

Making Manure Transfer a Revenue Source

Linking Cash Grain and Livestock Producers

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Why get involved ?

- Farmers are looking for ways to cut costs (esp. with higher fertilizer prices)
- Farmers are using less fertilizer (regulations)



Why get involved ?

- **Product sales fall with higher prices**
- **Regulations are reducing fertilizer volumes**



Farms have a need you can fill.

1. Enough land to deal with manure

- Land may be available, but expensive
- Land may be available, but distant
- Land may not be available (competition)
- N Based: 1 acre/cow, P based 2+ acres/cow



Farms have a need you can fill.

2. Enough land to produce feed

- Buying feed may be cheaper.
- Soils may be too high in P
- Soils may be too high in K



Farms have a need you can fill.

3. You are the expert. You know:

- Which neighbor can competently produce high quality livestock feed.
- Which fields can benefit from manure



Matchmaker Role

- **Bring farms together**
- **Provide services to both (soil sampling, nutrient management plan, etc.)**
- **Low cost, strengthen relationships**



Negotiator Role

- Act as a go-between, come up with final terms.
- Can charge for the service, but most likely will not if both farms are current clients



Broker Role

- Popular with concentrated manures
 - Poultry, Swine
- You take ownership, resell to other farmer
- Legal issues arise, esp. if permitted farm. (WPDES)



Generating Revenue

- **Must provide service of value to one or both parties**
- **Must show them the value of your services**



Livestock Producer

- **Meet regulations without buying/renting land.**
- **Allow expansion without land cost**



Livestock Producer

- **Improve feed quality**
 - Consulting for harvest timing
 - Different soil base (spread risk against drought/wet season)
 - Identify low K feed sources





Livestock Producer

- **More flexibility with future manure applications**
- **Manure tracking / recordkeeping service**



Cash Grain / Feed Producer

- **Guide through adoption of new cropping system**
- **Cross – linked sales of other services**
 - **Weed scouting**
 - **Soil Testing**





Cash Grain / Feed Producer

- New markets (increase price for crops, lower hauling/drying costs)
- Increased soil tilth
 - Water holding, nutrient holding capacity



Is this right for my firm?

- **Must fully research ideas first**
- **Must have support of livestock producers**

