



Under Construction

Paving the Way



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
 - Farm Cash flow budgeting tools: <https://www.farmmanagement.pro/cash-flow-budgeting-tools-for-your-farm/>
 - Farmdoc – Illinois Extension <http://farmdoc.illinois.edu/>
 - Josh Kamps, Lafayette County Extension (608-776-4820) <https://lafayette.extension.wisc.edu/agriculture/>
 - Jackie McCarville, Green County Extension (608-328-9440) <https://green.extension.wisc.edu/agriculture/>
 - USDA-FSA (Green County 608-325-4195 ext. 2 or Lafayette 608-776-4028)
 - 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)
 - Josh Kamps, Extension Lafayette County (608-776-4820)
 - USDA-FSA (Green County 608-325-4195 ext. 2 or Lafayette County 608-776-4028)
 - 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)
- Josh Kamps, Lafayette County Extension (608-776-4820)
- 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/>
- ADRC (Green County 608-328-9499 or Lafayette County 608-776-4960)

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:
 - Jackie McCarville, Green County Extension (608-328-9440)
 - Josh Kamps, Lafayette County Extension (608-776-4820)
 - WI Farm Center (1-800-942-2474)
 - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/>

Skill Development:

- Things to think about: What skills do I already have and can sharpen up? Who can teach me new skills? What advantages will these bring to our farm? Where can I go for training or new clients?
- Resources:
 - Jackie McCarville, Extension Green County (608-328-9880)
 - Josh Kamps, Extension Lafayette Count, (608-776-4820)
 - Job center at Blackhawk Technical College, (608-757-6321) <https://blackhawk.edu/Student-Resources/Advising/Career-Services>
 - Wisconsin Department of Workforce Development (608-266-3131) <https://dwd.wisconsin.gov/>
 - Southwest Technical College, (608-822-2333) <https://www.swtc.edu/student-resources/career-placement/>

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 talked with a financial consultant to see what all 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-FSA (Green County 608-325-4195 ext. 2 or Lafayette 608-776-4028)
 - DATCP (1-800-422-7128)
 - Human Services (Green Cty 608-328-9393 or Lafayette Cty 608-776-4800)