

# Differences between Dairy Farms Planning to Expand and Farms not Planning to Expand

- The strength of the Wisconsin dairy industry depends on its diversity and its capacity to adapt to new situations.
- Some farmers may elect to expand their dairy herd as a strategy of sustainability.
- Providing adequate Extension support to this diverse and changing community of farmers is a challenge.
- It is important then to characterize and detect educational needs that better serve the clientele of farmers that have decided to expand their dairy herds.

## RESOURCES

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- A 10-page questionnaire was developed, tested and mailed to a group of 1,000 Wisconsin registered dairy farmers.
  - 300 farmers completed and the questionnaire.
  - Answers were analyzed segregating farmers who are expanding and farmers who do not plan to expand.
- 1) 26% of Wisconsin dairy farmers are intending to expand their operations
  - 2) Farmers planning to expand are younger, have already larger herds, more land, and more infrastructure than their counterparts.
  - 3) Extension programming for expanding farmers should emphasize nutrient and reproductive management, facility improvement, investment acquisition, and cash flow planning.

Excerpt from: Cabrera, V.E., Janowski, J.M. 2011. Wisconsin dairy business and production survey: Comparison between farms planning to expand and farms not planning to expand. Journal of Extension 3RIB1.

## WEB

[DairyMGT.info](http://DairyMGT.info)

