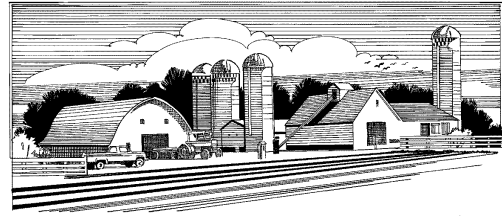


# Ag Scene

Polk County UW-Extension Office 715-485-8600  
<http://polk.uwex.edu>



October 2009

## Inside This Issue

*Comments from Ed Jesse*

*WI Minimum Wage Increases*

*Gandy Dancer Trail Study*

*WI School for Beginning Dairy & Livestock Farmers*

*Generation to Generation – Farm Succession & Transfers*

*Consideration for Artificial Drying of Soybeans*

*Ration Balancing Workshop*

*Taking Charge in Challenging Times*

This information is provided to you through cooperative efforts of the U.S. Department of Agriculture, UW-Extension and Polk County. For more information, contact the Polk County UW-Extension Office at 485-8600.

Ryan Sterry  
Agriculture/Horticulture Agent

Hello Polk County ag producers and professionals,



Believe it or not, summer has already passed us and the fall harvest season is here. After seeing snow out my window the past couple days, one has to wonder if fall has already passed us too! Perhaps this is quite fitting considering 2009 will go down as one of the coolest summers on record.

Please find enclosed information on some excellent program opportunities this fall. I'm particularly excited to offer again this year the School for Beginning Dairy and Livestock Farmers, which has a wealth of information for both beginning and established farmers. I would also encourage you to take a look at the Wisconsin Department of Commerce's Dairy Management Team Pilot Program, and if you're interested apply.

That being said, I thought many of you would be interested in a summary of comments from Ed Jesse, dairy economist and Emeritus Professor at the University of Wisconsin-Madison (and northwest Wisconsin native) that tries to explain the current dairy situation by answering a series of frequently asked questions.

### ***How bad is the current price-cost squeeze facing dairy farmers?***

The first 6 months of 2009 were perhaps the worst that U.S. dairy farmers have experienced for at least several generations.

Wisconsin dairy farms are showing large, painful losses, but the situation is even worse in some Western states, where more of the feed supply is purchased rather than home-grown. According to ERS, California dairies have not been able to cover even feed costs in 2009. For the first 6 months, returns over feed costs averaged negative \$2.07/hundredweight. And returns over all cash costs averaged negative \$6.52/hundredweight. Not only does California show higher feed costs than Wisconsin, but also a much lower milk price.

Continued on next page.....

*Comments from Ed Jesse continued...*

***How did we get into this mess?***

The succinct explanation is: Loss of export markets. Until 2004, U.S. dairy exports were small, usually representing less than 5 percent of total U.S. milk production. Exports in 2004 jumped to 7.5 percent of production (measured by total milk solids), and increased steadily to nearly 11 percent in 2008. U.S. milk production increased at a slightly lower rate, tightening domestic markets and creating the milk price run-up in 2007 and 2008.



The global economic crisis that began in the fall of 2008 shrunk demand for dairy products world-wide and also dried up credit to finance imports. In the meantime, the U.S. milk production engine was geared up to send 11 percent of its milk supply overseas. Some products previously destined for export (cheese and butter) began to back up on domestic markets and milk previously used to produce milk powders for export was increasingly diverted to other dairy products, especially cheese.

***How do we get out of this mess?***

The three principal avenues to higher milk prices are market forces, government market intervention, and private market intervention.

Market forces are in play affecting both supply and demand. Supply reductions are in the form of financially-induced dairy farm exits and less dramatic forms of supply reduction like altering rations to cut feed costs and milk yield per cow.

Lower prices for milk and dairy products should boost consumption. Fluid milk consumers are positively responding to fluid milk prices that are down more than 15 percent from last year. Butter prices are also lower, but then so is commercial use. Commercial use of American cheese for the first 5 months of 2009 was up 4.6 percent. Commercial disappearance of other cheese (mainly Mozzarella and other Italian varieties) was up only 0.7 percent, probably reflecting the impact of less away-from-home consumption of pizza.

So far, the only government intervention in dairy markets has been through the existing MILC program, which has yielded payments on eligible producer milk marketing's as high as \$2 per hundredweight, and a three-month (August-October) augmentation of Commodity Credit Corporation (CCC) purchase prices for cheddar cheese and nonfat dry milk. The higher purchase prices had an immediate effect on Chicago Mercantile Exchange

(CME) cheddar cheese prices, lifting them to within 3-4 cents per pound of the new government levels. Inserting the temporarily-elevated purchase prices for cheese and nonfat dry milk (along with current market prices for butter and whey) into federal order formulas yields a Class III price of \$11.71/hundredweight and a Class IV price of \$10.95. July 2009 prices were \$9.97 for Class III and \$10.15 for Class IV.

Numerous other forms of government market intervention have been proposed, many involving mandatory supply management through market access payments or two-tiered pricing. Most of these controversial plans would require Congressional approval, which is not likely to be granted, at least in time to contribute materially to price and profit recovery.

Finally, private market intervention has been in the form of the Cooperatives Working Together (CWT) program operated by the National Milk Producers' Federation. CWT's has completed two herd retirement bid solicitation rounds this year reduced the U.S. dairy herd (cows and heifers) by more than 187,000 cows, and a third round is under way.

***When will recovery occur?***

Many crystal balls have proven dysfunctional in addressing this question. Early this year, many analysts expected Class III prices \$14-15 per hundredweight by August, basing their forecast on a fairly rapid supply adjustment, stronger world markets, and a more robust domestic demand response to low prices. As late as March, the August 2009 Class III futures price was trading above \$15. Analysts (including this one) and traders were wrong.

Continued....

## Comments from Ed Jesse continued....

Recovery has been painfully slow in coming, but there are more encouraging signs. July saw the first down-tick in monthly milk production compared to 2008. Milk cow numbers have been falling every month since December 2008. Demand growth is sluggish but positive. Markets are beginning to tighten.

The temporary increases in support prices for cheese and nonfat dry milk will help elevate milk prices in the short run. Legislation passed by the U.S. Senate this summer paves the way for an augmentation and possible extension of the increases when they expire

at the end of October.

Other legislative and administrative proposals are being considered that would lend support to milk prices or expand credit to dairy farmers to help them ride out this storm. Jesse ends his comments with these words, *"There is light at the end of the tunnel. The length of the tunnel remains somewhat in doubt."*

The complete text of Ed Jesse's comments are available from Ryan Sterry at the Polk County UW-Extension Office.



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## Wisconsin's Minimum Wage Increases



On July 24, 2009, Wisconsin's minimum wage for adult (non-agriculture) employees increased from \$6.50 per hour to \$7.25 per hour. The new minor (non-agriculture) employee rate increased from \$5.90 per hour to \$7.25 per hour.

Wisconsin's minimum wage rates for agricultural employees are as follows:

- **The agriculture minimum wage rate for workers age 18 and over** will increase from \$5.15 per hour to \$7.25 per hour
- **The agricultural minimum wage rate for workers age 17 and under** will increase from \$4.25 per hour to \$7.25 per hour

The rates have also increased when meals or lodging (or both) are furnished by the agricultural employer (and accepted/received by the employee). A deduction from the employee's cash wages may be made, but cannot exceed the following amounts:

### All Employees (Adults and Minors)

- Meals: \$87.00 per week, \$4.15 per meal
- Lodging: \$58.00 per week, \$8.30 per day

Employers with questions concerning the new minimum wage rates may contact the Wisconsin Department of Workforce Development's Equal Rights Division for more information either at the Madison office (608-266-6860) or at the Milwaukee office (414-227-4384) or the Department's website at [www.dwd.state.wi.us/](http://www.dwd.state.wi.us/).

## Gandy Dancer Trail Study Available

A summary of a year long study of the southern portion of the Gandy Dancer State Trail (Danbury to S. Croix Falls) is now available from the Polk County UW-Extension office. Headed up by Bob Kazmierski, Polk County UW-Extension Community and Natural Resource Agent, the study looks at the demographics of trail users, impressions of the trail and surrounding area by users, economics, and compatibility of the multiple uses of the trail. Hard copies of the study are available at our office, or go to our website [www.uwex.edu/ces/cty/polk](http://www.uwex.edu/ces/cty/polk) for an electronic copy.

## Wisconsin School for Beginning Dairy & Livestock Farmers

14 Sessions, November 12, 2009-March 11, 2010 (Thursdays, 11:00-1:15) in Balsam Lake

The Wisconsin School for Beginning Farmers course will be offered locally this fall and winter at Government Center in Balsam Lake. The course is part of the UW Farm and Industry Short Course, and is delivered locally through interactive video and audio. Most of the subject materials apply to both grass-based and conventional farming. Since the course began in 1995, 300 students have enrolled and a third went on to start their own farms.

An important aspect of the course is business planning. If desired, students will be able to develop their own business plans by the end of the course. This may be used to fulfill continuing education requirements for many loan programs. Also, many persons already farming have taken the course in recent years and are encouraged to participate.

There are 14 required regular class sessions, plus the option of presenting your business plan at the conclusion of the course. The course is divided into three terms. Classes run from 11:00 AM to 1:30 PM on Thursdays except for one class on the Tuesday before Thanksgiving. Students who miss a class may catch it later on-line.

Subjects this year include starting a livestock business, grazing system layout, goal setting, feeding on pasture, production and marketing of pasture-based beef, goat and sheep dairying, information on financing, enterprise budgets, farm-driven marketing, business plan writing, successful models for business startups, organic farming, low-cost parlors, and environmental stewardship.

The cost for the entire course will be \$240, or \$15 for individual sessions. Sponsorships are encouraged. You can also enroll for individual classes or terms, or take the course for university credit at a higher cost. Additional afternoon sessions covering related topics of local interest may be added. You will have to bring your own lunch.

To register or obtain further information, contact **Ryan Sterry** at Polk County UW-Extension office at 715-485-8600, **Dick Cates** at 608-265-6437, or **Jennifer Taylor** at 608-265 7914. The course is a collaborative effort between the UW-Center for Integrated Agricultural Studies, UW Cooperative Extension, CALS, DATCP, the Technical Colleges and GrassWorks.

### Tentative Schedule

#### Term I

DATE	TOPIC	SPEAKERS
November 12	Principles and opportunities for starting a dairy or livestock business.  Successful dairy farm start-up	<ul style="list-style-type: none"> <li>- <b>Richard Cates</b> UW-Madison CIAS/Soil Science Dept., and beef grazer, Spring Green and <b>Jennifer* Taylor</b>, UW-Madison CIAS and past dairy grazer</li> <li>- <b>Gary* and Holly Stankowski</b>, dairy farmers, Mosinee</li> </ul>
November 19	Farm selection & grazing system layout  Stray voltage and infrastructure considerations	<ul style="list-style-type: none"> <li>- <b>Paul Daigle</b>, Conservation Specialist, Marathon Cty LCD, Wausau</li> <li>- <b>Jason Kollwelter</b>, Agriculture Program Manager and <b>Chuck De Nardo</b>, Principal Engineer, We Energies</li> </ul>

<b>Term I</b>		
<i>Tuesday</i> November 24	Setting realistic goals for your start-up farm business	<ul style="list-style-type: none"> <li>– <b>Tom Cadwallader</b>, UWEX-Lincoln and Marathon Counties and sheep grazier</li> <li>– <b>Joe Tomandl</b>, dairy grazier, Medford</li> </ul>
December 3	Pasture-based beef production and marketing strategies	<ul style="list-style-type: none"> <li>– <b>Dan Schaefer</b>, Dept. Animal Science, UW-Madison</li> <li>– <b>Jim Munsch</b>, beef grazier, Coon Valley</li> </ul>
December 10	Feeding the dairy cow on pasture	<ul style="list-style-type: none"> <li>– <b>Dave Combs</b>, Dept. Dairy Science, UW-Madison</li> <li>– <b>Bert Paris</b>, dairy grazier, Belleville</li> </ul>
December 17	Dairy goat and small ruminant production and management	<ul style="list-style-type: none"> <li>– <b>Chris Duemler</b>, DVM, Brodhead Veterinary Medical Center</li> <li>– <b>Larry Hedrich</b>, dairy goat farmer, Chilton</li> </ul>

### Term II

DATE	TOPIC	SPEAKERS
January 21	Farm start-up financial record keeping  USDA FSA Beginning farmer loan opportunities	<ul style="list-style-type: none"> <li>– <b>Jim* and Julie* Schweers</b>, dairy farmers, Greenwood</li> <li>– <b>Ray Ellenberger</b>, Chief Farm loan officer, USDA FSA</li> </ul>
January 28	Farmer-driven marketing strategies  A successful business start-up model	<ul style="list-style-type: none"> <li>– <b>Kay Craig</b>, organic dairy farmer and farm store owner, New Holstein</li> <li>– <b>Tom Weigand</b>, Co-founder and past CDO of Noodles and Co. Restaurants</li> </ul>
February 4	Farm business start-ups: Lessons Learned	<ul style="list-style-type: none"> <li>– <b>Mike Krutza</b>, partner, Lighthouse Leadership, and previously CEO FCS-Financial Services, Wausau</li> <li>– <b>Altfred Krusenbaum</b>, dairy grazier, Elkhorn</li> </ul>

**To save postage, paper and other expenses, anyone interested in receiving the newsletter by e-mail should contact the UW-Extension Office at 715-485-8600 OR email patti at [pattijoa@co.polk.wi.us](mailto:pattijoa@co.polk.wi.us) Thank You!**

## Term III

DATE	TOPIC	SPEAKERS
February 11	Low- cost milking parlor design; and dairy/livestock wintering strategies	<ul style="list-style-type: none"> <li>– <b>Vance Haugen</b>, UWEX Crawford County and dairy grazier, Canton, MN</li> <li>– <b>Karl and Sara Franson</b>, dairy graziers, Amherst</li> </ul>
February 18	Principles of organic dairying and herd health	<ul style="list-style-type: none"> <li>– <b>Guy Jodarski</b>, DVM, Neillsville</li> <li>– <b>Cy* and Joni Heisner</b>, organic dairy graziers, Mineral Point</li> </ul>
February 25	Farm and grazing management and environmental stewardship	<ul style="list-style-type: none"> <li>– <b>Dave Vetrano</b>, WI DNR, LaCrosse</li> <li>– <b>Brian Pillsbury</b>, State Grazing Lands Specialist, NRCS, Baraboo</li> </ul>
March 4	Emerging markets: Biomass for the renewable energy market  Organic and grass-based markets	<ul style="list-style-type: none"> <li>– <b>Bill Johnson</b>, Manager, Biofuels Development, Alliant Energy</li> <li>– <b>Laura Paine</b>, Grazing and Organic Agriculture Specialist, WI DATCP, and direct-market beef grazier, Columbus</li> </ul>
March 11	Bringing it all together: farmer perspectives on start-up dairy/livestock businesses	<ul style="list-style-type: none"> <li>– <b>Ryan* and Cheri* Klussendorf</b>, dairy graziers, Medford</li> <li>– <b>Brian* Denman</b>, dairy grazier, Richland Center</li> </ul>

## Generation to Generation Farm Succession and Transfer Workshops

Transferring the farm to the next generation can be both challenging and exciting. The goal of this series is to give you a road map through this process. This workshop is designed with both the beginning and retiring farmer in mind, to learn more about recommend procedures and resources.

Mark your calendars now and watch for more information!

- ◆ January 12<sup>th</sup> - Black River Falls, Skyline Golf Club
- ◆ January 13<sup>th</sup> - River Falls, UW-River Falls Student Center
- ◆ January 14<sup>th</sup> - Rice Lake, WITC Conference Center



## Considerations for Artificial Drying of Soybeans

This fall's weather may create situations where some growers will be tempted to mechanically dry their soybeans. It is not a good situation when growers need to consider mechanical drying of soybeans. It presents several challenges in order to keep the soybeans at an acceptable quality level to avoid dockage. Growers will have to weigh the advantages and disadvantages for their own operation to determine what is best for their situation.

Soybeans can be harvested without too much damage up to about 18% moisture. If soybeans are harvested at a moisture content much above 13%, artificial drying is necessary.

There is not much published research on soybean drying. Most of our drying recommendations are based on limited experience or are extrapolated from corn drying recommendations. In most cases, dryers that were designed for corn can be adapted for use with soybeans. Bill Wilke, University of Minnesota Crop Storage and Handling Specialist, offers the following information on artificial drying of soybeans.

### Natural-air drying

Using unheated air to dry soybeans usually works well, but it is a slow process (two to six weeks, depending on initial moisture, airflow, and weather). Bins used for natural-air drying should have full-perforated floors and fairly large drying fans. Fan power requirements depend on desired airflow and depth of beans. For example, delivery of 1.0 cfm/bu (cubic feet of air per minute per bushel of beans in the bin) through an 18-ft depth of soybeans would require about 0.6 hp (horsepower) per 1000 bushels of beans in the bin, while delivery of 1.5 cfm/bu through 18 ft of beans would take about 1.6 hp/1000 bu.

Management of natural-air soybean dryers is similar to that for natural-air corn dryers, except that soybean moisture values need to be about two

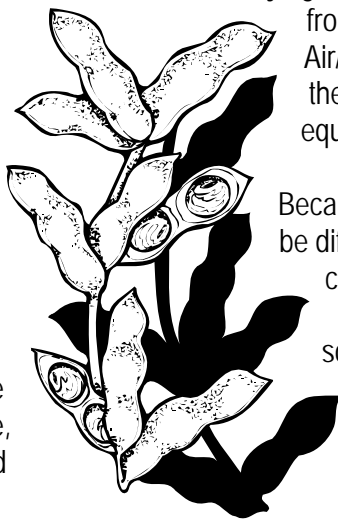
percentage points lower than those recommended for corn. In southern Wisconsin, use an airflow of 1 cfm/bu to dry 17 to 18% moisture beans, 0.75 cfm/bu for 15 to 17% moisture beans, and 0.5 cfm/bu for 13 to 15% moisture beans. In northern Wisconsin, higher airflow is needed since fewer days are available for drying in the fall. In northern areas, use 1.0 cfm/bu to dry soybeans that are 16% moisture or less, 1.25 cfm/bu for 17% moisture beans, and 1.5 cfm/bu for 18% moisture beans. See Natural-Air Corn Drying in the Upper Midwest, BU-6577, available from the UofM Distribution Center or Natural-Air/Low-Temperature Crop Drying, EB-35, from the NDSU Distribution Center for information on equipping and managing natural-air dryers.

Because natural-air drying is a slow process, it will be difficult to use one bin to dry both beans and corn in the same year. Don't plan on having the beans dry before corn harvest unless the soybeans are only slightly wetter than 13%, or unless you use a shallow drying depth.

### Low-temperature drying

Early in the fall, especially in years with warm, dry weather, it is possible to dry soybeans to less than 13% moisture with no supplemental heat. (See previous section on natural-air drying.) However, late in the fall, or in years with cool, damp weather, soybeans might not dry to 13% and it might be helpful to add a small amount of supplemental heat to the air in natural-air dryers. Do not heat the air more than 3 to 5 degrees F, though, or you will over dry the beans and you might cause an increase in splitting. Research has shown that exposing soybeans to relative humidity values of less than 40% can cause excessive splitting. For every 20 degrees F that you heat air, you cut its relative humidity approximately in half, so it doesn't take very much heat to produce relative humidity values less than 40%.

Continued.....



## Artificial Drying of Soybeans, continued.....

Some alternatives to adding supplemental heat to natural-air drying bins include:

- Turning off the fan when weather gets cold in the fall, keeping beans cold during winter, and resuming drying when average temperatures climb above freezing in the spring.
- Installing bigger fans so that you can finish drying earlier in the fall when weather is better.
- Using manual or automatic control to turn off the fan during periods of high humidity. Fan control will increase the amount of time required for drying, but it will result in drier beans.

### High-temperature drying

Many kinds of gas-fired corn dryers can be used to dry soybeans, but be careful. Soybeans split easily if they are dried too fast or are handled roughly. Set the drying air temperature lower than you would for corn and avoid dryers that recirculate the crop during drying. Column-type dryers can often be operated at 120 to 140 F without causing too much soybean damage, although some trial and error might be required to set dryers properly. Examine beans leaving the dryer carefully and reduce the

temperature if you're getting too many splits. If the soybeans will be saved for seed, keep drying temperatures under 110 F to avoid killing the embryo.

Don't forget that crops dried in gas-fired dryers must be cooled within a day or so to remove dryer heat. This can be done in the dryer or in aerated storage bins. Stored beans should be aerated again later in the fall to cool them to 20 to 30 F for winter storage.

### Immature, frosted, or green-colored beans

In years when frost kills soybean plants before the seeds are fully mature, make sure you remove as much chaff and green plant material as possible before binning the beans. Immature beans can be stored without significant molding, but concentrations of green chaff can lead to heating in storage. Although it is commonly stated that green soybeans will eventually turn yellow in storage, the color change observed in a U of M laboratory study was minimal. It might still be worthwhile to store green soybeans for a few months after harvest though, to avoid the high discounts that are applied in years when large quantities of green beans are delivered during harvest. Just make sure that any green beans going into storage are clean, evenly distributed throughout the bin, and cooled as soon as possible after harvest.

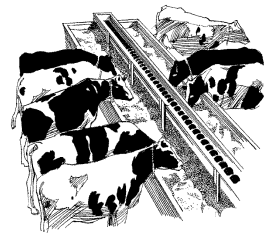
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## Ration Balancing Workshop

Polk County UW-Extension is planning a dairy ration balancing workshop for Wednesday, January 20<sup>th</sup>, 10:30 a.m. to 3:00 p.m. in Balsam Lake. Randy Shaver, Dairy Nutrition Specialist at UW-Madison will first review balancing rations by hand. He will then demonstrate available computer software programs. This is a great opportunity for those wanting to do their own ration, or already are but need of a refresher course.

The fee is \$20, which includes all materials and lunch. Pre-registration with payment is requested by December 30<sup>th</sup>, to the Polk County Extension Office.

You are encouraged to bring your feed reports to class to use in generating your own rations. Dairy farmers are invited to call Ryan at the Extension office if they want help sampling feed and getting it analyzed before the class. Registered students will receive a copy of "The Feeding Guide" by Mike Hutjens in advance of the class. For more information, call 715.485.8600.



## Funding Available for Dairy Management Teams – Farmers Urged to Apply for Pilot Program

A new pilot program that offers expert assistance to Wisconsin dairy farmers is intended to keep producers looking to the future.

The Dairy Farm Management Team program is a joint effort of the Wisconsin Department of Agriculture, Trade and Consumer Protection; the Wisconsin Department of Commerce Dairy 2020 program; the University of Wisconsin- Extension Dairy Team, Risk Management Team, and Center for Dairy Profitability; and Wisconsin Technical Colleges. It will bring farmers together with teams including lenders, agronomists, nutritionists and other specialists in the varied aspects of dairy farming. Organizers hope to have 50 producers enrolled in the pilot program by the end of 2009.

“Dairy farmers across Wisconsin have reinvested nearly \$1 billion in the past five years to modernize and improve the profitability of their farms,” said Secretary Rod Nilsestuen of the Wisconsin Department of Agriculture, Trade and Consumer Protection. “This program is designed to help farmers continue those efforts by providing another tool. During these tough times, it is necessary to focus on controlling things that can be done on the farm, while we also work on actions to improve milk price levels.”

Department of Commerce Secretary Richard J. Leinenkugel said, “This team approach can help move Wisconsin’s dairy industry forward as we work through difficult global economic conditions. Dairy

producers will receive customized technical assistance so that they can identify both challenges and opportunities.” The cost-share program will provide up to \$2,000 to cover such costs as consultant fees and agronomic, milk quality, or veterinary testing. Capital expenses are not eligible. Farmers will contribute 10 percent of the cost. The program will work with any herd size or set-up, anywhere in the state.

Participating producers will work with a facilitator, who will bring together a team of professionals tailored to the farm’s individual situation. Over the course of three meetings, the team will identify issues and opportunities, develop a strategy, and provide input for decision making and long-term planning. They will consider issues including technology, growth, financial success and sustainability.

Funding is available for 50 pilot teams in 2009, and applications will be accepted until funds run out. More information and application materials are available at [www.growwisconsinindairy.org](http://www.growwisconsinindairy.org).

*This program is made possible by grants to the Dairy Business Initiative from the U.S. Department of Agriculture, obtained with assistance from U.S. Sen. Herb Kohl and U.S. Rep. Dave Obey. In-kind contributions are provided by the Wisconsin Milk Marketing Board; the Department of Agriculture, Trade and Consumer Protection; and the Department of Commerce.*

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## 2009 Pest Management Update Meeting

The speakers will be Chris Boerboom and Mark Renz, weed scientists, Eileen Cullen or Bryan Jensen, field crop entomologists, and Paul Esker, field crop pathologist. All meetings start with registration and coffee at 9:30 a.m. Presentations start promptly at 10 a.m. and we will conclude by 3 p.m. **Four hours of Certified Crop Advisor CEU credits in pest management are requested for each session.** The \$30 registration fee per

participant includes a noon meal and information packet.

The nearest location for Polk County will be in Chippewa Falls at the Eagles Club, 2588 Hallie Road, (off Business HWY 53 across from Farm & Fleet) on Wednesday, November 11<sup>th</sup>. Contact Jerry Clark to register at 715.726.7950 or 711 N. Bridge Street, Chippewa Falls, WI 54729.

# DAIRY FARM MANAGEMENT TEAM APPLICATION

Please complete the following information (type or print)

## Contact Information

Producer Name \_\_\_\_\_ Farm Name \_\_\_\_\_  
Address \_\_\_\_\_ Town/City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  
County \_\_\_\_\_ E-mail \_\_\_\_\_ Phone Number \_\_\_\_\_

## Farm Information

Total Number of Cows \_\_\_\_\_ Number of acres cropped: \_\_\_\_\_  
Number of Heifers (under 12 Months) \_\_\_\_\_ Owned: \_\_\_\_\_  
Number of Heifers (12 Months or Older) \_\_\_\_\_ Rented: \_\_\_\_\_  
Number of lactating cows (today) \_\_\_\_\_ Crops grown: \_\_\_\_\_  
Number of dairy animals sold (in last year) \_\_\_\_\_  
Pounds of milk (most recent shipment) \_\_\_\_\_ Have you used an on-farm consultant? \_\_\_\_\_ YES \_\_\_\_\_ NO  
Number of milkings in that shipment \_\_\_\_\_ If so, when and who: \_\_\_\_\_  
Annual cwt average of milk shipped \_\_\_\_\_ For what areas? \_\_\_\_\_

Operational details (check all that apply) \_\_\_\_\_ Parlor \_\_\_\_\_ Robotics \_\_\_\_\_ Organic \_\_\_\_\_ Grazing \_\_\_\_\_ Other \_\_\_\_\_

Provide a brief description of operation: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Do you currently use a record-keeping system for your farm? \_\_\_\_\_ YES \_\_\_\_\_ NO

If so, what program and what information is collected? \_\_\_\_\_

If you were to develop (or update) a business plan for your dairy operation, what would be the three most important areas to address?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Because of the significance of finances in this project, please provide the name, company and contact information for your lender.  
\_\_\_\_\_  
\_\_\_\_\_

If selected for this program, we would be interested in monitoring your progress to evaluate the program and to promote it.

Would you be willing to provide us with an annual self-audit/assessment of your progress? \_\_\_\_\_ YES \_\_\_\_\_ NO

Would you allow us to use your farm's performance information and progress for promotion? \_\_\_\_\_ YES \_\_\_\_\_ NO  
(Specific individual financial details will not be release, farms will be notified prior to information being used)

By signing below, the applicant certifies that the information contained within this application and in attachments is true and complete to the best of their knowledge. (Misrepresentation of materials and/or facts may be the basis for denial of application).

Signature \_\_\_\_\_ Date \_\_\_\_\_

Please return this application to Kelly Sime, WI DATCP, PO Box 8911, 2811 Agriculture Drive, Madison, WI 53708-8911

Applications are also accepted by faxed to 608-224-5110 or via email to Kelly.Sime@wi.gov

# ***Taking Charge in Challenging Times***

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University of Wisconsin Cooperative Extension and the Farm Center - WDATCP invites **dairy producers, bankers, agri-business personnel and community leaders** to an informational meeting outlining financial, legal, negotiating, decision-making and communication strategies and resources.

The U.S. dairy industry has been hit hard by events in the global economy. Dairy farm families across Wisconsin are feeling the impacts of these events. The ripple effect of the low milk prices on agri-businesses is affecting communities across the state. Many dairy owners and families in rural communities may be facing a financial crisis.

**Date and Location:** **Tuesday, November 17**  
Augustana Lutheran Church  
1025 2<sup>nd</sup> Avenue (south end of main street)  
Cumberland, WI

**Time:** 1:00 – 4:00 p.m.  
Light refreshments available

**Local Contacts:** Ryan Sterry (485-8600), Otto Wiegand (635-3506), or Tim Jergenson (537-6250)

## **Program:**

- An overview of recent national and global influences on the dairy markets
- Strategies for negotiating through difficult situations
- How stress affects decision-making and communications and tools to help during stressful times
- Dairy finances 101: Communicating your position to your lender – the importance of financial reports
- Legal options and tax strategies to consider during difficult financial times



Farm Center, Wisconsin Department of Agriculture,  
Trade, and Consumer Protection