

Wisconsin Value-added Food & Farm Business Consultants

For questions, please contact Kietra Olson at kietra.olson@wisconsin.gov



Angie Sullivan

WI DATCP

Angie.Sullivan@Wisconsin.gov

608-224-5095

Statewide

No Fee

I have a long history of working directly one-on-one with farmers providing technical assistance, production assistance and financial assistance. My areas of expertise include providing resources to transitioning farmers, assisting them by reviewing their finances and helping them make decisions related to adding or scaling back enterprises, cutting budgets, increasing income, and devising a plan to work with lenders. I owned and operated a three-acre organic vegetable/flower CSA for seven years in northern Wisconsin. I also sold to local restaurants and at a farmers market, which I also managed. I've also raised small livestock for sale, including chickens, lambs, pigs and dairy goats.



Claire Strader

UW Extension Dane County & FairShare CSA Coalition

strader.claire@countyofdane.com or claire@csacoalition.org

608-224-3710

Dane, Sauk, Columbia, Dodge, Jefferson, Rock, Green, and Iowa counties, as well as any

FairShare Farms

No Fee

I work with small-scale, fresh-market, vegetable producers with a focus on organic production techniques. In addition to providing technical assistance on topics ranging from crop planning to cover cropping to labor management, I also specialize in CSA related issues such as share design, member communication, and retention. My background includes 18 years as a certified organic vegetable farmer and 3 years as a produce manager focusing on local buying. In my current position, I coordinate research, educational programming, and one-on-one assistance on all aspects of farm business design and management from production to finances to labor.



Courtney Berner

University of Wisconsin Center for Cooperatives

cberner@wisc.edu

608-890-0966

Statewide

Fees are based on a sliding scale that takes into consideration a range of factors, including: size and revenue of cooperative, stage of development, project size and scope and prior knowledge of project. Some services are subsidized by grant support and offered free of charge.

My areas of specialty are business plan revisions and review, determining appropriate business models, and cooperatives. Since 2010, I have provided technical assistance and counsel to cooperatives and groups interested in starting cooperative enterprises, specifically around capitalization, governance, membership structure, and the start-up process. Many of these businesses are in the food and agriculture sectors. The list of food and farm businesses I have counseled includes: Fifth Season Cooperative, Wisconsin Food Hub Cooperative, Fair Field Flowers, North America Aronia Cooperative, Wisconsin Hop Exchange, Spring Rose Growers Cooperative, Intertribal Maple Syrup Producers Cooperative, and more. I have assisted in the development of several feasibility studies and business plans for food and farm businesses.

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Cindy Jaggi

Food to Market
cjaggiedp@tds.net
608-712-1980
Statewide

\$50 to \$100/hr. Fees are based on a sliding scale that considers: size and revenue of operation, stage of development, and project size and scope. Some services are subsidized by grant support and offered free of charge.

I specialize in sales and marketing and provide food and farm businesses technical assistance through my company, Food to Market (www.food2mkt.com). Food to Market is a one-stop resource for food entrepreneurs, food producers, processors and food hubs looking for expertise and resources to start their food business or food venture, manage costs and mitigate risk as they grow and expand. Food ventures need specialized technical assistance, education, and a peer network to start up, grow, and succeed. I work with mid-sized and small companies in the areas of strategic business planning, food financing and profitability, new product and market development and marketing and distribution.



Eric S. Brown

Management Consultant (co-chairman of Madison Area Business Consultants-MABC)
esbrown@sbcglobal.net
608-274-3055
Statewide
\$100 to \$150/hr

In my 28 years as a management consultant working with entrepreneurs, I have had about 700 client companies; of these, probably two dozen have been involved in food production and food processing. The technical assistance provided has dealt primarily with the business aspects of starting or growing the business. Tasks I typically help with include: developing and refining the business model, preparing a written business plan to help guide the client and to help in obtaining financing, researching the potential market through interviews and by using written or online materials, developing and outlining a recommended marketing strategy, preparing financial projections (such as projected income statements and projected cash flow analyses), researching opportunities for grants and preparing grant applications for client companies.



Gene Schriefer

UW-Extension
gene.schriefer@ces.uwex.edu
Iowa County

I work with farmers, beginning farmers and rural landowners in helping them develop farm business cash flow, enterprise budgets, and balance sheets. I consult and advise on suitability of land resource for different agriculture ventures including soil fertility and crop rotations. I've worked with local producers on growing and pressing oilseeds, canola, camellina and sunflower; a grower developing a sweet corn meal business; and a pastured poultry growing business marketing in Chicago. Besides working one on one with farmers and rural landowners on farm financials, I own and operate a small beef and sheep farm and am a founding member of Wisconsin Meadows Grassfed Beef Cooperative.

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Jason Fischbach

UW-Extension

jason.fischbach@ces.uwex.edu

715-373-6104 ext. 5

Iron, Ashland, Bayfield, Douglas, and Sawyer counties

No Fee

As an Agriculture Agent, I have been involved in supporting the local food system in the Chequamegon Bay region of northern Wisconsin since 2006. In my time there, I've created South Shore Meats, a cooperative marketing and sales venture with six beef producers and pork producers in northern Wisconsin; created the Bayfield Regional Food Producers Cooperative, a marketing, aggregation, and sales cooperative currently with 22 members; and provided direct assistance since 2006 to at least 18 farm businesses in the region on issues related to product development and marketing. I currently co-own and operate Wild Hollow Farm with my wife, selling fruits and vegetables in the Chequamegon Bay Region. I also co-own and operate Pasture Perfect Poultry with four other producers, selling chickens and turkeys direct to customers in northern Wisconsin.



Jenny Doty

doty.jenny@gmail.com

314-223-8678

Lafayette, Green, Rock and Walworth counties in Wisconsin and northern Illinois

\$25 to \$50/hr

I want farmers to thrive. I esteem farmers for their stewardship of the complexities of land, soil, plants, and animals—and for their contributions to fellow and beginning farmers. Yet farm success can be complicated by economic realities. In my 8 years working with Illinois and Wisconsin farmers, I have seen farmers helped by making sound management decisions based on their financial data. I contribute to farmers along this vein by offering business strategy and business planning assistance, market research, grant writing services, and farm financial management support, including developing solid financial record keeping practices and constructing balance sheets and cash flow projections. I also assist farmers in integrating personal goals with financial goals, and have experience using Holistic Management. In addition to working with a farm financial/business expert, I see farmers thrive through involvement with a farmer mentor, like the MOSES mentoring program, and a peer-to-peer farmer network, like www.craftfarmer.org.

I currently work on a value-added, direct-marketed goat dairy farm. Recently, I worked with start-up and experienced farmers for four years as Program Director of the Farmer Training Initiative at Angelic Organics Learning Center, overseeing the Stateline Farm Beginnings strategic business planning course and the Farm Asset Builder matched savings program. Previously, I worked at Angelic Organics Farm wearing many hats: office manager, co-harvest coordinator, field hand, and customer service manager. I have a Masters degree in Agricultural Economics from Michigan State University.

Jim Gage

James D. Gage Consulting

jdgage60@gmail.com

920-723-0083

Statewide

\$50 to \$100/hr

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I've supplied value-added business assistance including: business plans, financials, marketing assessment, and feasibility studies for farmstead meat ventures; integrated farms (veggies and meat); shrimp production and sales; ancient grain production and sales; and other areas. I'm also a grant writer for food and farm businesses – grants have included state, federal and foundations. I specialize in USDA Value-Added Producer Grants (VAPG) and have assisted with 60 client applications in the last 11 years.

Lisa Shirek

Painted Rock Farms
earthsnaturals@gmail.com
715-340-2495
Statewide
\$25 to \$50/hr

I have consulted with small farmers throughout the state and have worked with new value-added businesses through the Village Hive in Amherst. I am the owner/operator of Painted Rock Farms, a farm collective.



Lisa Stout
WI DATCP
lisa.stout@wisconsin.gov
608-224-5126
Statewide
No Fee

I started working at the WI Department of Agriculture, Trade and Consumer Protection in 2000. I provide export assistance to Wisconsin food and agricultural companies. When meeting with companies, I try to determine if they have the staff, production capacity and financial resources to start exporting. I provide international marketing information and assistance to Wisconsin food and agriculture companies including recommending appropriate distribution channels, conducting market research, providing documentation assistance, and buyer introductions.



Lois A. Federman
WI DATCP
lois.federman@wi.gov
608-224-5124
Statewide with focus on: Grant, Crawford, Iowa, La Fayette, Sauk, Richland & Green counties
No Fee

I am the director of the Something Special *from* Wisconsin™ (SSfW™) branded marketing program. The program was founded in 1983 and is administered by the Wisconsin Department of Agriculture, Trade and Consumer Protection. Since July 2005, I have worked in the role of Ag Marketing Consultant Senior, with my primary responsibility being to lead and manage the SSfW™ program with a focus on development and promotion of Wisconsin's agricultural products and producers. In my other life, I am the co-owner/operator of Marr's Valley View Farms, LLC – a 600-acre family farm operation which I grew up on. I have experience in developing and directing strategic marketing, brand identity, processors, product development, packaging and labeling, customer acquisition

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and retention, cost negotiation, pricing strategy, competitive analysis, inventory management, and legal requirements. I also started the first Meat CSA (Community Supported Agriculture) in the state of Wisconsin, selling into Chicago, Madison and Milwaukee.



Mary Pat Carlson

mpcarlson1@gmail.com

Statewide

I have over 16 years of business incubation/entrepreneurship experience with direct one-on-one, group-, and community-based technical consulting in: food manufacturing, business development, marketing, and distribution. Additionally, I have 20 years of experience working with non-profit organizations (grants, fundraising, training, volunteer recruitment). I also have 40 years of operational experience in family farming including: orchards, specialty crops, and floral production. I'm experienced in direct-to-consumer sales, retail/on-farm market, farmers markets, trade shows, wholesale sales, and on-line sales.



Norm Monsen

WI DATCP

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608-224-5135

Statewide

No Fee

My experience providing technical/mentor experience to food and farm businesses started in 1993 when I joined the Wisconsin Department of Agriculture, Trade, and Consumer Protection. My first role was working with farm families in distress, including helping them find options to grow the profitability of their farms. Over the years, I've had the opportunity and pleasure of working with hundreds of dairy farmers and dairy processors, as well as supporting resource agencies in the areas of business planning, market development, strategic planning and industry opportunities and challenges.



Sarah Larson

REAP Food Group

sarahl@reapfoodgroup.org

608-310-7832

Colombia, Sauk, Richland, Vernon, Crawford, Grant, Lafayette, Iowa, Green, Rock, and Dane

No Fee

For the past year, my role in my position at REAP Food Group has been to facilitate connections and broker sales for food and farm businesses through promotion to buyers (restaurants, retailers, and hospitals). Previously, I served for 1.5 years as the Statewide AmeriCorps Farm to School Program Manager, working at the Department of Agriculture, Trade, and Consumer Protection, where I provided technical assistance to over 25 AmeriCorps Farm to School members. In that position, I helped guide their work with food service directors, farmers, and teachers in over 15 communities, with a goal of increasing local purchasing and providing nutritional education in the school environment. Prior to my work with DATCP and REAP, I spent almost five years working with Wisconsin

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Specialty Protein (WSP) and the tera'swhey brand. While there, I learned what it takes to bring a product to market (from formulations to branding to category review submissions to getting products on the shelf). Additionally, I gained direct experience related to the challenges and successes of starting a food business, carving your niche in the market, and maintaining market share.