

Nutrient Management Farmer Training Update submitted by Nancy Lannert, Resource Conservationist, Jefferson County LWCD

When the Farmland Preservation program was revamped in 2010, one of the new requirements for participation was to have and follow a nutrient management plan.

Typically NMPs are written by crop consultants. In order to be an approved plan writer, consultants need to hold some sort of approved credentials. Most often planners are CCAs...Certified Crop Advisors. CCAs must pass stringent requirements.

CCA Requirements:

- Must pass two exams (Currently only 60% of applicants pass the testing)
- Have at least two years of experience in agriculture and at least a Bachelor's of Science in an agronomy type field or four years' experience in agriculture with no degree
- Provide letters of reference and supporting documentation of your college/short course work and work experience.
- Earn 40 Continuing Education Credits every two years to maintain your CCA status

The starting point of developing a nutrient management plan is to take soil tests for your fields. One sample per five acres is the minimum requirement. Those samples must be analyzed at an approved lab. These test cost about \$8 per sample to analyze. That data is then used to make crop nutrient recommendations. Wisconsin planners use a program called Snap Plus that was developed by the University of Wisconsin. The program is available on the web for free.

Nutrient Management Planners charge producers to develop plans. Charges range from a per acre rate to hourly rate. A typical first year plan can cost \$9 to \$14 per acre along with the cost of the soil tests. So for a farm with 150 crop acres, the initial plan could cost \$2340.

The Department of Ag allows farmers to write their own nutrient management plans on land they own and operate if they take a DATCP approved training course. In December 2010, Joe Strupp and I held our first farmer training with assistance from UW Extension and DATCP. We have held a total of 9 full training classes since then. For the first three classes we used DATCP laptops. After that we used the County's Training laptops and just Joe, Heidi from UW and I did the four day training. After Heidi took a new position in Madison in 2012, Joe and I have done the classes ourselves. We have trained a total of 74 individuals, not counting their family members that may have come to assist in the planning process.

Anyone who has taken a nutrient management class like ours is required to attend a refresher course every four years. After having a number of farmers come to our office looking for individual help to update their plans, we realized there was a need for update classes. Starting in February of 2012, Joe and I have held a total of 12 update classes.

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Nutrient Management: Farmers' Success Stories

Wisconsin farmers are finding that nutrient management planning leads to real benefits: Increased yields and decreased input costs give them a better bottom line, while they also reduce the chances of manure runoff and the environmental and financial penalties it causes.

[Real Farms, Real Results](#) (brochure)

JEFFERSON COUNTY: ERICH WOLLIN



Erich Wollin is the farmer every conservationist wants to see in nutrient management farmer education. He started out as a student in a class offered by Jefferson County LWCD, brought a neighbor in for the training, and hosted a manure spreader calibration workshop.

Erich farms with his father and brother in the Town of Milford. They milk 120 dairy cows and have 115 replacement heifers. They use contour strip cropping as well as some rotational grazing. Erich has a reputation in the community for being a leader and a willingness to try new things.

Jefferson County Resource Conservationist Joe Strupp first worked with Erich a few years ago on a conservation plan. He was participating in the Farmland Preservation program and wanted his plan to reflect their current cropping practices. The family recently built a new free stall and heifer barn. Joe encouraged him to take the County's nutrient management course. He took the training in February 2012, and it turned out to be a valuable tool. He took advantage of the manure spreader calibration that is so important to making a plan work, and has now installed a manure storage system to make better use of animal waste.

The training really hit home when he and his brother bought a 40-acre parcel of land with a house on it. They split off the house and sold it to their sister. When they soil sampled the field so they could add the field to their nutrient management plan, they found it was high in phosphorus. Their sister tested the water in the well supplying the house, and it was high in nitrates. "They saw the connection between fertilizing and water quality. It was an eye opener," Joe Strupp says.

A neighbor and friend of Erich's heard about the class and was interested in participating. Since Erich had already completed it, he attended with his neighbor to help him out. He felt confident enough in his own ability to use the SnapPlus software to help someone develop a plan. During the session Erich was able to help the LWCD staff in answering questions of fellow farmers in developing their nutrient management plans.

"Erich is eager to be a good farmer and do the right thing. He wants to have a successful farm that also practices successful conservation," Joe Strupp says.

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Farmland Preservation Program Update submitted by Nancy Lannert, Resource Conservationist, Jefferson County LWCD

Farmland Preservation is a program which gives farm owners a credit on their Wisconsin Income Taxes. Prior to 2010, the credit was based on the landowner's income and the amount of taxes paid on the land. For most landowners, this amounted to a 10% tax credit on up to \$6000 of property tax.

In 2010, the program was revamped giving landowners a \$7.50 credit per acre. This for many landowners was a significant increase over the previous calculation. However, the ability to take the credit now hinges on following stricter conservation standards.

Participants must have and follow both a conservation and nutrient management plan and meet all livestock and manure handling requirements.

The State requires the department to complete a status review of each participant once every 4 years. Prior to 2010, it was once every 6 years. In 2010, we restructured our monitoring from a "shotgun" pattern around the County to a regional pattern of four quadrants. This has improved the speed at which we complete the required checks and saves money on fuel.

Reviews consist of evaluating crop residue levels on each field, looking for erosion problems such as gullies and making sure that farms with livestock meet all non-point runoff rules.

Total number of participants: 671 (down from about 1000 in 2002)

Acres in program: 113,268

Number of participants reviewed in 2014: 116

Number of participants to be reviewed in 2015: 191

Individual Qty	Description	Bundle Qty	Bundles Sold	Bundles Remaining	Individual Qty Remaining
1000	Eastern Arborviate	40	7	33	825
500	Elderberry	20	5	15	375
1000	Fraser Fir	40	38	2	50
500	Hackberry	20	5	15	375
1000	Norway "Red" Pine	40	19	21	525
1000	Norway Spruce	40	28	12	300
1000	White Oak	40	23	17	425
1000	White Pine	40	28	12	300
1000	White Spruce	40	19	21	525
8000		320	172	148	3700

3/17/2015

Trees Sold
4300

3/18/15 ~ 2014/2015 Tree Sale Report

- 9 different tree species
- 8000 trees ordered
- 4300 trees sold so far
- Tentative distribution dates week of April 13 - 16

Jefferson County
Land & Water Conservation Totals

Date Ran 3/12/2015
Period 1
Year 2015

Business Unit	Description	Current Period Actual	Current Period Budget	YTD Actual	YTD Budget	Prorated Variance	Total Budget	Annual Remaining	Percentage Of Budget
7001 Land & Water	Revenue	(33,745.67)	(46,678.75)	(33,745.67)	(46,678.75)	12,933.08	(560,145.00)	(526,399.33)	6.02%
	Expenditures	51,110.06	46,678.75	51,110.06	46,678.75	4,431.31	560,145.00	509,034.94	9.12%
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		17,364.39	(0.00)	17,364.39	(0.00)	17,364.39	-	(17,364.39)	#DIV/0!
7002 Wild Life Crop	Revenue	-	(1,666.67)	-	(1,666.67)	1,666.67	(20,000.00)	(20,000.00)	0.00%
	Expenditures	1,859.69	1,666.67	1,859.69	1,666.67	193.02	20,000.00	18,140.31	9.30%
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		1,859.69	-	1,859.69	-	1,859.69	-	(1,859.69)	#DIV/0!
7007 Nutrient Manage	Revenue	(60.00)	(40.42)	(60.00)	(40.42)	(19.58)	(485.00)	(425.00)	0.12
	Expenditures	13.00	40.42	13.00	40.42	(27.42)	485.00	472.00	0.03
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		(47.00)	-	(47.00)	-	(47.00)	-	47.00	#DIV/0!
7008 County Cost Share	Revenue	-	-	-	-	-	-	-	#DIV/0!
	Expenditures	-	-	-	-	-	-	-	#DIV/0!
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		-	-	-	-	-	-	-	#DIV/0!
7009 Hope Lake	Revenue	-	(250.00)	-	(250.00)	250.00	(3,000.00)	(3,000.00)	0.00%
	Expenditures	-	250.00	-	250.00	(250.00)	3,000.00	3,000.00	0.00%
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		-	-	-	-	-	-	-	#DIV/0!
7010 Resources	Revenue	-	(5,041.67)	-	(5,041.67)	5,041.67	(60,500.00)	(60,500.00)	0.00%
	Expenditures	2,906.40	5,041.67	2,906.40	5,041.67	(2,135.27)	60,500.00	57,593.60	4.80%
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		2,906.40	-	2,906.40	-	2,906.40	-	(2,906.40)	#DIV/0!
7011 Non Metallic	Revenue	(2,038.75)	(39.58)	(2,038.75)	(39.58)	(1,999.17)	(475.00)	1,563.75	429.21%
	Expenditures	3.26	39.58	3.26	39.58	(36.32)	475.00	471.74	0.69%
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		(2,035.49)	(0.00)	(2,035.49)	(0.00)	(2,035.49)	-	2,035.49	#DIV/0!
7012 Mud Lake	Revenue	-	-	-	-	-	-	-	#DIV/0!
	Expenditures	-	-	-	-	-	-	-	#DIV/0!
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		-	-	-	-	-	-	-	#DIV/0!
7013 Rome Ponds	Revenue	-	-	-	-	-	-	-	#DIV/0!
	Expenditures	-	-	-	-	-	-	-	#DIV/0!
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		-	-	-	-	-	-	-	#DIV/0!
7014 Gypsy Moth Program	Revenue	-	-	-	-	-	-	-	#DIV/0!
	Expenditures	-	-	-	-	-	-	-	#DIV/0!
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		-	-	-	-	-	-	-	#DIV/0!
7016 Southern Area	Revenue	-	-	-	-	-	-	-	#DIV/0!
	Expenditures	-	-	-	-	-	-	-	#DIV/0!
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		-	-	-	-	-	-	-	#DIV/0!
7019 Farmland Preservation	Revenue	-	(26,354.17)	-	(26,354.17)	26,354.17	(316,250.00)	(316,250.00)	-
	Expenditures	-	44,906.09	-	44,906.09	(44,906.09)	538,873.13	538,873.13	-
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		-	18,551.93	-	18,551.93	(18,551.93)	222,623.13	222,623.13	-
7020 County Farm	Revenue	8,684.92	(122.42)	8,684.92	(122.42)	8,807.34	(1,469.00)	(10,153.92)	-591.21%
	Expenditures	35.96	122.42	35.96	122.42	(86.46)	1,469.00	1,433.04	2.45%
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Total		8,720.88	(0.00)	8,720.88	(0.00)	8,720.88	-	(8,720.88)	#DIV/0!
Total All Business Units	Revenue	(27,159.50)	(80,193.67)	(27,159.50)	(80,193.67)	53,034.17	(962,324.00)	(935,164.50)	#DIV/0!
	Expenditures	55,928.37	98,745.59	55,928.37	98,745.59	(42,817.22)	1,184,947.13	1,129,018.76	#DIV/0!
	Other Sources	-	-	-	-	-	-	-	#DIV/0!
Grand Total Land Conservation		28,768.87	18,551.93	28,768.87	18,551.93	10,216.94	222,623.13	193,854.26	#DIV/0!