

Wisconsin School for Beginning Dairy and Livestock Farmers

A Training and Mentoring Program Emphasizing Business Planning and Pasture-based Farm Management

UW-Madison Lead Instructor – Richard Cates
UW-Madison Assistant Instructor – Nadia Alber

Term I – Pasture-based Dairy/Livestock Seminar - Business Startup

Thursdays, 11:00 AM – 1:15 PM, Jorns Hall Classroom, Nov. 6 – Dec. 11, 2014
except **Thanksgiving week when class meets on *Tuesday Nov. 25***

DATE	TOPIC	SPEAKERS
November 6	Principles and opportunities for starting a dairy or livestock business. Successful dairy farm start-up	– Richard Cates UW-Madison CIAS/Dept. Soil Science; beef steer and dairy heifer grazier, Spring Green - Gary* and Holly Stankowski , dairy farmers, Mosinee
November 13	Setting realistic goals for your start-up farm business; and the GrassWorks, Inc. Dairy Grazing Apprenticeship Program	– Tom Cadwallader , retired UWEX-Lincoln and Marathon Counties and sheep grazier; current financial consultant for DGA – Joe Tomandl , dairy grazier, Medford
November 20	Sheep (meat) and dairy goat production and marketing	– Gene Schriefer , Iowa County UWEX and meat sheep producer, Dodgeville – Larry Hedrich , dairy goat farmer, Chilton
<i>Tuesday</i> November 25	Feeding the dairy cow on pasture	– Rhonda Gildersleeve , UWEX, Lancaster – Bert Paris , dairy grazier, Belleville
December 4	Farm selection & grazing system layout Stray voltage and infrastructure considerations	– Paul Daigle , Conservation Specialist, Marathon Cty LCD, Wausau – Jason Kollwelter , Agriculture Program Manager and Chuck De Nardo , Principal Engineer, We Energies
December 11	Pasture-based beef production and marketing strategies Term I Exam	– Dan Schaefer , Professor and Dept. Chair, Animal Science, UW-Madison – Jim Munsch , beef grazier, Coon Valley

* Wisconsin School for Beginning Dairy and Livestock Farmers/FISC graduates

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Term II – Pasture-based Dairy/Livestock Seminar - Developing a Business Plan

Tuesdays (Animal Sciences Computer Lab Rm 204) and Thursdays (Jorns Hall lower level)

Tues 12:05 PM – 1:15 PM and Thurs 11am/12:05pm to 1:15pm, Jan. 22–Feb. 5, 2015

Pasture-based Farm Tour 9 AM – 5:30 PM, Saturday, 1.31.15

Homework is due at the next week’s class. An in-class exam will be given on Feb. 7th.
Homework assignments, the exam, and in-class quizzes will count as 50% of the course grade.

The other 50% of the course grade will be based on class attendance and participation.

Final letter grades will be the average of these two components: A = 93-100%, AB = 88-92%,

B = 83-87%, BC = 78-82%, C = 70-77%, D = 60-69%, Incomplete = 0-59%.

Office hours: by appointment, email rlcates@wisc.edu or nalber@wisc.edu

Distance education classrooms: Thursdays 11:00 AM – 1:15 PM

DATE	TOPIC	SPEAKERS
<i>Tuesdays Jan 20, 27, and Feb 3</i>	<i>Madison class:</i> Discussion and business plan development -	<ul style="list-style-type: none"> – Richard Cates, UW-Madison CIAS/Dept. Soil Science; beef steer and dairy heifer grazier, Spring Green – Jim Munsch, beef grazier, Coon Valley
January 22	USDA FSA Beginning farmer loan opportunities Farm start-up financial record keeping	<ul style="list-style-type: none"> – Daniel O’Brien, Farm Loan Officer, USDA FSA, Monroe – Sarah* Mumm, dairy farmer, Lancaster
January 29	Farmer-driven marketing strategies: local and grass-fed Grazing Broker program: gaining access to land through rental agreements	<ul style="list-style-type: none"> – Lois Federman, Director, Something Special from Wisconsin Program, WI DATCP, and direct- market beef producer, Mineral Point – Laura Paine, Grazing Broker, Southwest Badger and Beef grazier, Columbus
February 5	Building a solid foundation in farming, risk management and farm business start-ups: Lessons Learned Marketing and management strategy: Organic Term II Exam	<ul style="list-style-type: none"> – Dan Smith, Division Administrator, Division of Agricultural Development, DATCP, Madison – Altfred Krusenbaum, organic dairy grazier, Elkhorn
<i>Saturday 1.31.15 9:00 am - 5:30 pm</i>	<i>required for Madison class:</i> Farm tours of WSBDF graduate and mentor dairy/livestock operations	Laura Daniels , dairy grazier, Cobb; Dean (Scott) Mericka , dairy grazier, Dodgeville; and Gene Schriefer , beef/sheep, Dodgeville

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Wisconsin Technical College System (WTCS), as well as **Wisconsin Dairy Grazing Apprenticeship Program (WDGAP)** materials will be handed out in class; the WTCS and WDGAP offer some of the best opportunities available for follow-up training for beginning farmers

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Term III – Pasture-based Dairy/Livestock Seminar - Managing the Business

Thursdays, 11:00 AM – 1:15 PM, Rm B108 Jorns Hall, February 19 – March 26, 2015

There will be no homework assigned during Term III. 50% of the course grade will be based on in-class quizzes, attendance and class participation. The other 50% of the course grade will be your business plan grade (For Honors this will include presenting your plan in front of a panel of experts) Final letter grades will be the average of these two components: A = 93-100%, AB = 88-92%, B = 83-87%, BC = 78-82%, C = 70-77%, D = 60-69%, Incomplete = 0-59%.

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February 19	Low- cost milking parlor design	– Vance Haugen , UWEX Crawford County and dairy grazier, Canton, MN – Roger Dahlberg and Suzy Konicheck , dairy graziers, Seneca
February 26	Principles of organic dairying and herd health	– Sarah Slaby , DVM, Slaby’s Veterinary Services, Arcadia
<i>February 26-28</i>	<i>Midwest Organic Farming Conference La Crosse Center, La Crosse</i>	– Don and Samantha* Frei , organic dairy graziers, Mineral Point
March 5	Pasture soil nutrient management: soil testing and interpreting results Grazing and natural resource management	– Francisco Arriaga , Assistant Professor, Department of Soil Science, UW-Madison – Dave Vetrano , WI DNR Basin fisheries manager, Emeritus, La Crosse
March 12	Emerging markets: On-farm energy production Ecological restoration with livestock	– John Vrieze , Dairy farmer and re-newable energy producer, Baldwin – Cherrie Nolden , Agroecology M.S. Candidate and Farmer, Prairie du Sac
March 19 <i>(last Distance Ed connected class)</i> <i>March 18-19</i>	Bringing it all together: farmer perspectives on start-up dairy/livestock businesses <i>Professional Dairy Producers of WI annual Business Conference(PDPW), Alliant Center, Madison</i>	– Ryan* and Cheri* Klussendorf , dairy graziers, Medford – Andy* Jaworski , dairy graizer, Green Bay
March 26 --site by site	Honors presentations of student farm business plans to farmer/lender panel	Local panelists – to be determined at each site
<i>Times to be determined</i>	<i>Madison class:</i> Business plan writing and work sessions	– Richard Cates , UW-Madison CIAS

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