

# Farm Advocates and Locations

See map for locations of Farm Advocates.

1 **Bruce Lubitz**  
Field Lead  
Perham  
Ph: 218-346-4866

2 **Connie Dykes**  
Lake City  
Ph: 651-345-5149

3 **Dave Elliason**  
Isle  
Ph: 320-676-3559

4 **David Hesse**  
Comfrey  
Ph: 507-877-3012

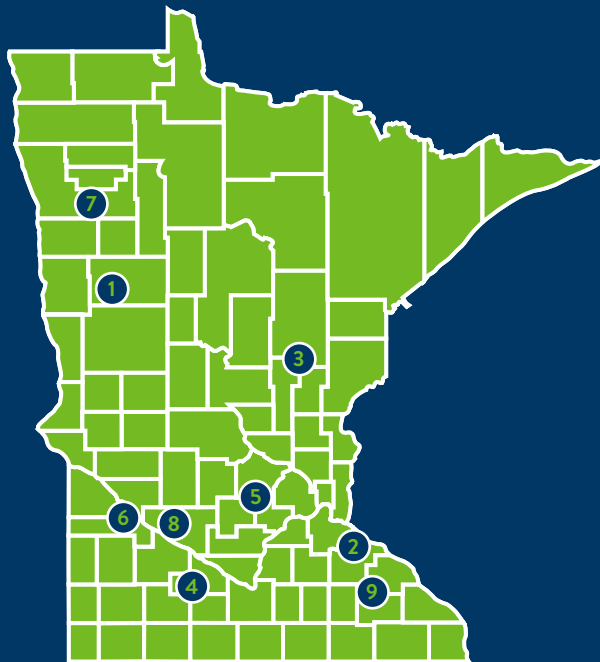
5 **Dan Hunz**  
Waverly  
Ph: 763-772-6687

6 **Ruth Ann Karty**  
Clarkfield  
Ph: 320-669-7135

7 **George Bosselman**  
Fosston  
Ph: 218-200-9432

8 **Steve Zenk**  
Danube  
Ph: 320-894-2517

9 **Wayne Pike**  
Rochester  
Ph: 507-251-1937  
Fx: 888-255-9735



## Minnesota Farm Advocate Program FARMERS HELPING FARMERS

*In accordance with the Americans with Disabilities Act, this information is available in alternative forms of communication upon request by calling 651-201-6000. TTY users can call the Minnesota Relay Service at 711. The MDA is an equal opportunity employer and provider.*

*Minnesota Farm Advocates.indd 9.10.19*



# Minnesota Farm Advocates



## What is the Minnesota Farm Advocate Program?

Farm Advocates provide one-on-one assistance for Minnesota farmers who face crisis caused by either a natural disaster or financial problems. Farm Advocates understand the needs of our agricultural families and communities. They are trained and experienced in agricultural lending practices, mediation, lender negotiation, farm programs, crisis counseling, disaster programs and to recognize the need for legal and/or social services.

The Farm Advocate Program has been supported by the Minnesota Department of Agriculture since 1984. There is no charge or fee for Farm Advocate assistance.

Farm Advocates receive continuing education in the changing and complex issues of lender policies, bankruptcy laws, mediation, tax laws, USDA's Farm Service Agency's loan programs, Farm Credit Services and all other government programs affecting agriculture.

The Farm Advocates have a network of attorneys, accountants, human service professionals, educators and other sources of information and services.

Equipped with all these resources, the Farm Advocates share their expertise with others, enabling them to make informed decisions.



## When should you contact a Farm Advocate?

- When you are going into mediation.
- When you negotiate with lenders.
- When you are liquidating assets of the farm operation.
- When you need financial information.
- When you suffer a devastating loss, i.e., fire, disease or natural disaster.
- When you receive an adverse decision from a state or federal agency.
- When your open accounts have substantially increased over 12 months.
- When there is a major drop in your equity over 12 months.
- When you are entering into or dissolving a partnership.

## Farm Advocate Services

### Financial Planning

- FINPACK preparation
- Cash flow projections
- Financial evaluations
- Identify problem areas
- Discuss options
- Debt restructuring
- Debt resolution
- Loan applications
- Retirement planning

### Lender Negotiations

- Mediation planning/sessions
- Farm Service Agency
- Farm Credit Services
- Banks
- Implement dealers
- Other creditors

### Farm Programs

- Planning
- Applications
- Appeals

### Legal Services

- Referrals
- Assist in case preparation

### Social and Human Services

- Applications
- Appeals
- Referrals



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