

What can LAND do for you?

- Link exiting and beginning dairy producers in order to form a partnership or joint venture.
- Assist beginning dairy producers with an opportunity to work with existing facilities and cows in order to start farming.
- Assist exiting dairy producers to gradually transition out of farming.
- Assist beginning dairy producers to locate a facility in order to start farming.
- Assist exiting dairy producers in the transition out of the dairy business.

How do you sign up?

Contact your local LAND representative:

- Scott Gunderson (920-683-4175)
- Aerica Bjurstrom (920-388-7138)
- Joel Marquardt (920-775-3900)
- Brad Englebert (920-683-5119)
- Dennis Schueller (920-901-1497)
- Greg Booher (920-960-0551)
- Roger Sinkula (920-686-5660)

A cooperative effort between:



**Lakeshore Area Network for Dairy
(LAND)**

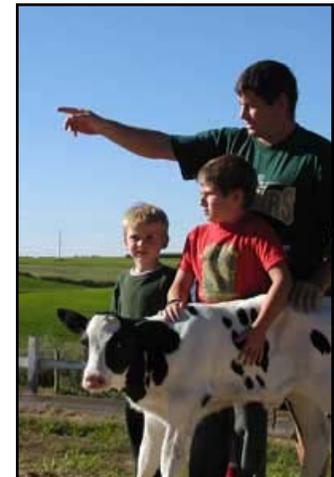
Kewaunee County UW—Extension
Aerica Bjurstrom, Agriculture Agent
810 Lincoln Street
Kewaunee WI 54216

Phone: 920-388-7138
Fax: 920-388-7159
Email: aerica.bjurstrom@ces.uwex.edu

<http://kewaunee.uwex.edu/agriculture/land/>

**Lakeshore Area
Network for Dairy
(LAND)**

*Linking beginning
and exiting dairy
producers*



*Bringing today's producers
together with the dairy
industry's future.*

How do you qualify to be part of the program?

Exiting Farmers

- You are thinking about retiring in the next few years.
- You are looking to partner with someone to ease your daily work load.
- You are looking to sell your property and business.
- You are already out of farming, but would like to work with a beginning farmer in order to use the facilities.
- Your operating or vacant farm is for sale or rent.

Beginning Farmers

- You want to start dairy farming, but cannot afford to purchase an entire working operation right now.
- You want to get some dairying experience before starting out on your own.
- You would like to rent or buy a portion of a current working operation.

How LAND worked for them:

Mark Otto

I can personally say LAND has worked for me. I was able to get a list of farmers that were looking to exit farming, and found one that worked best for me. On July 1, 2008, this was accomplished when I took ownership of 50% of the herd from Mark Herrmann. I was able to obtain ownership through the help of LAND and the Young Farmer program through Farm Service Agency. In today's farming industry, a program such as LAND is valuable for anyone looking to enter or exit dairy farming.



Mark Otto (L) and Mark Herrmann (R)

Mark Herrmann

Agriculture needs the next generation to get started into the business of dairy farming. LAND is working to bring people into dairy farming and connect them with farmers looking at future retirement. This is the route I took on July 1, 2008 when I sold half the cows and young stock to Mark Otto through the Young Farmer and Shared Facilities Program through Farm Service Agency. If you want to enter or exit the dairy business, contact LAND.

Mike Stutte

Because of the Lakeshore Area Network for Dairy, my wife Michelle and I were able to enter into farm ownership. The list of exiting farmers allowed us to determine which farms were looking for partners and which farms were looking at selling in the



Mike Stutte (R) and employee Teodoro Pulido (L)

near future. LAND gave us the ease of mind that we had several options of farms throughout eastern Wisconsin. The list of farms also made it extremely easy for us to get in contact with exiting farmers interested in keeping their dairy farm in operation. We are both very thankful for the Lakeshore Network for Dairy for all their assistance in making our dream of owning our own dairy a reality.

