



# Tune-Up

# Paving the Way



## 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/>
  - Josh Kamps, Extension Lafayette County (608-776-4820) <https://lafayette.extension.wisc.edu/agriculture/>
  - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/>
  - Local Agronomist
  - CPA or loan officer

## Production Management:

- Things to think about: Do I know my current production level? Is there a way to get more without having to spend more money?
- Resources:
  - Jackie McCarville, Extension Green County (608-328-9440) <https://green.extension.wisc.edu/agriculture/>
  - Josh Kamps, Extension Lafayette County (608-776-4820) <https://lafayette.extension.wisc.edu/agriculture/>
  - USDA-FSA Offices (Green 608-325-4195 ext. 2 or Lafayette 608-776-4028)
  - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/>
  - 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)
  - Josh Kamps, Extension Lafayette County (608-776-4820)
  - Green Cty Development Corp. (608-328-9452)
  - Ag Marketing Resource Center (1-866-277-5567) [www.agmrc.org](http://www.agmrc.org)
  - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/>

## 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:
  - 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)
  - Blackhawk Technical College (608-757-6321)

## Family Life:

- Things to think about: What areas on the farm are stressing me out or causing risk? Are there 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)
  - Josh Kamps, Extension Lafayette County (608-776-4820)
  - Pastors
  - Counselors
  - Human Services (Green County 608-328-9393 or Lafayette County 608-776-4800)
  - ADRC (Green County 608-608-328-9499 or Lafayette County 608-776-4960)
  - Covering WI (608-261-1455)

## 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:
  - Jackie McCarville, Extension Green County (608-328-9880)
  - 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>
  - Dusty Williams from Blackhawk Technical College, (608-329-8210) [dwilliams61@blackhawk.edu](mailto:dwilliams61@blackhawk.edu)
  - Southwest Technical College, (608-822-2333) <https://www.swtc.edu/student-resources/career-placement/>

## Farm Succession:

- 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)
  - Josh Kamps, Extension Lafayette County (608-776-4820)
  - WI Farm Center, (1-800-942-2474) [farmcenter@wisconsin.gov](mailto:farmcenter@wisconsin.gov)
  - Extension <https://fyi.extension.wisc.edu/farmsuccession/>
  - Center for Dairy Profitability (608-263-5665) <https://cdp.wisc.edu/>