



State of Wisconsin  
Governor Scott Walker

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**Department of Agriculture, Trade and Consumer Protection**

Ben Brancel, Secretary

**DATE:** March 16, 2017  
**TO:** Board of Agriculture, Trade and Consumer Protection  
**FROM:** Ben Brancel, Secretary *Ben Brancel*  
Daniel Smith, Administrator, Division of Agricultural Development *Daniel Smith*  
**SUBJECT:** Wisconsin Farm Center Bureau Report

**PRESENTED BY:** Kathy Schmitt, Bureau Director, Wisconsin Farm Center

**RECOMMENDATION:** Informational purposes only. No Board action is required.

**SUMMARY / BACKGROUND**

The Wisconsin Farm Center works with farmers to improve their wellbeing so they can Grow Wisconsin Agriculture. Staff work with farmers to provide objective information they can use to make informed decisions. Assistance is provided through the use of a toll-free helpline as well as individualized service at the farm table. Core services include:

- Financial consultations and feasibility analysis
- Farm succession planning
- Mediation
- Minority and beginning farmer services
- Specialty enterprise development
- Information and referral resources

This verbal report will provide highlights of the Wisconsin Farm Center's activities. The following outline contains the information that will be presented.

*Agriculture generates \$88 billion for Wisconsin*

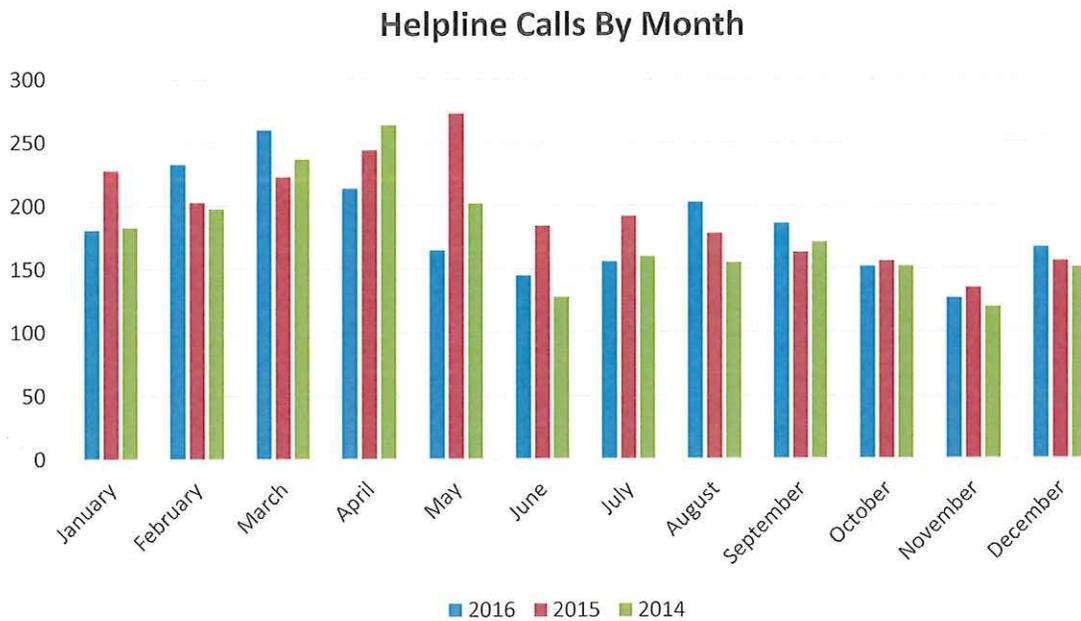
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**Wisconsin Farm Center**  
**Report to the Board of Agriculture, Trade and Consumer Protection**  
**March 16, 2017**  
**Calendar Year 2016 Activities**

I. Helpline calls by Calendar Year

2016	2015	2014
2,189	2,335	2,121



II. Outreach –events

33 events

- Coaching Your Clients Through the Rough Patch
- Targeted professionals working with farmers
- Collaboration with UW and Extension
- 4 locations

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### III. Cases

123 cases were opened in 2016. Farm transition planning (56) and financial planning (41) cases were the top two services offered.

Farm Center staff closed 131 cases during the year, with financial planning (58) and transition planning (32) leading the count.

### IV. Farm Mediation and Arbitration Program Cases

2016	opened	closed	covered	uncovered
January	4	6	17	4
February	8	6	7	1
March	7	3	7	0
April	4	3	3	1
May	9	3	8	1
June	0	6	6	0
July	2		1	1
August	2	2	2	0
Sept	0	1	1	0
Oct	3	6	8	1
Nov	0	3	2	1
Dec	1	2	2	1
<b>Totals</b>	<b>40</b>	<b>41</b>	<b>64</b>	<b>11</b>

### V. Minority Farmer Program

#### Specialty Crop Block Grant (SCBG)

- a. Took 85 minority fresh market growers and 4 conference guides (also minority fresh market growers) + 2 interpreters to 2 special training programs on hoop house production and legal rights tools, provided in Hmong language, and 6 workshop sessions with Hmong interpreters at the MOSES Organic Farming Conference in 2016.
- b. Provided a Good Agricultural Practices field day in Athens on a CSA farm.
- c. Completed first year of a Pest Management Training program.
  - i. Collaboration with UW-Madison, UW-Cooperative Extension, and DARM that contains modified training and interpretation on pest management and pesticide application. Exceeded all target goals.
    - 43 attended,

- 77% applied new skills on their farms,
- 7 took the Pesticide Applicator exam,
- 4 passed Pesticide Applicator exam
- Presented at the National Extension Risk Management Education conference about the project.

- d. Currently working on second round of pest management training with collaborators.
- i. Participation targeted at 20 Hmong growers for each of 4 workshops. Will exceed target number. Recent workshop in Stevens Point had 46 Hmong growers in attendance, more than double the workshop goal.
  - ii. Working on converting trainings into webinars that are translated into Hmong and available on the DATCP web site.
- e. Also working on SCBG to introduce Hmong growers to larger markets. Workshops focus on what it takes to sell to K-12 institutions, introduction to value added agriculture, and tour of kitchen incubator.