Farmers Union Triangle

The triangle represents Farmers Union’s core principles.

**Education**: Education of members and others is considered the foundation of Farmers Union’s success in all areas of the organization.

**Cooperation**: Cooperative education and cooperative business development.

**Legislation**: Civic engagement & legislative advocacy.
Farmers and farm organizations have a range of reactions to the growing pressure on agriculture to reduce runoff.
... and, farmers have a lot on their minds outside of water quality.
FARM INCOME AND THE NEW FARM BILL

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Extension Specialist, Cropping Systems Management
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Wisconsin Agricultural Outlook Forum
January 29, 2019 Madison WI
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2019 Wisconsin Agricultural Outlook Forum
Net farm income and net cash farm income, 2000-18F

Note: F = forecast.
Good production year, but income depends on prices
U.S. cash receipts for selected animals/products, 2014-18F

$ billion (nominal)

Beef Down 1.4%
Dairy Down 7.1%
Total down 0.2%

2014 2015 2016 2017 2018F

Note: F = forecast.
Data as of November 30, 2018.
Expenses up 4.2%
(interest, fuel, feed & labor)

Nominal and inflation-adjusted farm production expenses, 1970-2018F

Note: F = forecast. Values are adjusted for inflation using the chain-type GDP deflator, 2018=100.
Government Payments up 18%

- Price/Revenue-based payments ARC/PLC - $4.6 B
- Market Facilitation Program (MFP): +$4.7 B
- Disaster Payments +1.6 B
Wisconsin Led the Nation in Chapter 12 Bankruptcy Filings for 10/1/17 to 9/30/18

Chapter 12 Bankruptcies per 10,000 Farms

<table>
<thead>
<tr>
<th>State</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>Average 1997-2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wisconsin</td>
<td>5.82</td>
<td>6.57</td>
<td>6.86</td>
<td>2.98</td>
</tr>
<tr>
<td>Michigan</td>
<td>4.09</td>
<td>3.14</td>
<td>1.77</td>
<td>2.98</td>
</tr>
</tbody>
</table>

As Wisconsin farmers struggle, new effort aims to prevent suicide

**Wisconsin dairy farms**

*The state has had a 49 percent decrease in the number of dairy farms over the past 15 years:*

**Suicides in Wisconsin**

*The state had a record number of suicides in 2017:*

<table>
<thead>
<tr>
<th>Year</th>
<th>Suicides</th>
</tr>
</thead>
<tbody>
<tr>
<td>'08</td>
<td>737</td>
</tr>
<tr>
<td>'09</td>
<td>800</td>
</tr>
<tr>
<td>'10</td>
<td>800</td>
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<tr>
<td>'11</td>
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<tr>
<td>'16</td>
<td>915</td>
</tr>
<tr>
<td>'17</td>
<td>915</td>
</tr>
</tbody>
</table>

SOURCE: Wisconsin Department of Health Services

SOURCE: Wisconsin Department of Agriculture, Trade and Consumer Protection

DAVID WAHLBERG dwahlberg@madison.com
The Voices of Wisconsin Dairy Farmers

“We are just treading water and getting very tired. Not sure how long we will be able to hold on.”

“2009 reduced savings to near-zero. Playing catch up ever since.”

“Don't know what to do. What's here today is gone tomorrow.”

“Farming used to be fun. It's not fun anymore.”
Impaired Waters in Wisconsin
Treadmill of Production
Dairy Together
Canadian Dairy Supply Management
How does it work? Could it work here?

**EAU CLAIRE**
Tuesday, March 13 - 11:30am-2:30pm
29 Pines/Sleep Inn & Suites Conference Center
5872 33rd Ave., Eau Claire

**EDGAR**
Tuesday, March 13 - 7:30pm-9:30pm
Korner Kitchen
W4890 Cty. Rd. H, Edgar

**FOND DU LAC**
Wednesday, March 14 - 11:30am-2:30pm
Holiday Inn Conference Center
625 Rolling Meadows Dr., Fond du Lac

**DODGEVILLE**
Thursday, March 15 - 11:30am-2:30pm
Dodger Bowl Banquet Center
318 King St., Dodgeville

**WESTBY**
Thursday, March 15 - 7:30pm-9:30pm
Nordic Lanes
511 N. Main St., Westby

Free to attend and includes lunch. RSVP to 715-723-5561 or under events at www.wisconsinfarmersunion.com.
It's time for change.
Dairy Together is hitting the road
... and coming to a state near you

Farmers, are you tired of selling milk below cost of production? Come learn how farmers are organizing for dairy pricing reform.

March 28: New York
April 3: New Hampshire/Vermont
April 9: Michigan
April 10: Wisconsin
April 11: Minnesota
April 12: South Dakota
May (dates TBD):
New Mexico/Colorado/California

Learn more at www.DairyTogether.com
Opportunities to Collaborate with Farmers on Water Quality

- Wisconsin Farmer-Led Watershed Projects
- Incentivizing Cover Crops through Crop Insurance
- Funding and support for Managed Grazing
Strategies for Communicating with Farmers in Wisconsin


- **Farm Organization annual conventions.** Most take place in winter, so inquire about breakout session RFP’s in June.

- **Farm Organization print publications and social media.** Inquire about writing a guest blog or guest column. Co-writing with a farmer would be especially relevant.