

Tune Up



Cost of Production:

- Things to think about: What is the true cost of production for all areas of my farm, do I know how much it costs to plant an acre of a crop
- Resources:
 - Gene Schriefer, Extension Iowa County (608-930-9850) <https://iowa.extension.wisc.edu/agriculture/field-crops/>
 - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/>
 - Wisconsin Farm Center, Department of Agriculture, Trade and Consumer Protection (DATCP) (1-800-942-2474) <https://datcp.wi.gov/Pages/Homepage.aspx>
 - USDA Dane County Farm Service Agency (608-224-3767) <https://offices.sc.egov.usda.gov/locator/app?service=page/ServiceCenterSummary&stateCode=55&cnty=025>
 - UW Department of Dairy Science <http://dairymanagement.wisc.edu/tools.php#Financial>
 - Local Agronomist
 - CPA or loan officer

Production Management:

- Things to think about: do I know what my current production level is, is there a way to get more without having to spend more money
- Resources:
 - Maria Jose Fuenzalida, Extension Dane County (608-224-3708) <https://dane.extension.wisc.edu/>
 - Wisconsin Farm Center, Department of Agriculture, Trade and Consumer Protection (DATCP) (1-800-942-2474) https://datcp.wi.gov/Pages/Growing_WI/FarmCenterOverview.aspx
 - USDA Dane County Farm Service Agency (608-224-3767) <https://www.fsa.usda.gov/programs-and-services/financial-management-info/index>
 - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/management-assessment-center/>
 - UW Milk Quality <https://milkquality.wisc.edu/>
 - UW Department of Dairy Science <http://dairymanagement.wisc.edu/tools.php#Financial>
 - University of Minnesota Extension <https://extension.umn.edu/managing-farm>
 - Agronomist and nutritionist

Marketing Plan:

- Things to think about: what does the market look like for what I want to grow, how far away is the market location/delivery, read the contract before signing, what is the potential profit to be made
- Resources:
 - Gene Schriefer, Extension Iowa County (608-930-9850)
 - UW Extension Dane County website <https://fyi.extension.wisc.edu/danecountyag/>
 - Wisconsin Farm Center, Department of Agriculture, Trade and Consumer Protection (DATCP) (1-800-942-2474) <https://datcp.wi.gov/Pages/Homepage.aspx>
 - Wisconsin Farmers Union (715-723-5561) <https://www.wisconsinfarmersunion.com/>
 - Ag Marketing Resource Center (1-866-277-5567) www.agmrc.org
 - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/category/paw/paw-financial/>

Whole Farm Recordkeeping:

- Things to think about: what are my cash flow trends that allow the farm to make better short and long term decisions, what program should I use, can I afford to hire someone to do this for me
- Resources:
 - 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>
 - UW Department of Dairy Science <http://dairymanagement.wisc.edu/tools.php#Financial>

Family Life:

- Things to think about: what areas on the farm are stressing me out or causing risk, are their family members who can help do some of the work to lighten the load, who will benefit from me having more balance
- Resources:
 - Jackie McCarville, Extension Green County (608-328-9880)
 - Pastors
 - Counselors
 - UW extension Dane County, family living (608-261-5077) <https://dane.extension.wisc.edu/family-living/>
 - Center for dairy profitability <https://cdp.wisc.edu/category/paw/paw-hrm/>
 - Wisconsin Farmers Union <https://www.wisconsinfarmersunion.com/history-mission>
 - Covering Wisconsin (608-262-2618) <https://www.coveringwi.org/>

Skill Development:

- Things to think about: are there skills I have that I can use to help others, are there skills I can learn so I don't have to call a repairman, where can I go to learn more skills
- 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>
- Things to think about: what are my long-term plans for my farm, when should I start planning for the future, who needs to be involved in this planning
- Resources:
 - Jackie McCarville, Extension Green County (608-328-9440)
 - USDA Dane County Farm Service Agency (608-224-3767) <https://www.fsa.usda.gov/programs-and-services/financial-management-info/index>
 - DATCP WI Farm Center, (1-800-942-2474) email: farmcenter@wisconsin.gov
 - Joy Kirkpatrick, Center for Dairy Profitability (608-263-3485) email: joy.kirkpatrick@ces.uwex.edu
 - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/>