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# HOWARD MARKLEIN

STATE SENATOR • 17<sup>TH</sup> SENATE DISTRICT

**May 23, 2023**

## **Senate Committee on Transportation and Local Government Testimony on Senate Bill 247**

Good Afternoon!

Thank you Chairman Tomczyk and committee members for hearing Senate Bill 247, which would establish an Ag Roads Improvement Program (ARIP).

Rep. Tranel and I drafted SB 247, which is modeled after the very successful Local Road Improvement Program (LRIP), which provides road funding to other local, rural roads. We propose to fund ARIP with \$150 million in one-time money.

Deteriorating Class B and weight-restricted roads throughout Wisconsin restrict the ability of farmers to move full truckloads of goods off the farm to processors and to market. These bad roads also limit their ability to receive large shipments of feed and other items efficiently. As a result, farmers, suppliers, and transport companies have to take half loads or miles-long detours to be in compliance with weight restrictions. This increases costs for farmers and suppliers and causes bottlenecks in the food supply system.

We propose that the ARIP will be 100% state funded which means that no local match is required to do ARIP projects. These roads are the most rural in the state. Towns often do not have the resources to provide the necessary match to access existing funding programs. The goal of this program is to make it as easy as possible for towns to access the money.

The funding in ARIP will be targeted to the first-mile of roads and bridges that farmers use every day. Specifically, funding will go toward repairing Class B and weight-restricted roads that provide access to farms and agricultural lands. Repairs to bridges and culverts on these roads are also eligible for funding. After project completion, the road will no longer be a Class B or weight-restricted road.

Projects will be selected by a committee made up of local government officials and members of the ag community, just like the current LRIP selection process. The bill includes prioritization criteria to ensure money is used most effectively. We prioritize projects that increase access to the largest number of farmers, lead to the largest reduction in deferred or repeated trips, have the greatest economic impact, target roads where the only feasible access to a farm is a single road, and provide funding to towns that cannot otherwise afford to maintain or repair these roads.

There are ag-roads all over Wisconsin that need this funding. I am optimistic that my colleagues in the legislature will recognize the value of this idea and support our work to improve access to and from farms throughout the state.

This bill is supported by the Wisconsin Ag-Coalition, and others including: AgCountry Farm Credit Services, Agricultural Retailers Association, Compeer Financial Services Cooperative Network, CropLife America, Dairy Business Association, GreenStone Farm Credit Services, Midwest Food Products Association, Wisconsin Agri-Business Association, Wisconsin Association of Professional Agricultural Consultants, Wisconsin BioFuels Association, Wisconsin Biomass Energy Association, Wisconsin Cattlemen's Association, Wisconsin Cheese Makers Association, Wisconsin Corn Growers Association, Wisconsin Farm Bureau Federation, Wisconsin Pork Association, Wisconsin Potato & Vegetable Growers Association, Wisconsin Soybean Association, Wisconsin State Cranberry Growers Association, Wisconsin Veterinary Medical Association, Wisconsin Milk Haulers Association, Aggregate Producers of Wisconsin, Bayer US, Foremost Farms USA, League of Wisconsin Municipalities, Venture Dairy Coop, Wisconsin Dairy Alliance, Wisconsin Independent Businesses, Wisconsin Manufacturers & Commerce, Wisconsin Motor Carriers Association, Wisconsin Property Taxpayers, Wisconsin Realtors Association, Wisconsin Towns Association, and Wisconsin Transportation Builders Association.

I am proud to work on behalf of all of the farmers, producers, processors and others in the ag supply chain who work so hard to provide goods and services for Wisconsin's ag economy. I look forward to working with my colleagues to move this bipartisan idea forward.

Thank you again to the committee for hearing SB 247, and your timely action on the bill.



# TRAVIS TRANEL

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Testimony for the Assembly Committee on Agriculture

Senate Bill 247

May 23, 2023

Thank you, Chair Tomczyk and members of the committee for holding a public hearing on Senate Bill 247 today and its substitute amendment. This important legislation will help create an Agricultural Roads Improvement Grant Program (ARIP) utilizing \$150 million of one-time state surplus dollars. Funding will target investment toward rebuilding high economic impact Ag roads that are in need of upgrade and modernization. Getting our state's agricultural products to market quickly, efficiently, and safely needs to be a top priority because of the important role it plays in our state's economy and nation's food security.

Our state has a strong and diverse agricultural economy that accounts for nearly \$105 billion and 436,000 jobs. We need to invest in the future so we can stay competitive in the ever-evolving global marketplace. However, as the pandemic and global supply chain crisis highlighted, our state's road infrastructure at the town and county level in rural areas has been falling behind for decades and needs to be upgraded. Weight restrictions, alternative route requirements, weak culverts, and bridge closures are all hindering Wisconsin's Ag economy from reaching its full potential in delivering secure, quality food products at affordable prices.

Farmers around the state are traveling farther and farther from their home farms to find ground to run. They are telling me that something needs to be done to fix our local rural roads to better handle the modern equipment they have to utilize in order to remain competitive. Farmers should not be doing more damage to their equipment while on the road than they do in the field planting or harvesting.

This is why we have been working extremely hard since the beginning of the session in a collaborative way with ARIP's coauthor Sen. Marklein, The Wisconsin Ag coalition, and local government officials to create the Agriculture Roads Improvement Program (ARIP). This legislation builds upon the successful Local Roads Improvement Program (LRIP) that helps provide grants to local government which targets seriously deteriorating highways.

ARIP focuses on the problem and targets economic bottlenecks through a grant program for local government units to help rebuild vital Ag roads that meet specific economic criteria and needs. The goal of ARIP is to revitalize local infrastructure and save time, money, and resources for farmers helping them remain competitive, productive, and successful far into the future.

#### ARIP Bill:

1. \$150 million investment in targeted Ag roads.
2. Allows local units of government to apply for grants with up to a 100% match. (planning, design, engineering, and construction)
3. Makes the grant process simple, efficient, and streamlined. (2-page DOT grant application)
4. Road would need to be posted
5. If the applicant chooses, they can work with the county or state to manage the ARIP project.

#### ARIP Substitute Amendment Improvements:

1. Clarifies that "forestry products" are included within the bill's definition of "agricultural goods."
2. Explains that to receive priority in the grant process the project will reduce any of the following: deferred or delayed trips, repeated trips at reduced weights, labor costs, fuel costs, mileage, and damage to equipment used in Ag production.
3. Removes age requirement determination for road, bridge, or culvert. (challenge to determine in some cases)
4. Takes out the appropriation, in order to fund the bill via the budget process.

This legislation has been introduced with my coauthor Senator Marklein in the hopes that it will begin the process of building a modern Ag transportation infrastructure system that meets the needs of modern equipment for farmers to ensure secure, quality food products are affordable for Wisconsin families. We are extremely happy to have over fifty bipartisan cosponsors of this legislation, and the support from over thirty agriculture and local government groups. Many of whom are here to testify in support of this bill today.

Thank you for taking the time to hear SB 247 and it's our hope you will consider supporting this important bill and move it forward.







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# KAREN HURD

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STATE REPRESENTATIVE • 68<sup>TH</sup> ASSEMBLY DISTRICT

Senate Bill 247  
Public Testimony  
Senate Transportation and Local Government Committee  
May 23, 2023

Thank you, Chair Tomczyk and members of the committee for holding this hearing on Senate Bill 247.

In the 68th Assembly District which I represent, there are 42 municipalities, most of them being rural towns. I have been in contact with the town chairs and supervisors, village presidents, city mayors and their boards and councils since January 2022.

Unequivocally, the major concern of these municipalities is the condition of the roads. Of these municipalities the most disadvantaged are the towns. Towns on the average have to maintain 55 miles of road. Most often these roads are gravel. In many places boxed culverts have to be placed on these gravel roads depending on the size of the stream that the road crosses. These culverts are the responsibility of the local town to maintain on a budget that is woefully inadequate.

Not only are the minor collector (gravel) roads in need of attention as well as the box culverts that many of them must utilize, but our Class B roads that run through the rural parts of Wisconsin are desperately in need of attention as well as their boxed culverts. The heavy agricultural traffic that these roads must sustain means that upgrades are essential to keep the farm and forest products adequately moving to the processing plants and further destinations.

It is noteworthy that not only the leaders of these municipalities consider roads to be the number one priority, but citizens in large numbers that live in the 68th District have also, unprompted, expressed their concern about the roads. These citizens have named it their number one priority for me to pursue as their representative.

Senate Bill 247 will provide much needed help for our agricultural roads. I am in favor of the passage of this bill.

Thank you for your time. I am happy to answer any questions the committee may have.





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**Testimony of Wisconsin Department of Transportation**  
**Assistant Deputy Secretary Joel Nilsestuen**  
**Before the Senate Committee on Transportation and Local Government**  
*May 23, 2023*

**Re: Senate Bill 247, relating to an agricultural roads improvement grant program and making an appropriation.**

WisDOT appreciates the opportunity to submit written testimony for informational purposes. We also appreciate the continued engagement with the bill authors and stakeholders to craft this legislation.

This bill requires the department to create a new Agricultural Road Improvement Program (ARIP) aimed at improving agricultural transportation facilities that are roadways functionally classified as minor collectors or local roads, and bridges or culverts on said roadways. To be considered eligible, a facility must provide access to agricultural lands used to produce agricultural goods and must be used by more than one agricultural producer. Additionally, these facilities must display structural deficiencies resulting in weight limitation postings at least annually.

The department sees many positive aspects in the substitute amendment. Over the past several sessions and budgets, we appreciate the cooperative work done to address system needs in rural areas. However, there remain several concerns with SB 247 to consider. These concerns could lead to negative consequences for both ARIP and the state's Discretionary Local Roads Improvement Program (LRIP-D).

The amended language does not create a new appropriation for ARIP and is written such that projects must be funded out of s. 20.395(2)(ft), which funds LRIP-D. The department believes this will result in the two programs competing against each other for funding. Additionally, the two programs allow different levels of cost share participation. LRIP-D provides reimbursement of not more than 50 percent of the eligible project costs. ARIP would provide reimbursement of not more than 100 percent of eligible project costs. Given ARIP's ability to reimburse at much higher levels, the department is concerned it could quickly consume much of the program funding.

The ability for a local government to request reimbursement up to 100 percent of eligible project costs creates other concerns. The department understands participating costs are a barrier for many small governments, especially those in rural areas. However, participating in the cost of an improvement project encourages adherence to practical design standards and reduces the potential for inflated project scopes. To mitigate for this, the department may need to perform an expanded application review or establish clear standards for the program. Both could slow implementation of the program.



Finally, given that ARIP has important differences that set it apart from LRIP-D, the department would need to establish a separate process for soliciting applications, selecting projects, and providing reimbursement. LRIP-D, and its Supplemental and Entitlement counterparts, provide reasonable frameworks that can be copied, but a new program administration system would need to be created and administered by staff. The department would need additional resources to ensure the system was built correctly and administered effectively. The department may also need to partner with other state agencies, such as the Department of Agriculture, Trade, and Consumer Protection or the Department of Revenue, to better capture programmatic needs.

Thank you again for the opportunity to provide this written testimony today. The Agricultural Road Improvement Program provides an opportunity to address needs on local transportation facilities that support one of Wisconsin's most important industries. We would stand ready to continue working with the bill authors and the committee to develop language to address these concerns. Thank you for your time and consideration.

DATE: May 23, 2023

TO: Members of the Senate Committee on Transportation and Local Government

FROM: Wisconsin Farm Bureau Federation

RE: **Support for Senate Bill 247 creating the Agricultural Road Improvement Program (ARIP)**

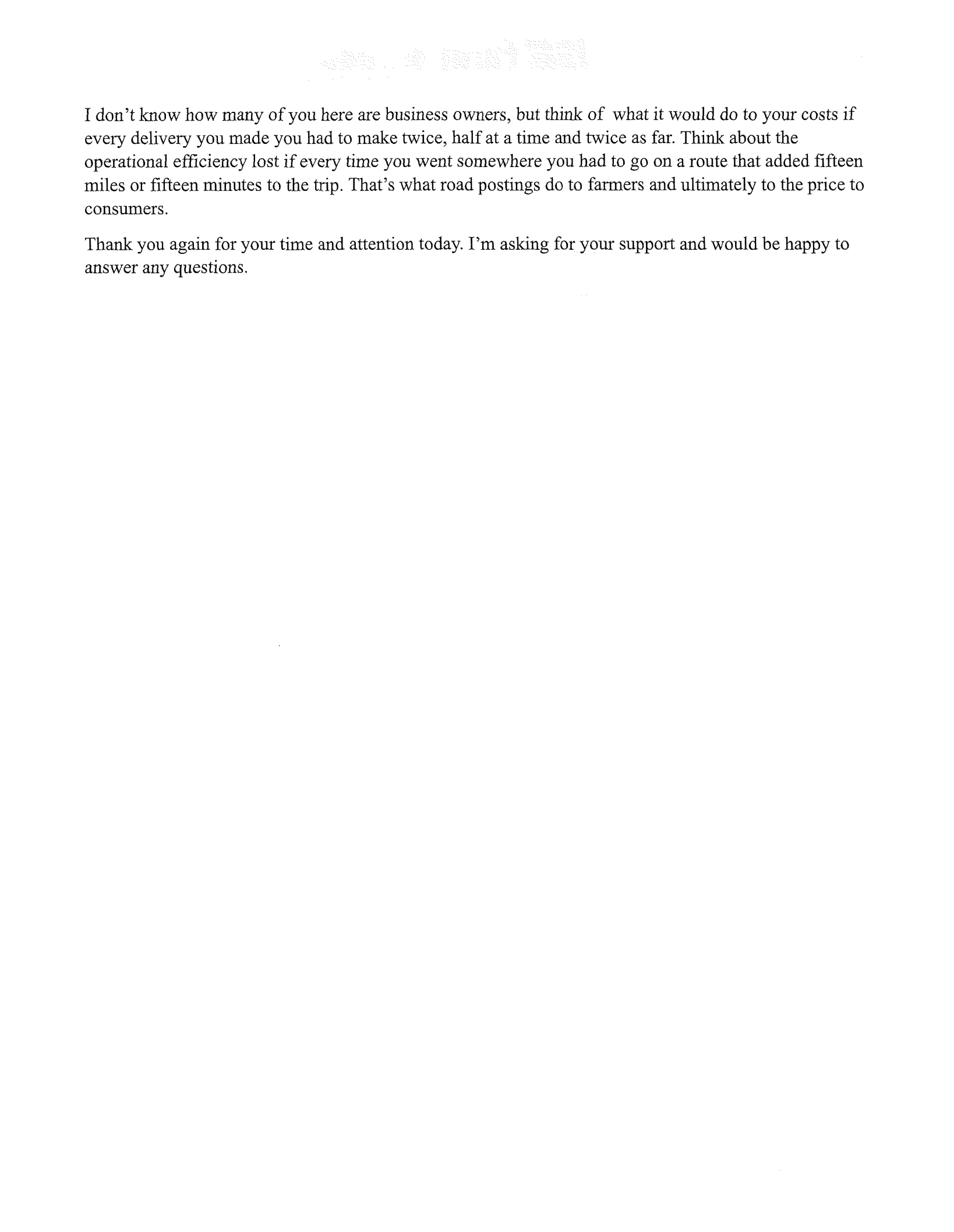
Good morning, Chairman Tomczyk and members of the Senate Transportation Committee. Thank you for taking the time to hear 2023 Senate Bill 247 creating an Agricultural Road Improvement Program. My name is Kevin Krentz and I am the President of the Wisconsin Farm Bureau Federation and I'm here asking for your support of Senate Bill 247 to address a serious and long-standing problem for our industry.

If you ask any farmer, they will tell you the biggest hurdle getting products to market are often the roads right outside their farms. Weight restrictions on roads and bridges across the state have forced farmers to route around postings adding additional miles to their journey or requiring them to run half-loaded trucks because of crumbling infrastructure. Without future investment into rural Wisconsin infrastructure we will see further future challenges for agriculture and add further strain to the food supply chain and increased costs at the farm and the grocery store.

Senate Bill 247 would develop a new grant program to upgrade local roads and small bridges that serve as the critical link between farmers, their fields, processing facilities, and the businesses that provide essential feed and supplies. Just as Farmers need to make investments in equipment to stay competitive nationally and globally and protect Wisconsin's agricultural product market share. Wisconsin needs to also make investments in the rural economy to ensure that farmers have the tools necessary to operate efficiently and get products to market at a price consumers can afford.

This initiative is requesting a significant investment in the 2023-25 Wisconsin State Budget to provide local governments with resources to make necessary infrastructure upgrades to keep eggs, bacon, and milk on the shelves and our rural economy moving. Unfortunately, the small towns and rural communities where farmers live lack the capital necessary to make this kind of investment. Back in the 1950s and 60s, when Wisconsin initially started to pave secondary roads so those two and 3 axle trucks could get milk and produce off the farm year-round., they likely did not envision the future scale of Wisconsin's agriculture industry, which today is a \$107 billion per year industry just in Wisconsin.

Just as Wisconsin needed investment in the past, we are asking your help to do it again to bring rural infrastructure into the modern era. We need Wisconsin to match the investments that Wisconsin Agriculture has already made so those investments don't go to waste. If we cannot use the equipment as it's designed to be used, efficiency and profitability is lost.



I don't know how many of you here are business owners, but think of what it would do to your costs if every delivery you made you had to make twice, half at a time and twice as far. Think about the operational efficiency lost if every time you went somewhere you had to go on a route that added fifteen miles or fifteen minutes to the trip. That's what road postings do to farmers and ultimately to the price to consumers.

Thank you again for your time and attention today. I'm asking for your support and would be happy to answer any questions.



DATE: May 23, 2023

TO: Members of the Senate Committee on Transportation and Local Government

FROM: Wisconsin Farm Bureau Federation

RE: **Support for Senate Bill 247 creating the Agricultural Road Improvement Program (ARIP)**

Good afternoon, Chairman Tomczyk and committee members, thank you for taking the time to hear Senate Bill 247 creating an agricultural road improvement program. We would like to express our support for this important legislation and appreciation for the bill's authors, Senator Marklein and Representative Tranel as well as those in co-sponsorship. Passage of this legislation is the top priority for the Wisconsin Farm Bureau Federation in this legislative session.

The goal of this program is to rebuild roads, bridges and culverts that are currently posted for weight due to wear and degradation or simply because they were never built to carry modern equipment. For example, the bridge outside La Crosse that recently collapsed under a fertilizer truck was likely built in the 1920s and was certainly not built to any modern engineering standard.

The bill and substitute amendment before you are modeled after the state's Local Road Improvement Program, which provides state grants for local road projects that are otherwise unaffordable for local governments.

The Agricultural Road Improvement Program (ARIP) would provide \$150 million for a competitive grant program targeted to repair roads that impede agricultural operations because they are posted for weight.

To be eligible for the program, a road, bridge, or culvert would have to be maintained by a local government, be weight posted at least annually, and be used by more than one agricultural operator. Structures under twenty feet in length would be eligible for funding under the bill, and forestry is included as an agricultural use.

Projects that meet these criteria would compete for grants based on several factors including: the degree to which they reduce impacts on users in terms of the number of deferred or delayed (generally due to spring postings) trips; reduction in repeated trips at reduced weight; reduction of excess labor or fuel costs; reduction of wear and tear on equipment; the total volume of

agricultural goods hauled over the route; whether the route provides the only feasible access to land or facilities; and routes that provide the greatest economic impact for agricultural users.

The bill provides funding for any costs related to an eligible project including engineering and design work and may cover up to 100% of the project cost.

The bill also provides an allowance for a local government to request that their highway commissioner, with the permission of the county board, or the Department of Transportation (DOT), act as the fiscal agent for the project. Alternatively, the local government may be reimbursed incrementally over the life of the project rather than having to borrow the entire cost. Both these provisions are intended to account for the limited borrowing or other capacities of some smaller local units of government.

Finally, the bill directs DOT to establish a committee and review process for the program like those currently used for LRIP.

Thank you again for your time in hearing this bill. I would greatly appreciate your support and would be happy to answer any questions.



*"Wisconsin's Milk Moo-ver"*

**CHAIR**  
Jerrold Schroeder  
Schroeder Milk Transit

**VICE CHAIR**  
Tim Neubauer  
Tim Neubauer Trucking

**Testimony in support of Senate Bill 247**  
Senate Committee on Transportation  
May 23, 2023

Chair Tomczyk and Committee Members,

Thank you for the opportunity to speak to you today and share our support for Senate Bill 247.

My name is Dan Johnson and I am the Vice President of the Wisconsin Motor Carriers Association as well as the Administrator for the Wisconsin Milk Haulers Association. The WMHA has been the statewide advocate for the milk hauling industry since 1957.

Each month, milk haulers move more than 2.4 billion pounds of raw milk from Wisconsin's 6,500 dairy farms to one of many processing plants. Milk haulers are a key component of Wisconsin's \$26.5 billion dairy industry and must ensure the transport of raw milk from farm to processor is performed in a safe, efficient and timely manner.

Milk is a necessary food product which is transported 365 days a year with an expectation of no stoppage. However, during the spring months, seasonal weight limits place restrictions on milk haulers' ability to effectively move product from the farms to the processors. Those restrictions are further exacerbated by long wait times at the plants, winter weather conditions, and a continued problem of finding enough drivers to haul milk.

Wisconsin is 'America's Dairyland' and consumers rely on dairy products to be readily available in grocery store and restaurants. We have all witnessed supply chain issues over the last few years that have crippled the state and national economy. It would be extremely detrimental to Wisconsin's economy and image if milk and dairy products were added to the growing list of supplies less available to consumers. Those challenges are the reason why this legislation is necessary.

Under SB 247, any road used for agricultural purposes which is improved and upgraded through the grant program could not be posted with weight restrictions. To paraphrase a recent comment by a Wisconsin dairy farmer, the trucks are not too heavy for roads, the roads are not built well enough for the trucks. This critical funding legislation is needed if Wisconsin is to remain as 'America's Dairyland' and keep milk moving from farm, to processor, to consumers throughout the year.

The Wisconsin Milk Haulers Association appreciates the efforts of the authors and co-sponsors of this legislation and hopes this committee will give it all due consideration and eventual support.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "D. Johnson".

**Dan Johnson**  
Administrator, Wisconsin Milk Haulers Association  
562 Grand Canyon Drive  
Madison, WI 53719





May 23, 2023

## **Senate Committee on Transportation and Local Government**

*Testimony in favor of Senate Bill 247*

Good morning, Chairman Tomczyk, and committee members. Thank you for the opportunity to provide testimony today in support of Senate Bill 247.

My name is Chad Zuleger. I am director of government affairs representing the Dairy Business Association. Our membership includes dairy farmers, processors and a variety of affiliated businesses combined to ensure producers are successful in our state and that the products they produce remain delicious, nutritious, and available worldwide.

Senate Bill 247 aims to establish an Agricultural Road Improvement Grant Program under the jurisdiction of the Department of Transportation (DOT). This program will significantly benefit our agricultural communities by providing essential funding for the improvement of local posted roads, bridges, and culverts that are vital for the transportation of agricultural goods.

Agriculture plays a fundamental role in our state's economy and ensuring efficient access to agricultural lands is crucial for the productivity and sustainability of this sector. Senate Bill 247 addresses this need by offering reimbursement of up to 100 percent of project costs under the program, provided specific criteria are met.

The eligibility criteria outlined in the bill are well-defined and serve as appropriate guidelines for selecting projects that warrant financial assistance. By focusing on agricultural road facilities maintained by political subdivisions, which are used by multiple agricultural producers and subject to weight limitations due to structural deficiencies, the bill ensures that limited resources are directed towards the areas of greatest need.

Furthermore, the prioritization of projects that improve access for the largest number of agricultural producers, address the oldest facilities, reduce repeated trips, and have significant positive economic impacts is commendable. These criteria will maximize the program's effectiveness and foster economic growth in our agricultural communities.

Additionally, the provision allowing DOT and counties to act as fiscal agents for political subdivisions that face fiscal or administrative difficulties is a practical solution to streamline the implementation process. By designating a fiscal agent, projects can be executed efficiently, and grant funds can be disbursed promptly, alleviating the burden on political subdivisions and ensuring timely completion of highway projects.



The establishment of the Agricultural Road Improvement Grant Program under SB 247 will enhance the infrastructure that supports agricultural production, benefiting not only farmers and producers but also the entire agriculture supply chain and our state's economy. Improved roadways will enable the transportation of agricultural goods in a safe and timely manner, reducing delays and costs associated with weight limitations and deferred trips.

I urge the committee to support SB 247 and recommend its passage. By investing in our agricultural infrastructure, we are investing in the future of our state and promoting the vitality of our agricultural sector.

Thank you for your attention and consideration of the positive impact SB 247 can have on our agricultural communities.



Tuesday May 23rd, 2023

Senate Committee on Transportation and Local Government

**Re: Senate 247: Relating to: an agricultural roads improvement grant program and making an appropriation.**

**Michelle Ramirez-White – Policy Coordinator, Wisconsin Farmers Union**

Chair Tomczyk and members of the committees, thank you for the opportunity to submit testimony in support of Senate Bill 247.

Wisconsin Farmers Union's grassroots, member-driven policy reads:

***“Local roads are the backbone for Wisconsin commerce and industry, stimulate growth and promote a healthy economy. The percentage of state transportation funds devoted to local road projects is shrinking. The overall size of the state Transportation Fund is also shrinking because motorists are driving less, driving more fuel efficient cars, buying fewer gallons of gasoline and paying less in gasoline taxes. Local governments are subject to tight levy limits on local levies, and state shared revenue has been cut for local governments, which further restricts the local governments' ability to fund local road maintenance. For these reasons, Wisconsin Farmers Union supports a general fund for increasing funding for road projects”***

Wisconsin Farmers Union submits testimony today in favor of Senate Bill 247, relating to the agricultural roads improvement grant program. This state-funded program to upgrade local roads and bridges, improves the critical link between farmers and business. Wisconsin Farmers Union is an organization of farmers and rural residents, and thus many of our members rely on rural roads, while this bill would address one of the biggest hurdles farmers face, it would benefit all rural road users.

Crumbling and aging infrastructure in rural Wisconsin results in weight or hauling restrictions, and alternative route or partial load requirements. These issues are currently exasperated by driver shortages and higher fuel prices. This restricts Wisconsin's \$107 billion a year agriculture industry. These infrastructure problems contribute to a strain on our food supply.

Thank you for this opportunity to share Wisconsin Farmers Union's thoughts on this issue.

Sincerely,

Michelle Ramirez-White Policy Coordinator, Wisconsin Farmers Union





**Wisconsin Dairy Alliance and Venture Dairy Cooperative Testimony in Support of Senate  
Bill 247/Assembly Bill 244**  
Senate Committee on Transportation and Local Government  
May 23, 2023

Dear Chair Tomczyk, Vice-Chair Cowles and Committee Members,

Thank you for the opportunity to submit testimony in support of SB 247/AB 244.

Wisconsin Dairy Alliance represents modern regulated dairy farms in Wisconsin and works diligently to preserve Wisconsin's heritage as the Dairy State. Venture Dairy Cooperative works to combat unnecessary regulations, reduce government bureaucracy and advance smart policy to support the future of dairy farmers in Wisconsin.

A grant program like that proposed in this legislation is critical for farmers. Our organizations sincerely thank the authors of this legislation for putting forward a bill that strikes a fair balance between the interests of all impacted by poor road conditions. This bill is a win for local government, your constituents, farmers, haulers, processors and the dairy industry as a whole.

This bill benefits farmers in two ways, logistically and economically.

Farmers rely on roads in good condition to haul manure, feed, equipment to barns or fields, but our members also rely on good road conditions so that their milk haulers can travel freely.

The process of getting milk, a perishable commodity, from farmer to processor requires logistical precision. **Any delay, whether from poor road conditions or posted weight limits requiring alternative routes or additional hauling conditions can result in increased costs and a spoiled product or farmers dumping milk.** This bill helps ensure that this does not happen.

Our organizations are involved in a number of local issues involving our members, many of which involve road postings, overweight permitting, and fees for road use. The topic of road conditions is part of nearly every county or town meeting. When funding is not available to fix these roads, it necessarily causes finger pointing, strained relationships between farmers and their local representatives, permanent posting, and no tangible road improvement in the end.

This bill would help alleviate this consistent predicament by providing a more permanent solution to the problem and help to ensure Wisconsin remains the Dairy State.

For these reasons we urge the committee to support this bill. If you have any questions do not hesitate to contact me at (608) 291-7504 or [lane@ruhlandlaw.com](mailto:lane@ruhlandlaw.com).