14 | 901 | \$2,710 | 4 | 191 | \$3,166 | 12 | 1,056 | \$2,289 | 16 | 1,110 | \$1,890 |
| Oconto | 14 | 1,250 | \$2,769 | 24 | 1,427 | \$2,468 | 18 | 1,209 | \$2,915 | 19 | 1,289 | \$3,639 | 27 | 1,603 | \$3,178 | 17 | 1,008 | \$3,185 |
| Shawano | 39 | 2,443 | \$2,921 | 28 | 1,690 | \$2,897 | 36 | 2,331 | \$3,587 | 23 | 1,524 | \$2,918 | 30 | 1,826 | \$3,986 | 24 | 1,440 | \$4,246 |
| 4 WC District | 220 | 16,415 | \$2,854 | 299 | 22,979 | \$3,243 | 324 | 25,421 | \$3,131 | 252 | 19,483 | \$3,561 | 199 | 16,686 | \$3,648 | 218 | 17,543 | \$3,226 |
| Buffalo | 26 | 2,207 | \$3,013 | 26 | 1,902 | \$3,378 | 32 | 2,927 | \$3,336 | 30 | 2,312 | \$3,802 | 28 | 2,281 | \$4,079 | 16 | 1,820 | \$3,527 |
| Dunn | 27 | 2,382 | \$2,293 | 32 | 2,614 | \$3,128 | 37 | 2,731 | \$2,806 | 31 | 2,127 | \$2,785 | 18 | 1,475 | \$2,658 | 34 | 2,834 | \$2,878 |
| Eau Claire | 6 | 326 | \$3,205 | 19 | 1,269 | \$3,045 | 28 | 3,512 | \$2,112 | 16 | 1,359 | \$2,976 | 20 | 1,407 | \$2,877 | 18 | 1,336 | \$3,285 |
| Jackson | 21 | 1,740 | \$2,906 | 28 | 1,814 | \$2,632 | 35 | 2,952 | \$3,011 | 21 | 1,840 | \$3,280 | 12 | 967 | \$4,073 | 21 | 1,308 | \$3,140 |
| La Crosse | 15 | 1,164 | \$3,379 | 17 | 1,386 | \$2,747 | 18 | 1,189 | \$4,266 | 15 | 1,173 | \$4,129 | 5 | 463 | \$4,116 | 17 | 1,137 | \$3,855 |
| Monroe | 20 | 1,294 | \$2,574 | 41 | 3,165 | \$2,952 | 30 | 2,044 | \$2,417 | 24 | 1,647 | \$2,772 | 23 | 2,284 | \$3,328 | 29 | 1,824 | \$2,966 |
| Pepin | 10 | 631 | \$2,766 | 9 | 504 | \$3,522 | 13 | 784 | \$3,058 | 7 | 802 | \$4,147 | 17 | 1,598 | \$3,022 | 12 | 766 | \$3,511 |
| Pierce | 30 | 2,430 | \$2,719 | 29 | 2,125 | \$3,721 | 44 | 3,018 | \$3,614 | 21 | 1,173 | \$3,844 | 19 | 1,992 | \$4,482 | 16 | 1,216 | \$3,913 |
| St. Croix | 35 | 2,142 | \$3,679 | 49 | 4,348 | \$3,966 | 61 | 4,107 | \$3,889 | 56 | 4,258 | \$4,195 | 33 | 2,283 | \$4,007 | 28 | 2,596 | \$3,377 |
| Trempealeau | 30 | 2,099 | \$2,450 | 49 | 3,852 | \$2,907 | 26 | 2,157 | \$3,043 | 31 | 2,792 | \$3,395 | 24 | 1,936 | \$3,742 | 27 | 2,706 | \$2,777 |
| 5 EC District | 128 | 10,567 | \$2,847 | 125 | 8,936 | \$2,470 | 158 | 11,379 | \$3,245 | 145 | 11,103 | \$2,858 | 136 | 10,867 | \$3,045 | 129 | 9,554 | \$3,260 |
| Adams | 20 | 1,984 | \$3,287 | 11 | 922 | \$2,775 | 14 | 1,083 | \$2,891 | 18 | 1,575 | \$2,736 | 17 | 1,296 | \$3,767 | 17 | 1,885 | \$3,948 |
| Green Lake | 20 | 1,289 | \$3,805 | 8 | 511 | \$3,103 | 10 | 734 | \$4,906 | 4 | 235 | \$6,123 | 10 | 600 | \$2,430 | 11 | 622 | \$5,094 |
| Juneau | 12 | 963 | \$2,469 | 15 | 1,180 | \$2,190 | 22 | 1,862 | \$2,362 | 25 | 2,120 | \$2,380 | 15 | 1,640 | \$2,760 | 17 | 1,450 | \$3,067 |
| Marquette | 10 | 662 | \$2,245 | 10 | 889 | \$2,483 | 6 | 234 | \$2,409 | 12 | 1,035 | \$3,003 | 11 | 746 | \$2,598 | 15 | 757 | \$3,257 |
| Portage | 20 | 2,136 | \$2,406 | 23 | 1,746 | \$2,412 | 20 | 1,315 | \$3,843 | 24 | 1,722 | \$2,619 | 26 | 2,485 | \$3,292 | 19 | 1,254 | \$2,646 |
| Waupaca | 15 | 863 | \$2,706 | 23 | 1,424 | \$2,550 | 47 | 3,266 | \$3,735 | 28 | 1,577 | \$3,433 | 25 | 1,378 | \$3,333 | 16 | 1,360 | \$3,308 |
| Wausara | 12 | 1,527 | \$2,831 | 11 | 877 | \$2,577 | 20 | 1,539 | \$3,056 | 20 | 1,810 | \$2,872 | 21 | 1,789 | \$2,771 | 19 | 1,378 | \$2,535 |
| Wood | 19 | 1,143 | \$2,624 | 24 | 1,387 | \$2,184 | 19 | 1,346 | \$2,435 | 14 | 1,029 | \$2,629 | 11 | 933 | \$2,741 | 15 | 848 | \$2,731 |
| 6 EC District | 156 | 10,499 | \$3,960 | 186 | 13,830 | \$4,569 | 267 | 18,215 | \$5,151 | 164 | 12,350 | \$5,367 | 152 | 10,811 | \$6,068 | 141 | 9,416 | \$7,036 |
| Brown | 14 | 684 | \$5,797 | 17 | 1,086 | \$5,740 | 28 | 1,772 | \$6,645 | 24 | 2,152 | \$7,472 | 15 | 1,429 | \$7,745 | 17 | 1,056 | \$10,098 |
| Calumet | 13 | 702 | \$4,463 | 14 | 1,125 | \$5,633 | 17 | 998 | \$6,489 | 13 | 760 | \$6,617 | 13 | 857 | \$8,170 | 12 | 1,111 | \$8,640 |
| Door | 7 | 405 | \$3,486 | 13 | 913 | \$3,326 | 15 | 1,055 | \$3,361 | 12 | 793 | \$4,110 | 8 | 413 | \$3,234 | 20 | 947 | \$3,919 |
| Fond du Lac | 25 | 1,899 | \$4,112 | 43 | 3,735 | \$4,460 | 53 | 3,814 | \$5,312 | 27 | 2,111 | \$4,822 | 20 | 1,600 | \$5,813 | 20 | 1,539 | \$6,280 |
| Kewaunee | 17 | 959 | \$3,555 | 9 | 625 | \$4,217 | 22 | 1,394 | \$4,153 | 8 | 489 | \$3,875 | 10 | 653 | \$5,563 | 13 | 932 | \$4,983 |
| Manitowoc | 27 | 1,611 | \$4,016 | 29 | 2,026 | \$4,654 | 25 | 1,528 | \$5,395 | 24 | 2,461 | \$4,751 | 12 | 622 | \$5,461 | 21 | 1,744 | \$8,220 |
| Outagamie | 21 | 1,978 | \$3,427 | 26 | 2,020 | \$4,097 | 53 | 4,037 | \$5,269 | 15 | 1,026 | \$7,044 | 25 | 1,984 | \$7,666 | 13 | 644 | \$7,859 |
| Sheboygan | 15 | 1,151 | \$3,528 | 17 | 818 | \$4,942 | 39 | 2,464 | \$5,123 | 22 | 1,148 | \$4,879 | 27 | 1,824 | \$5,410 | 14 | 738 | \$5,624 |
| Winnebago | 17 | 1,110 | \$4,094 | 18 | 1,482 | \$4,413 | 15 | 1,153 | \$3,338 | 19 | 1,410 | \$3,776 | 22 | 1,428 | \$3,352 | 11 | 705 | \$6,267 |
| 7 SW District | 195 | 17,194 | \$3,215 | 175 | 14,763 | \$3,236 | 277 | 22,606 | \$3,875 | 188 | 14,018 | \$3,600 | 160 | 12,930 | \$3,857 | 171 | 15,005 | \$3,531 |
| Crawford | 16 | 1,550 | \$2,116 | 14 | 1,115 | \$2,023 | 23 | 1,621 | \$2,510 | 15 | 1,158 | \$2,303 | 17 | 1,100 | \$2,564 | 16 | 1,544 | \$2,768 |
| Grant | 38 | 3,036 | \$3,769 | 31 | 3,066 | \$3,437 | 43 | 4,359 | \$3,650 | 37 | 3,681 | \$4,642 | 20 | 1,843 | \$4,370 | 33 | 3,346 | \$3,418 |
| Iowa | 32 | 2,800 | \$3,156 | 25 | 2,207 | \$3,730 | 41 | 3,475 | \$3,905 | 23 | 1,776 | \$3,437 | 25 | 1,979 | \$4,348 | 23 | 1,858 | \$ |

| WI NASS Districts | 2010 | | | 2011 | | | 2012 | | | 2013 | | | 2014 | | | 2015 | | |
|----------------------|------------|----------------|-----------------|------------|--------------|-----------------|------------|--------------|-----------------|------------|--------------|-----------------|------------|----------------|-----------------|------------|----------------|-----------------|
| | Sales | Min | Max | Sales | Min | Max | Sales | Min | Max | Sales | Min | Max | Sales | Min | Max | Sales | Min | Max |
| 1 NW District | 102 | \$532 | \$4,150 | 120 | \$500 | \$5,100 | 169 | \$455 | \$6,250 | 139 | \$500 | \$6,961 | 110 | \$500 | \$16,162 | 118 | \$491 | \$10,000 |
| Barron | 13 | \$1,139 | \$3,694 | 16 | \$1,125 | \$3,600 | 27 | \$1,463 | \$6,250 | 22 | \$1,795 | \$6,961 | 19 | \$500 | \$5,260 | 30 | \$1,778 | \$10,000 |
| Bayfield | 8 | \$738 | \$1,366 | 11 | \$500 | \$2,250 | 10 | \$500 | \$1,316 | 14 | \$813 | \$1,892 | 8 | \$1,000 | \$2,000 | 9 | \$491 | \$1,538 |
| Burnett | 8 | \$1,000 | \$2,255 | 7 | \$1,400 | \$2,250 | 8 | \$707 | \$2,051 | 7 | \$1,769 | \$3,409 | 4 | \$1,500 | \$3,405 | 2 | \$2,483 | \$3,188 |
| Chippewa | 29 | \$1,000 | \$4,150 | 32 | \$500 | \$5,100 | 47 | \$1,070 | \$5,750 | 38 | \$800 | \$5,172 | 24 | \$753 | \$16,162 | 24 | \$701 | \$6,212 |
| Douglas | 2 | \$875 | \$916 | 8 | \$773 | \$1,653 | 5 | \$455 | \$997 | 3 | \$1,042 | \$1,250 | 6 | \$500 | \$1,091 | 17 | \$542 | \$1,238 |
| Polk | 19 | \$532 | \$3,516 | 30 | \$1,275 | \$4,189 | 40 | \$830 | \$5,895 | 27 | \$1,200 | \$4,996 | 28 | \$1,667 | \$6,667 | 17 | \$1,410 | \$7,500 |
| Rusk | 11 | \$678 | \$1,433 | 9 | \$900 | \$1,890 | 16 | \$600 | \$2,304 | 23 | \$833 | \$2,551 | 13 | \$667 | \$2,750 | 13 | \$950 | \$3,464 |
| Sawyer | 2 | \$926 | \$1,250 | 2 | \$1,200 | \$1,500 | 4 | \$1,725 | \$2,000 | 2 | \$500 | \$1,867 | 5 | \$595 | \$2,000 | 1 | \$1,995 | \$1,995 |
| Washburn | 10 | \$1,000 | \$3,750 | 5 | \$821 | \$1,821 | 12 | \$811 | \$2,403 | 3 | \$1,523 | \$1,750 | 3 | \$1,488 | \$1,850 | 5 | \$1,392 | \$2,176 |
| 2 NC District | 119 | \$550 | \$3,886 | 111 | \$500 | \$6,184 | 167 | \$474 | \$7,875 | 138 | \$500 | \$13,872 | 138 | \$714 | \$7,051 | 115 | \$600 | \$12,361 |
| Ashland | 2 | \$1,346 | \$1,375 | 3 | \$500 | \$1,546 | 2 | \$497 | \$1,250 | 10 | \$1,000 | \$2,632 | 7 | \$727 | \$1,811 | 9 | \$625 | \$1,184 |
| Clark | 38 | \$550 | \$2,940 | 41 | \$600 | \$6,184 | 52 | \$474 | \$5,000 | 33 | \$500 | \$5,385 | 42 | \$780 | \$5,825 | 28 | \$800 | \$7,043 |
| Iron | 2 | \$1,090 | \$1,743 | 1 | \$754 | \$754 | 1 | \$500 | \$500 | 1 | \$853 | \$853 | NA | NA | NA | 2 | \$625 | \$1,000 |
| Lincoln | 6 | \$746 | \$2,000 | 4 | \$1,000 | \$2,500 | 5 | \$900 | \$2,000 | 3 | \$585 | \$2,616 | 4 | \$1,500 | \$2,627 | 3 | \$1,588 | \$2,500 |
| Marathon | 44 | \$1,144 | \$3,886 | 42 | \$921 | \$5,432 | 62 | \$1,219 | \$7,875 | 60 | \$875 | \$13,872 | 53 | \$987 | \$7,051 | 44 | \$600 | \$6,184 |
| Oneida | 1 | \$1,704 | \$1,704 | 1 | \$1,655 | \$1,655 | 10 | \$755 | \$2,381 | 5 | \$1,301 | \$2,026 | 1 | \$1,415 | \$1,415 | 3 | \$1,222 | \$1,625 |
| Price | 4 | \$1,350 | \$2,500 | 6 | \$700 | \$1,351 | 6 | \$563 | \$1,264 | 4 | \$638 | \$1,575 | 4 | \$857 | \$1,320 | 6 | \$975 | \$1,371 |
| Taylor | 21 | \$650 | \$2,500 | 13 | \$1,000 | \$2,583 | 28 | \$526 | \$2,973 | 22 | \$713 | \$3,500 | 23 | \$714 | \$4,000 | 19 | \$768 | \$4,350 |
| Vilas | 1 | \$2,105 | \$2,105 | NA | NA | NA | 1 | \$1,462 | \$1,462 | NA | NA | NA | 4 | \$1,748 | \$3,400 | 1 | \$12,361 | \$12,361 |
| 3 NE District | 65 | \$1,000 | \$4,210 | 68 | \$500 | \$5,000 | 88 | \$500 | \$8,611 | 57 | \$500 | \$7,170 | 86 | \$481 | \$7,561 | 71 | \$500 | \$7,500 |
| Florence | NA | NA | NA | NA | NA | NA | 1 | \$1,505 | \$1,505 | 3 | \$1,190 | \$1,700 | 2 | \$1,675 | \$1,975 | 1 | \$1,547 | \$1,547 |
| Forest | 2 | \$1,000 | \$1,270 | NA | NA | NA | 3 | \$700 | \$1,191 | 2 | \$923 | \$1,696 | 3 | \$1,553 | \$1,597 | 2 | \$638 | \$959 |
| Langlade | 6 | \$1,292 | \$3,006 | 7 | \$1,250 | \$2,275 | 16 | \$500 | \$2,597 | 6 | \$1,250 | \$4,040 | 12 | \$481 | \$3,455 | 11 | \$500 | \$3,500 |
| Marinette | 4 | \$1,616 | \$2,174 | 9 | \$1,667 | \$3,346 | 14 | \$1,250 | \$5,263 | 4 | \$2,250 | \$4,000 | 12 | \$1,277 | \$4,287 | 16 | \$737 | \$6,500 |
| Oconto | 14 | \$1,623 | \$3,797 | 24 | \$500 | \$3,827 | 18 | \$1,580 | \$4,000 | 19 | \$744 | \$7,170 | 27 | \$750 | \$4,918 | 17 | \$1,000 | \$5,130 |
| Shawano | 39 | \$1,155 | \$4,210 | 28 | \$1,532 | \$5,000 | 36 | \$909 | \$8,611 | 23 | \$500 | \$6,273 | 30 | \$1,125 | \$7,561 | 24 | \$2,031 | \$7,500 |
| 4 WC District | 220 | \$654 | \$9,815 | 299 | \$504 | \$16,599 | 324 | \$573 | \$10,079 | 252 | \$530 | \$9,821 | 199 | \$685 | \$11,956 | 218 | \$996 | \$11,956 |
| Buffalo | 26 | \$1,750 | \$4,674 | 26 | \$1,835 | \$6,875 | 32 | \$1,250 | \$5,417 | 30 | \$1,840 | \$6,218 | 28 | \$800 | \$8,800 | 16 | \$1,169 | \$6,731 |
| Dunn | 27 | \$654 | \$4,061 | 32 | \$570 | \$6,125 | 37 | \$794 | \$5,000 | 31 | \$1,000 | \$5,756 | 18 | \$1,874 | \$5,277 | 34 | \$1,316 | \$7,000 |
| Eau Claire | 6 | \$1,979 | \$4,762 | 19 | \$1,140 | \$5,500 | 28 | \$901 | \$10,000 | 16 | \$553 | \$4,960 | 20 | \$814 | \$6,032 | 18 | \$1,401 | \$5,800 |
| Jackson | 21 | \$1,550 | \$9,815 | 28 | \$652 | \$7,000 | 35 | \$766 | \$10,000 | 21 | \$1,216 | \$8,167 | 12 | \$685 | \$11,111 | 21 | \$1,229 | \$9,250 |
| La Crosse | 15 | \$1,209 | \$8,857 | 17 | \$1,852 | \$3,796 | 18 | \$1,000 | \$10,079 | 15 | \$530 | \$9,821 | 5 | \$3,250 | \$6,345 | 17 | \$1,592 | \$11,429 |
| Monroe | 20 | \$1,186 | \$3,540 | 41 | \$500 | \$4,965 | 30 | \$573 | \$5,069 | 24 | \$625 | \$5,056 | 23 | \$1,007 | \$11,963 | 29 | \$1,216 | \$11,956 |
| Pepin | 10 | \$735 | \$3,441 | 9 | \$2,400 | \$4,440 | 13 | \$1,200 | \$5,800 | 7 | \$2,000 | \$5,660 | 17 | \$988 | \$4,706 | 12 | \$1,500 | \$5,650 |
| Pierce | 30 | \$988 | \$4,167 | 29 | \$1,829 | \$5,800 | 44 | \$1,700 | \$9,000 | 21 | \$750 | \$8,253 | 19 | \$1,111 | \$10,000 | 16 | \$2,214 | \$6,200 |
| St. Croix | 35 | \$1,250 | \$7,000 | 49 | \$1,300 | \$16,599 | 61 | \$649 | \$9,512 | 56 | \$1,596 | \$8,562 | 33 | \$2,125 | \$11,730 | 28 | \$996 | \$6,204 |
| Trempealeau | 30 | \$969 | \$4,243 | 49 | \$888 | \$5,742 | 26 | \$1,732 | \$5,500 | 31 | \$1,394 | \$9,000 | 24 | \$1,620 | \$8,095 | 27 | \$1,065 | \$7,718 |
| 5 C District | 128 | \$625 | \$9,906 | 125 | \$474 | \$6,075 | 158 | \$800 | \$14,688 | 145 | \$571 | \$9,180 | 136 | \$613 | \$6,000 | 129 | \$690 | \$9,933 |
| Adams | 20 | \$952 | \$5,500 | 11 | \$1,750 | \$5,001 | 14 | \$1,963 | \$4,838 | 18 | \$1,194 | \$4,392 | 17 | \$645 | \$6,000 | 17 | \$1,700 | \$5,567 |
| Green Lake | 20 | \$1,020 | \$5,374 | 8 | \$700 | \$5,331 | 10 | \$1,291 | \$8,504 | 4 | \$2,439 | \$9,180 | 10 | \$893 | \$5,571 | 11 | \$2,000 | \$9,933 |
| Juneau | 12 | \$1,314 | \$3,319 | 15 | \$999 | \$3,205 | 22 | \$903 | \$3,742 | 25 | \$900 | \$4,068 | 15 | \$1,338 | \$4,742 | 17 | \$1,039 | \$4,950 |
| Marquette | 10 | \$1,136 | \$4,500 | 10 | \$1,050 | \$3,385 | 6 | \$1,375 | \$3,000 | 12 | \$2,197 | \$4,413 | 11 | \$863 | \$4,500 | 15 | \$1,163 | \$5,000 |
| Portage | 20 | \$625 | \$4,243 | 23 | \$1,500 | \$4,857 | 20 | \$1,006 | \$14,688 | 24 | \$1,561 | \$4,273 | 26 | \$613 | \$4,836 | 19 | \$690 | \$4,500 |
| Waupaca | 15 | \$1,285 | \$4,962 | 23 | \$668 | \$3,700 | 47 | \$800 | \$6,114 | 28 | \$571 | \$5,924 | 25 | \$1,495 | \$5,584 | 16 | \$811 | \$5,474 |
| Wausara | 12 | \$1,146 | \$3,904 | 11 | \$474 | \$6,075 | 20 | \$1,308 | \$4,445 | 20 | \$1,000 | \$3,947 | 21 | \$1,359 | \$4,697 | 19 | \$1,000 | \$5,754 |
| Wood | 19 | \$700 | \$9,906 | 24 | \$533 | \$3,200 | 19 | \$899 | \$5,278 | 14 | \$1,727 | \$5,233 | 11 | \$1,667 | \$3,231 | 15 | \$1,200 | \$3,954 |
| 6 EC District | 156 | \$450 | \$13,998 | 186 | \$637 | \$9,966 | 267 | \$620 | \$13,846 | 164 | \$820 | \$17,130 | 152 | \$495 | \$12,889 | 141 | \$911 | \$17,190 |
| Brown | 14 | \$3,750 | \$8,621 | 17 | \$3,848 | \$8,543 | 28 | \$1,538 | \$12,189 | 24 | \$820 | \$17,130 | 15 | \$2,500 | \$12,191 | 17 | \$3,333 | \$16,919 |
| Calumet | 13 | \$1,750 | \$5,228 | 14 | \$2,000 | \$7,497 | 17 | \$3,038 | \$8,250 | 13 | \$3,947 | \$10,786 | 13 | \$2,744 | \$11,840 | 12 | \$5,002 | \$12,531 |
| Door | 7 | \$2,241 | \$5,863 | 13 | \$1,167 | \$4,500 | 15 | \$2,034 | \$5,064 | 12 | \$2,000 | \$5,000 | 8 | \$1,000 | \$7,000 | 20 | \$2,090 | \$6,430 |
| Fond du Lac | 25 | \$1,600 | \$10,000 | 43 | \$1,295 | \$8,000 | 53 | \$1,240 | \$8,500 | 27 | \$900 | \$9,376 | 20 | \$2,246 | \$11,534 | 20 | \$911 | \$9,945 |
| Kewaunee | 17 | \$1,056 | \$4,494 | 9 | \$3,227 | \$5,508 | 22 | \$1,429 | \$6,857 | 8 | \$2,000 | \$5,592 | 10 | \$3,730 | \$7,075 | 13 | \$1,505 | \$6,764 |
| Manitowoc | 27 | \$750 | \$6,653 | 29 | \$2,332 | \$6,946 | 25 | \$2,388 | \$7,573 | 24 | \$994 | \$9,768 | 12 | \$2,324 | \$8,446 | 21 | \$2,899 | \$13,948 |
| Outagamie | 21 | \$450 | \$13,998 | 26 | \$1,000 | \$9,966 | 53 | \$620 | \$13,434 | 15 | \$2,237 | \$10,474 | 25 | \$2,539 | \$12,889 | 13 | \$3,625 | \$17,190 |
| Sheboygan | 15 | \$1,928 | \$4,991 | 17 | \$3,267 | \$6,678 | 39 | \$2,125 | \$13,846 | 22 | \$1,857 | \$16,271 | 27 | \$1,024 | \$7,799 | 14 | \$2,976 | \$15,239 |
| Winnebago | 17 | \$700 | \$8,537 | 18 | \$637 | \$6,585 | 15 | \$1,125 | \$5,584 | 19 | \$994 | \$7,468 | 22 | \$495 | \$6,574 | 11 | \$3,989 | \$16,393 |
| 7 SW District | 195 | \$500 | \$8,125 | 175 | \$773 | \$16,631 | 277 | \$625 | \$14,979 | 188 | \$686 | \$11,050 | 160 | \$1,053 | \$11,738 | 171 | \$1,081 | \$10,900 |
| Crawford | 16 | \$500 | \$3,190 | 14 | \$1,300 | \$3,026 | 23 | \$1,200 | \$6,382 | 15 | \$1,175 | \$3,140 | 17 | \$1,119 | \$4,000 | 16 | \$1,081 | \$3,842 |
| Grant | 38 | \$750 | \$8,125 | 31 | \$1,200 | \$10,000 | 43 | \$625 | \$10,000 | 37 | \$1,160 | \$11,050 | 20 | \$1,510 | \$11,738 | 33 | \$1,500 | \$10,900 |
| Iowa | 32 | \$1,887 | \$6,500 | 25 | \$1,011 | \$16,631 | 41 | \$813 | \$13,049 | 23 | \$2,034 | \$5,321 | 25 | \$2,158 | \$9,833 | 23 | \$1,600 | \$8,500 |
| Lafayette | 28 | \$2,381 | \$7,500 | 33 | \$1,571</ | | | | | | | | | | | | | |

2016 UW River Falls Field Scout Training Class

| Wednesday, March 16, 2016 Rm. 211 Agricultural Sciences Building | | Thursday, March 17, 2016 Rm. 211, Agricultural Sciences Building | |
|---|---|---|--|
| 7:45 | Registration -outside Rm. 211, Agricultural Sciences Building | 8:00 | Introduction to Nutrient Management Planning Scott Sturgul, NPM Program |
| 8:00 | Introduction Bryan Jensen Integrated Pest Management Program, UW-Madison | 9:15 | Break |
| 8:15 | Insect Pests of Corn, Alfalfa and Soybeans Bryan Jensen UW-Madison | 9:30 | Grass and Sedge Weed Identification Dan Heider, UW-Madison Integrated Pest Management Program |
| 10:30 | Break | 10:45 | Annual Broadleaf Weed Identification Dan Heider |
| 10:40 | Field Crop Insect Lab Rm. 221 Bryan Jensen | 12:00 | Lunch (on your own) |
| 12:15 | Lunch (on your own) | 12:45 | Biennial and Perennial Weed Identification Dan Heider |
| 1:00 | Diseases of Corn, Alfalfa, Wheat and Soybeans Dr. Brian Hudelson Dept. of Plant Pathology, | 1:45 | Weed Identification Lab, Rm. 221 Dan Heider |
| 3:00 | Break | 3:15 | Herbicide Mode of Action Dan Heider |
| 3:10 | Field Crop Disease Lab Rm. 221 Dr. Brian Hudelson | 4:30 | Identification Test (optional for non-students) |
| 4:45 | Dinner on your own | | |
| 6:00 | -Soil and Plant Tissue Sampling -Nutrient Deficiency Symptoms -Introduction to Nutrient Management Scott Sturgul Nutrient and Pest Management Program | | |
| 8:00 | Quiz | | |
| 9:00 | Adjourn | | |

Grading Policy

Grading Scale

| | | | |
|----|--------|----|-------------|
| A | 90 %+ | C | 70-74% |
| A- | 88-89% | C- | 68-69% |
| B+ | 85-87% | D- | 66-67% |
| B | 80-84% | D | 60-65% |
| B- | 78-79% | F | 59% & BELOW |
| C+ | 75-77% | | |

Your final grade will be based on the following:

| | |
|---------------------|-----|
| Identification Test | 50% |
| Take-home exam | 40% |
| Quiz | 10% |

All exams and quizzes are open book.

The ID test will use “slides” from PowerPoint. Graded ID exams can be picked up from Dr DeBroux by Monday, March 21.

The take-home exam can be pickup during the ID exam and should be turned to Dr. DeBroux’s Office (AGS 308) by Friday, March 25, no later than 3:00 p.m.

Final grades will be available from Dr. DeBroux
