

Under Construction



Cost of production:

- Things to think about: who can help me identify my cost of production, what is the true cost of production for all areas of my farm, where can I find tools to assist with calculating my cost of production
- Resources
 - UW Department of Dairy Science <http://dairymanagement.wisc.edu/tools.php#Financial>
 - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/>
 - Farm Cash flow budgeting tools: <https://www.farmmanagement.pro/cash-flow-budgeting-tools-for-your-farm/>
 - Farmdoc – Illinois Extension <http://farmdoc.illinois.edu/>
 - Maria Jose Fuenzalida, Extension Dane County (608-224-3708) <https://dane.extension.wisc.edu/>
 - USDA Dane County Farm Service Agency (608-224-3767) <https://offices.sc.egov.usda.gov/locator/app?service=page/ServiceCenterSummary&stateCode=55&cnty=025>
 - Loan officers or CPAs

Hard Questions:

- Things to think about: do I dig a deeper hole and expand or do I sell, are my facilities ok to use for other things or do I need to sell and relocate, are there buyers for my cows/land/buildings that I have in mind or do I need to sell on the open market, is selling land an option to keep the buildings and stay
- Resources:
 - Realtors specializing in Ag: <http://www.wisconsinagconnection.com/realestate/>; <https://www.landandfarm.com/>
 - Jackie McCarville, Extension Green County (608-328-9440)
 - Maria Jose Fuenzalida, Extension Dane County (608-224-3708) <https://dane.extension.wisc.edu/>
 - USDA Dane County Farm Service Agency (608-224-3767) <https://offices.sc.egov.usda.gov/locator/app?service=page/ServiceCenterSummary&stateCode=55&cnty=025>
 - Dane County Agriculture, UW Division Extension <https://fyi.extension.wisc.edu/danecountyag/farm-business-mngmt/>
 - Southwest Technical College (608-822-2333) <https://www.swtc.edu/academics/programs/agricultural/farm-business-production-management>
 - Blackhawk Technical College (608-757-6321) <https://www.blackhawk.edu/Programs-Classes/Explore-Programs/View-All-Programs/careerarea/1>
 - Auctioneers specializing in Ag: <https://www.wisfarmer.com/story/money/wis-farmer/2019/03/06/auction-calendar-march-8-2019/3075528002/>
 - Legal Counsel Specific for agriculture: <https://lawyers.findlaw.com/lawyer/practicestate/agriculture-law/wisconsin>
 - WI AG Lawyers: <https://www.avvo.com/agriculture-lawyer/wi.html>

Selling and Moving Option:

- Things to think about: if you sell will the proceeds be enough to cover your debts, will you be able to handle the change, are you familiar with auctioneers that specialize in ag
- Resources
 - Jackie McCarville, Green County Extension (608-328-9440)
 - Maria Jose Fuenzalida, Extension Dane County (608-224-3708)
 - Realtors specializing in ag

- Auctioneers specializing in ag, <https://www.wisfarmer.com/story/money/wis-farmer/2019/03/06/auction-calendar-march-8-2019/3075528002/>
- Banks (agricultural lenders)

Farm Succession:

- Things to think about: who should be involved in this process, what steps can we take at this time, where can we find help for this process, when is the best time to start planning, where is the farm right now, where do you want the farm to be, how do you get there
- Resources:
 - Maria Jose Fuenzalida, Extension Dane County (608-224-3708)
 - Joy Kirkpatrick, Center for Dairy Profitability (608-263-3485) email: joy.kirkpatrick@ces.uwex.edu
 - WI Farm Center (1-800-942-2474)
 - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/>
 - Dane County Agriculture, UW Division Extension <https://fyi.extension.wisc.edu/danecountyag/tag/farm-succession/>
 - Lawyers

Skill Development:

- Things to think about: what skills do I already have and can sharpen up on, who can teach me new skills, what advantages will these bring to our farm, where can I go for training and new clients
- Resources:
 - Maria Jose Fuenzalida, Extension Dane County (608-224-3708) <https://dane.extension.wisc.edu/>
 - UW Extension Dane County website <https://fyi.extension.wisc.edu/danecountyag/>
 - Continuing studies at UW (608-262-1156) <https://continuingstudies.wisc.edu/>
 - Continuing education at Madison Area Technical College (608-258-2301) <https://madisoncollege.edu/continuing-education>
 - Wisconsin Department of Workforce Development (608-266-3131) <https://dwd.wisconsin.gov/>

Chapter 12 Bankruptcy:

- Things to think about: have you exhausted all of your other financial options, are your debts too much to cover through selling land, cows, etc., have you consulted a financial consultant to see what all of your options are
- Resources:
 - <https://resources.lawinfo.com/bankruptcy/business-bankruptcy/chapter-12-bankruptcy/do-i-need-an-attorney-to-file-a-chapter-12-ba.html>
 - Finding an Attorney for Debt Restructuring or Bankruptcy:
 - <https://www.calt.iastate.edu/article/how-should-family-farmers-find-attorney-debt-restructuring-or-bankruptcy>
 - The American Board of Certification (finding a lawyer): <https://www.abworld.org/>
 - The Wisconsin Farm Center: https://datcp.wi.gov/Pages/Growing_WI/FarmCenterOverview.aspx
 - Unemployment office (job skills): <http://www.wisconsinjobcenter.org/directory/>
 - USDA Dane County Farm Service Agency (608-224-3767) <https://offices.sc.egov.usda.gov/locator/app?service=page/ServiceCenterSummary&stateCode=55&county=025>
 - DATCP (1-800-422-7128)
 - Human Services (1-888-794-5556)