

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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Wisconsin Agricultural Outlook Forum

January 29, 2019

Madison WI

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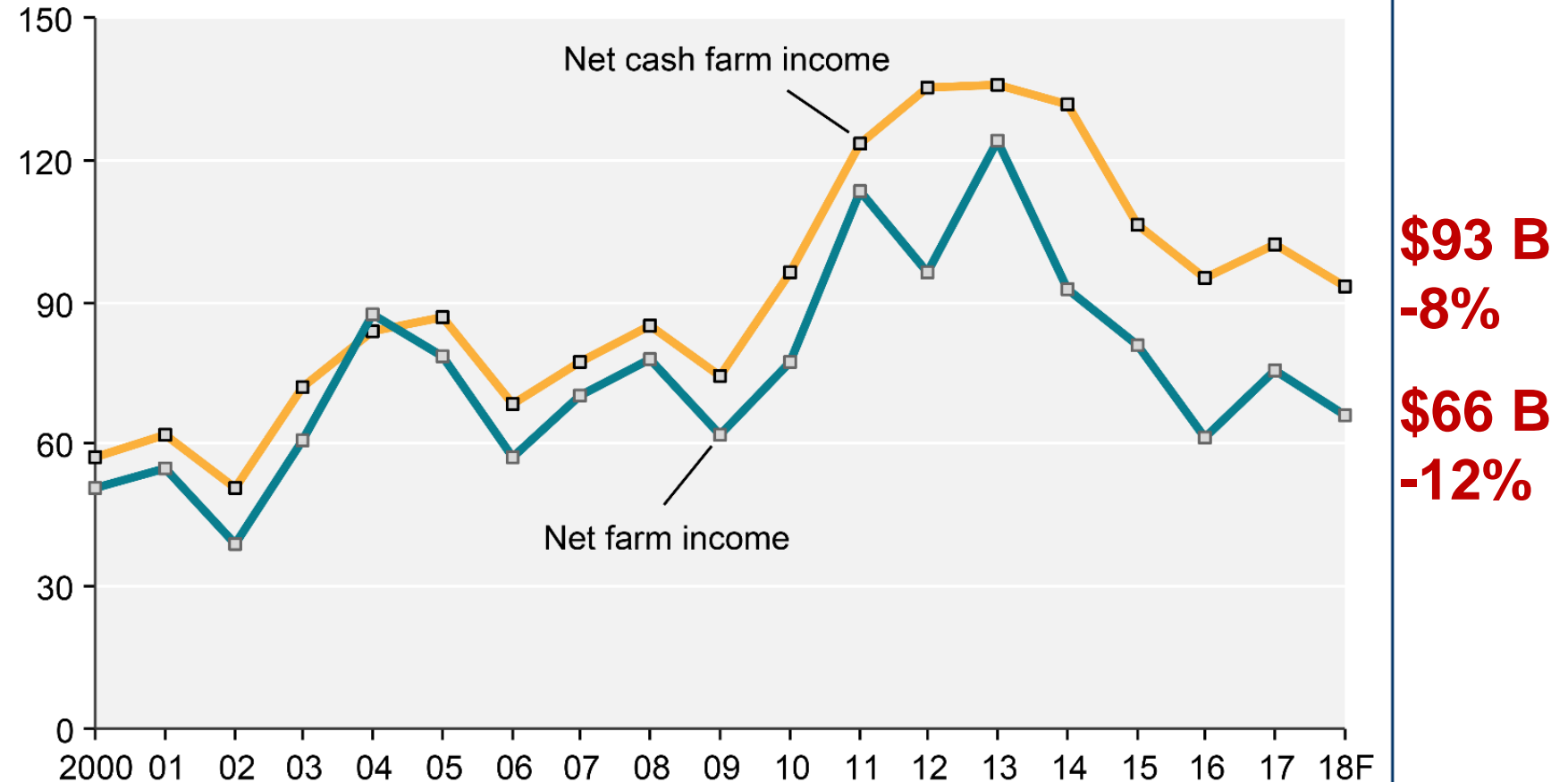
RENK AGRIBUSINESS INSTITUTE
College of Agricultural & Life Sciences



Division of Extension
University of Wisconsin-Madison

Net farm income and net cash farm income, 2000-18F

\$ billion, nominal

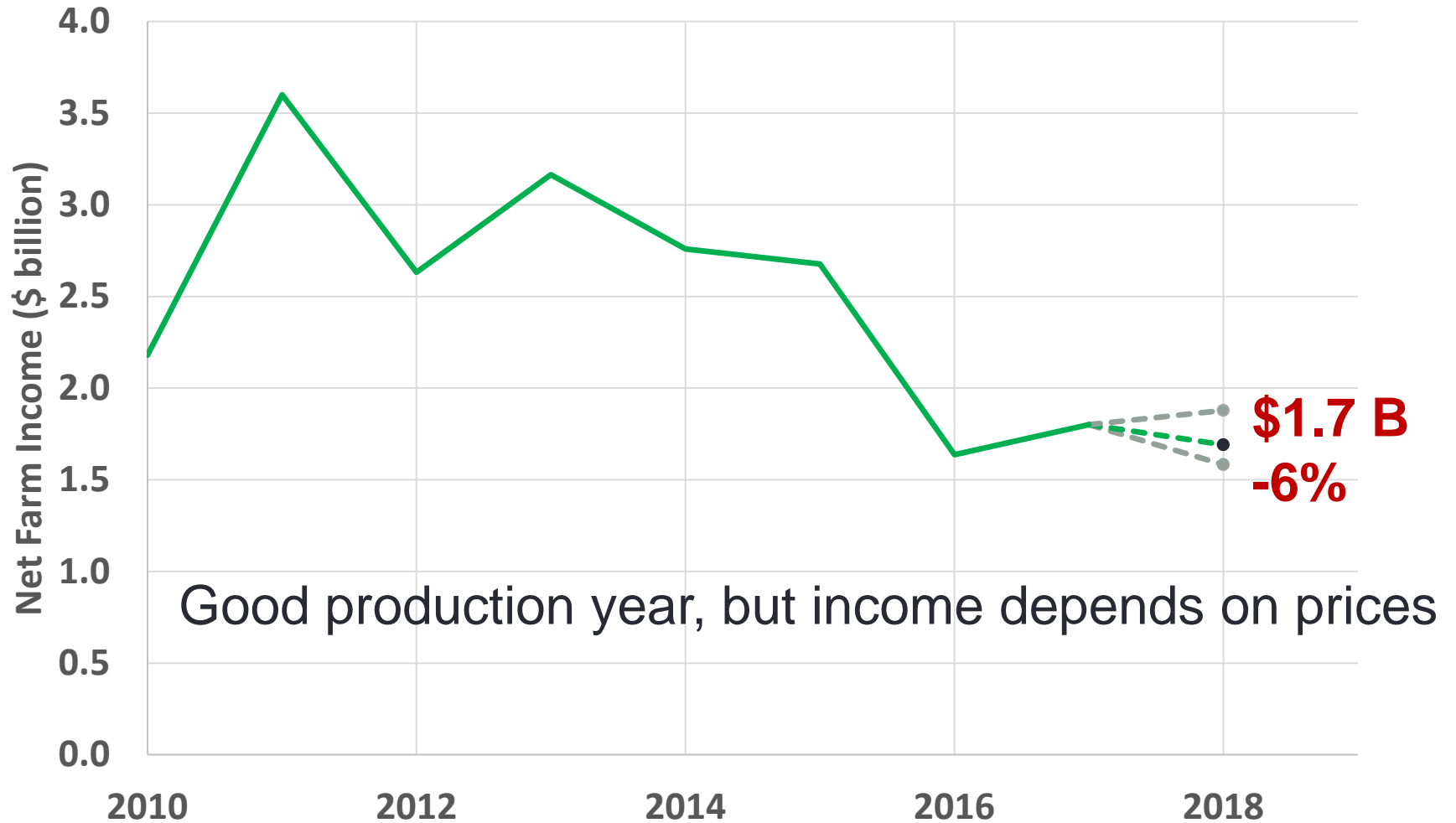


Note: F = forecast.

Source: USDA, Economic Research Service, Farm Income and Wealth Statistics.

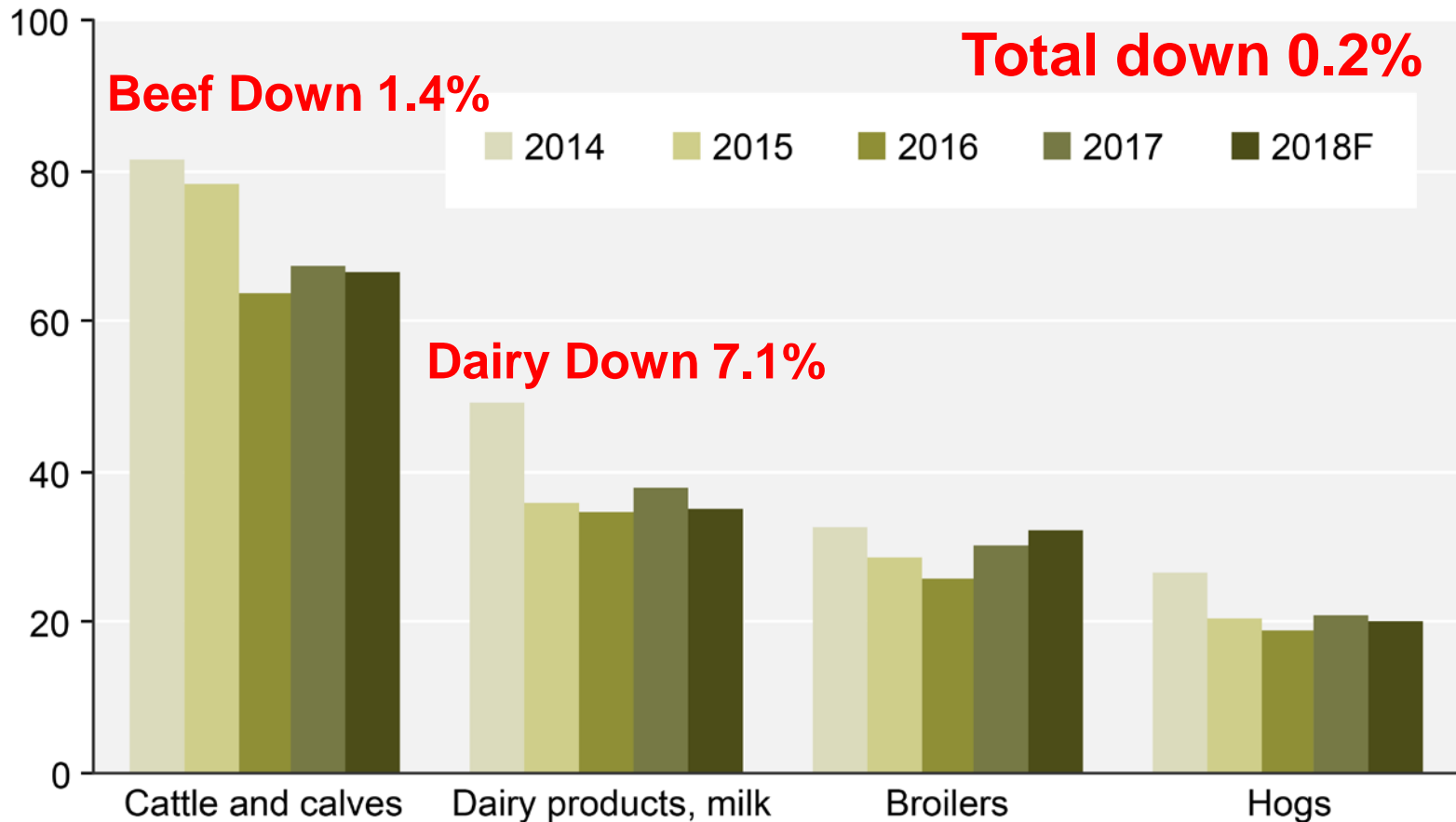
Data as of November 30, 2018.

Wisconsin Net Farm Income in 2010-2018F



U.S. cash receipts for selected animals/products, 2014-18F

\$ billion (nominal)

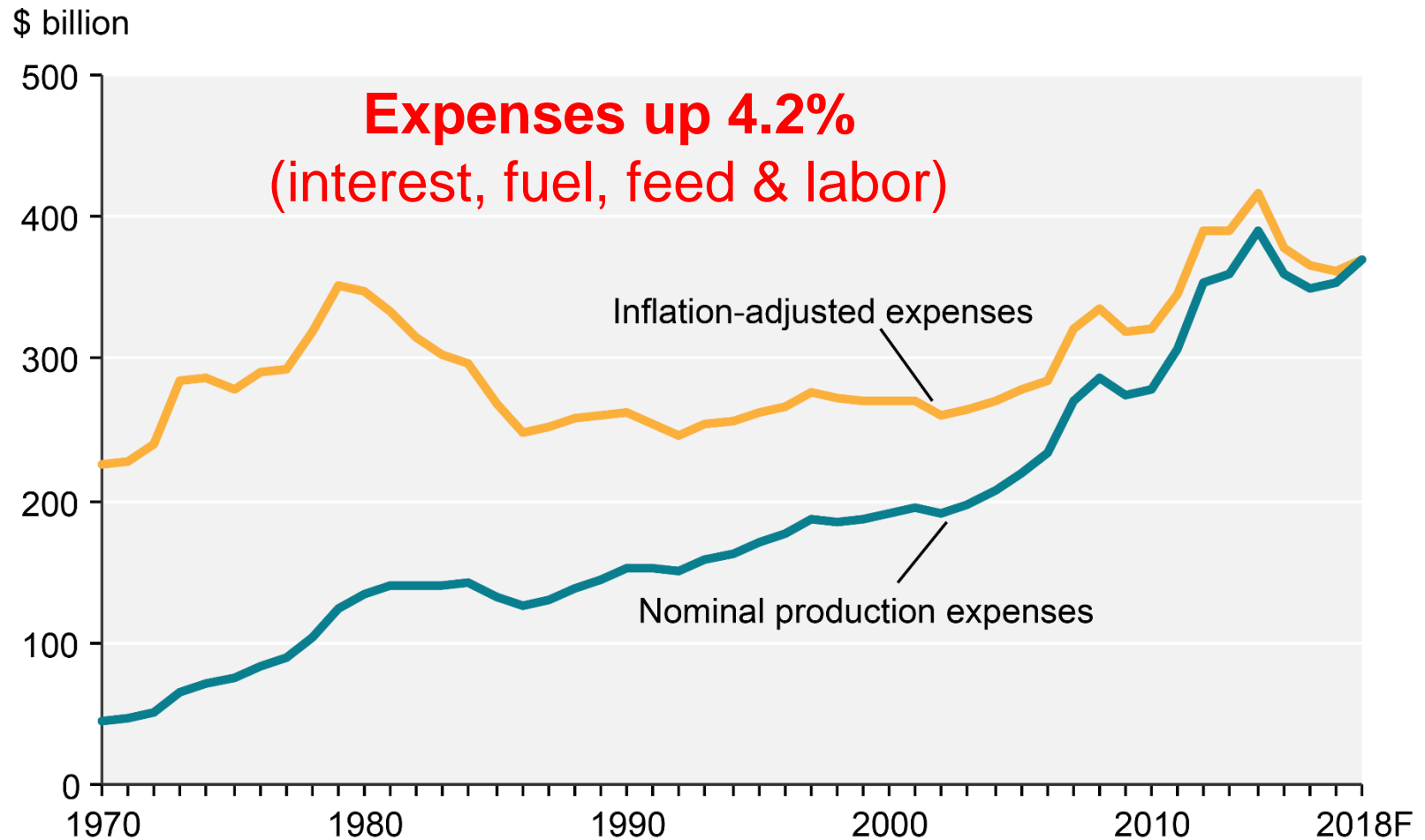


Note: F = forecast.

Source: USDA, Economic Research Service, Farm Income and Wealth Statistics.

Data as of November 30, 2018.

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.

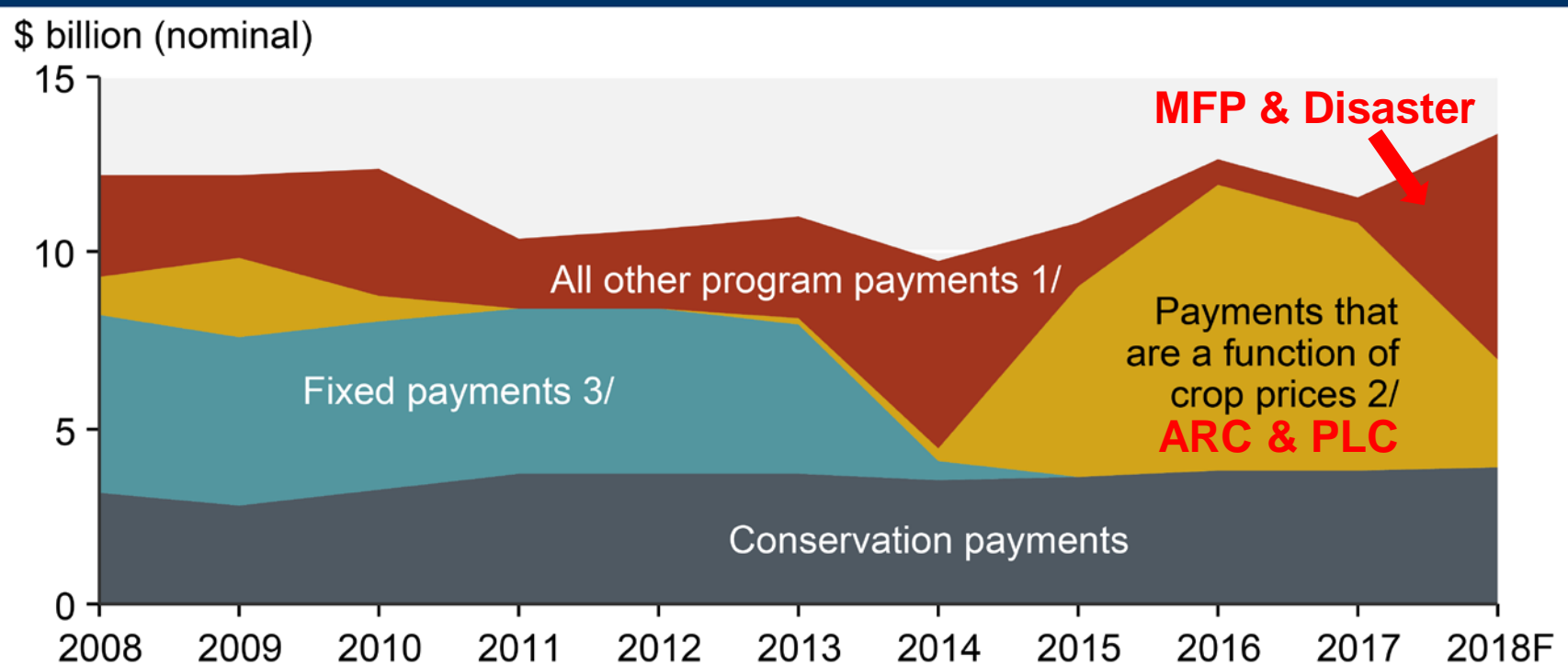
Source: USDA, Economic Research Service, Farm Income and Wealth Statistics.

Data as of November 30, 2018.

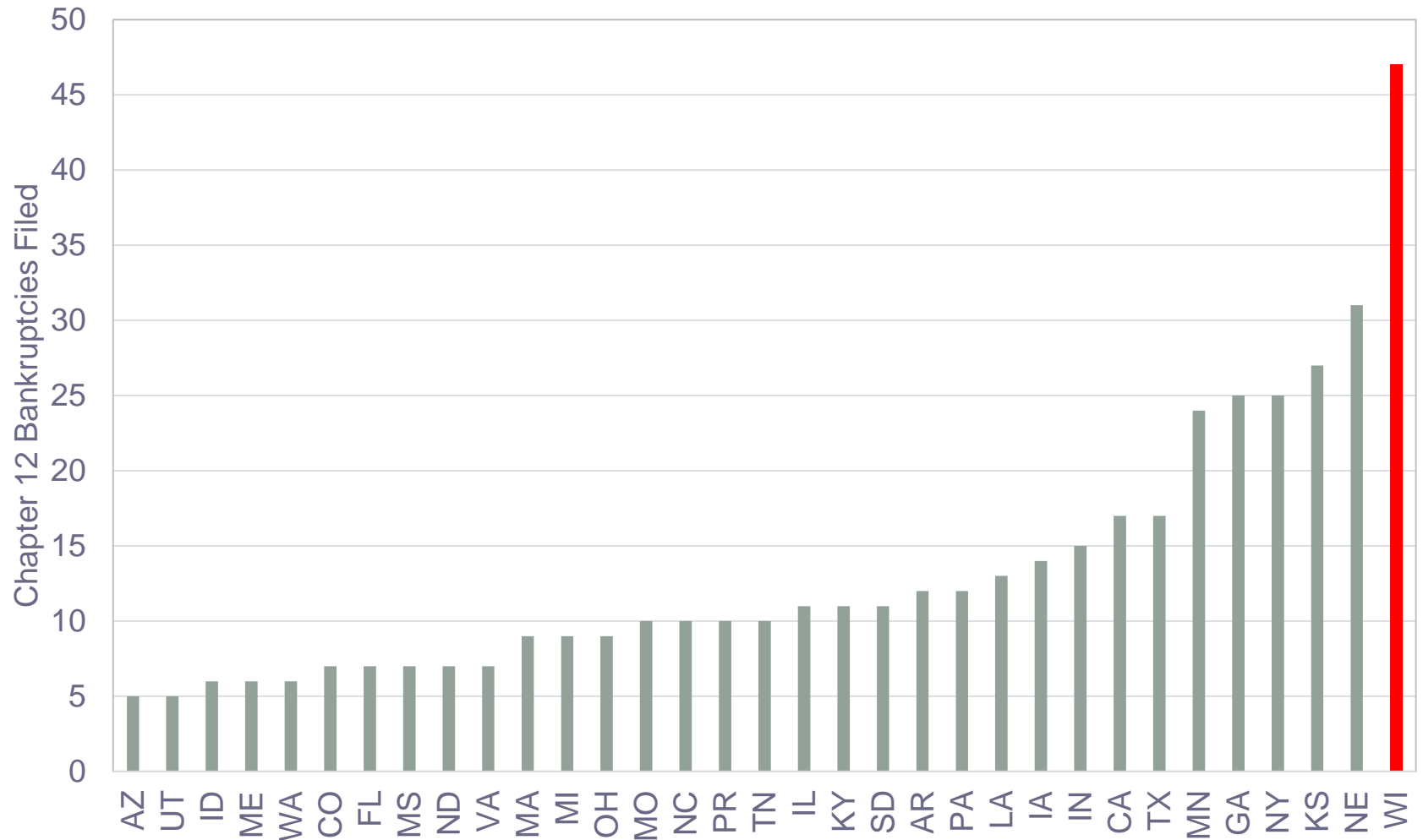
Government Payments up 18%

- Price/Revenue-based payments ARC/PLC -\$4.6 B
- Market Facilitation Program (MFP): +\$4.7 B
- Disaster Payments +1.6 B

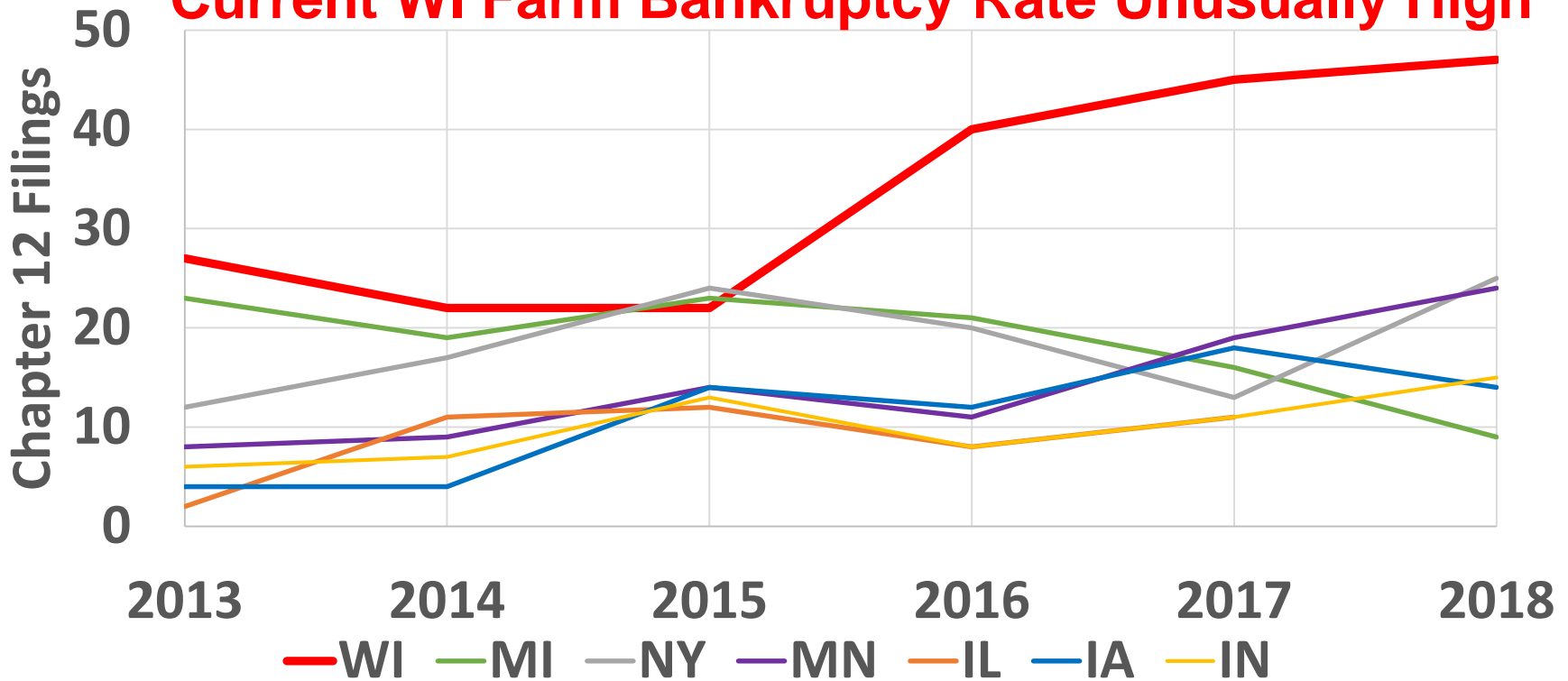
Government farm program payments to farm producers, 2008-18F



Wisconsin Led the Nation in Chapter 12 Bankruptcy Filings for 10/1/17 to 9/30/18



Current WI Farm Bankruptcy Rate Unusually High



Chapter 12 Bankruptcies per 10,000 Farms

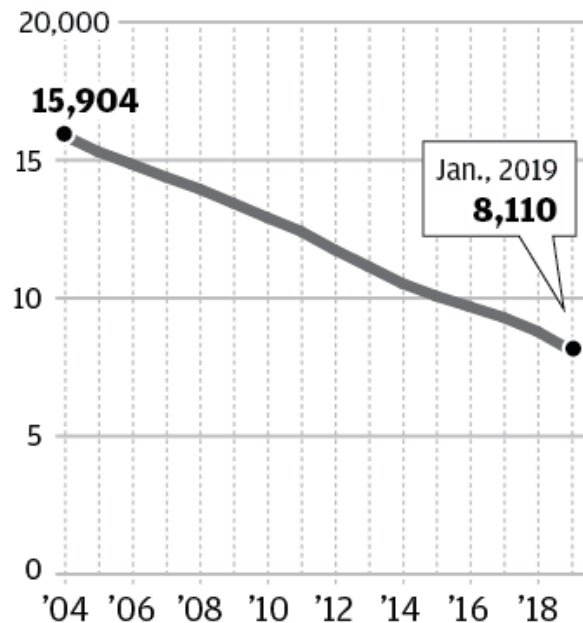
State	2016	2017	2018	Average 1997-2016
Wisconsin	5.82	6.57	6.86	2.98
Michigan	4.09	3.14	1.77	2.98

SUICIDE PREVENTION | A POPULATION AT RISK

As Wisconsin farmers struggle, new effort aims to prevent suicide

Wisconsin dairy farms

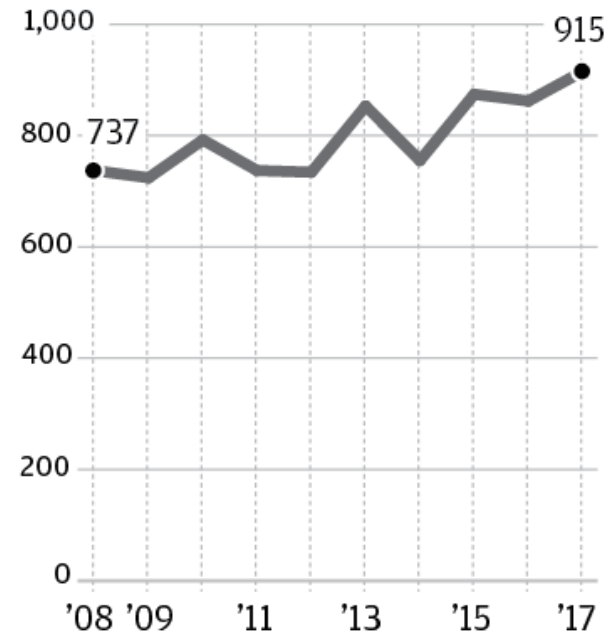
The state has had a 49 percent decrease in the number of dairy farms over the past 15 years:



SOURCE: Wisconsin Department of Agriculture, Trade and Consumer Protection
State Journal

Suicides in Wisconsin

The state had a record number of suicides in 2017:



SOURCE: Wisconsin Department of Health Services
State Journal

The Voices of Wisconsin Dairy Farmers

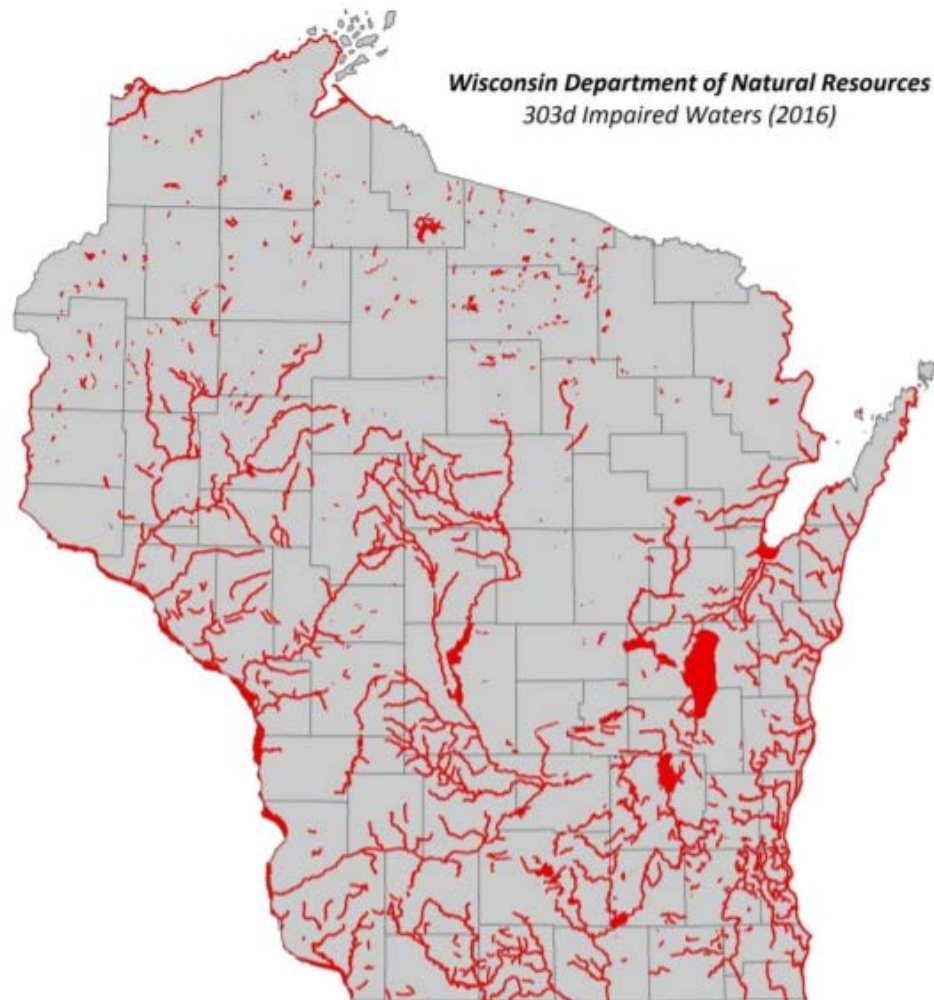
“We are just treading water and getting very tired. Not sure how long we will be able to hold on.”

“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



UNITED TO GROW FAMILY AGRICULTURE

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

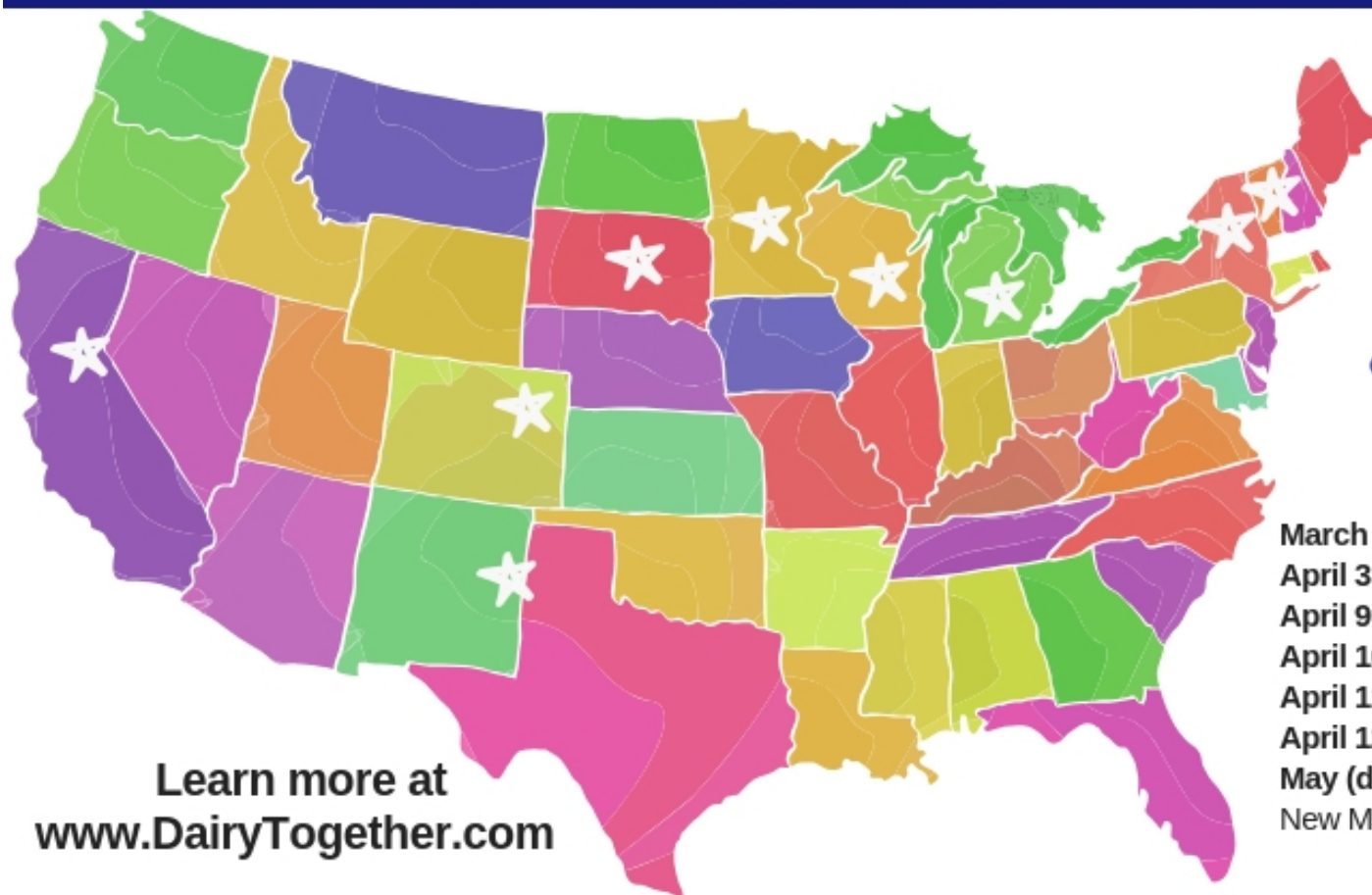
Thursday, March 15 - 7:30pm-9:30pm
Nordic Lanes
511 N. Main St., Westby

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

- **Agricultural publications.** Agri-View, The Country Today, Wisconsin State Farmer. Dairy Star, Hoard's Dairyman.
- **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.