

## REGIONAL MULTI-STATE INTERPRETATION OF SMALL FARM FINANCIAL DATA VIA WEB BASED COMPUTER TOOLS FEATURING 2000 AND 2001 GREAT LAKES GRAZING NETWORK GRAZING DAIRY DATA

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This project provides a solid procedure and mechanism that extension professionals can use to help their less common enterprises meet financial challenges. This can broaden the diversity of clientele in a county, state, and region.

Ten Land Grant Universities plus Ontario have standardized accounting rules and data collection procedures to gather, pool, summarize and analyze actual farm financial performance from many sustainable, small farming systems which currently lack credible financial data that producers need for decision-making. Over 150 individual management intensive rotationally

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grazing dairy farms contributed data to this project in 2000 and/or 2001. This largest and most comprehensive set of data for grazing dairy farms on the continent shows that the grazing dairy system is economically competitive.

The up to date conclusions of this USDA IFAFS grant sponsored project #00-52501-9708 can be found at <http://cdp.wisc.edu>. Some data has also been collected from organic dairy farms and from custom heifer-raisers.

The financial data in this report has been widely distributed to participating farmers, county extension agents, vocational-agricultural instructors, lenders and agricultural professionals both in and outside of the cooperating states. Additionally, the report has been added to all of the county NRCS technical guides and Farm Service Agency farm loan officers' handbooks in Wisconsin.

The approach in this project can be expanded beyond grazing dairies to result in a new paradigm by which Land Grant Universities and other institutions use farm financial data to help farm families in all enterprises in the future.