



# Merging Lanes

## Paving the Way



### Crops:

- Things to think about: Will it work with your soil types? Will you need different equipment? Input costs? Do you have a market to sell the product? Does this crop offer insurance?
- Resources:
  - Gene Schriefer, Extension Iowa County (608-930-9850)  
<https://iowa.extension.wisc.edu/agriculture/field-crops/>
  - Josh Kamps, Extension Lafayette County (608-776-4820)
  - Land Conservation Offices (Green 608-325-4195 or Lafayette 608-776-3836)
  - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/>
  - Kietra Olson, DATCP (608-224-5112)
  - Brian Kuhn, DATCP hemp (608-224-4590)
  - Wisconsin Farm Center, DATCP (1-800-942-2474)
  - Local Agronomist
  - Trusted loan officer

### Equipment/Sheds/Buildings:

- Things to think about: Do you have equipment that you could rent out to help make some money? Could you become a custom operator (baler, chopper, etc.)? Do you have buildings or sheds that you could rent out to area farmers?
- Resources:
  - Jackie McCarville, Extension Green County (608-328-9440)  
<https://green.extension.wisc.edu/agriculture/>
  - Josh Kamps, Extension Lafayette County (608-776-4820)
  - USDA-FSA Offices (Green 608-325-4195 ext. 2 or Lafayette 608-776-4028)

### Going Organic:

- Things to think about: Can you handle 3 years to transition land over (if currently using sprays, GMOs, etc.)?
- Resources:
  - Jackie McCarville, Extension Green County (608-328-9880)
  - Josh Kamps, Extension Lafayette County (608-776-4820)
  - Midwest Organic Services Association (MOSA), 608-637-2526 <https://mosaorganic.org/>
  - Midwest Services Association (608-637-2526)
  - USDA-FSA Offices (Green 608-325-4195 ext. 2 or Lafayette 608-776-4028)
  - Angie Sullivan, DATCP (608-224-5095)  
[https://datcp.wi.gov/Pages/Growing\\_WI/OrganicFarmingAndFood.aspx](https://datcp.wi.gov/Pages/Growing_WI/OrganicFarmingAndFood.aspx)
  - Current organic landowners/producers

### Rent Out Land/CRP/CREP Program/Sell Wooded Land/Logging:

- Things to think about: Do you need all of your crop ground? Could you rent some out? Could you sell wooded land? Can you put some of your acres into CRP/CREP/Grassland and receive payments but

need to know how long the land is tied into those programs? Do you have enough timber that you could log it?

- Resources:
  - Jackie McCarville, Extension Green County (608-328-9440) <https://green.extension.wisc.edu/agriculture/>
  - Josh Kamps, Extension Lafayette County (608-776-4820)
  - USDA-FSA Green County (608-325-4195 ext. 2) or Lafayette County (608-776-4028)
  - Land Conservation Dept. Green (608-325-4195) or Lafayette (608-776-3836)
  - Area realtors with a history of selling farmland
  - Loggers

### Special Talent:

- Things to think about: Do you have a talent where you would need a few classes to become certified and could make some money using that talent (custom sprayer, welder, etc.)? Do you have a talent where you could make things and sell them on the side?
- Resources:
  - Jackie McCarville, Extension Green County (608-328-9440)
  - Josh Kamps, Extension Lafayette County (608-776-4820)
  - Job center at Blackhawk Technical College (608-757-6321) <https://blackhawk.edu/Student-Resources/Advising/Career-Services>
  - Southwest Technical College (608-822-2333) <https://www.swtc.edu/student-resources/career-placement/>
  - Wisconsin Department of Workforce Development (608-266-3131) <https://dwd.wisconsin.gov/>

### Switching Livestock Species:

- Things to think about: If switching from dairy to beef, what genetics/traits do you want from the offspring? Will your current facilities work? What kind of feeding changes need to occur? How long will it take before you can sell the animal?
- Resources:
  - Gene Schriefer (beef, sheep, goats), Extension Iowa County (608-930-9850)
  - Amanda Cauffman (beef and swine), Extension Grant County (608-723-2125)
  - Jackie McCarville, Extension Green County (608-328-9440)
  - Josh Kamps, Extension Lafayette County (608-776-4820)
  - Jeff Swenson, DATCP (608-224-5082)
  - Breeding companies
  - Other farmers who are doing this

### Value Added Ag:

- Things to think about: Are there rules/regulations? Start-up costs? Do you have a market to sell the product? Will your current facilities work? Insurance?
- Resources:
  - Jackie McCarville, Extension Green County (608-328-9440)
  - Josh Kamps, Extension Lafayette County (608-776-4820)
  - USDA-FSA Offices (Green 608-325-4195 ext. 2 or Lafayette 608-776-4028)
  - Norm Monson, DATCP (608-224-5135) <https://datcp.wi.gov/Documents/DAD/editedCounselorListMay2016.pdf>
  - Kietra Olson, DATCP (608-224-5112)
  - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/>
  - Other farmers who have done this kind of thing