

# Dairy Profit Teams

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Partnerships in Farm Business  
Planning

# Opportunity/Challenge



- How do we grow our dairy industry?  
Expansion vs. productivity
- How do we encourage the next generation?
- How do we improve quality of life?

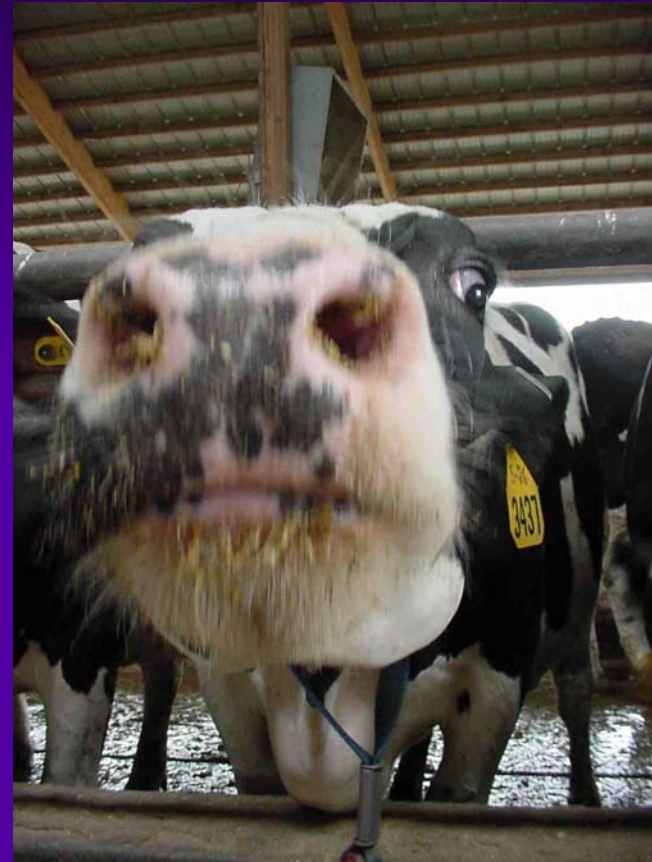
# Dairy Profit Teams

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- Looked at success in Pennsylvania
- Goal of 3% increase in farm profitability
- Goal of increase in productivity per cow of 2lbs
- 5 farms in Jefferson County, 5 in Madison County
- Developed Proposal for NYFVI

# Funded, thank you NYFVI!

- Receive \$114,930
- June 1, 2007 to May 31, 2009
- Contract with Small Business Development Center at JCC
- Contract with CCE of Madison County



# Jefferson and Madison Counties Dairy Profit Teams Project

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Project Leader and Contractor – Jefferson County  
Agricultural Development Corporation

- Project Administrator – Small Business  
Development Center at Jefferson Community  
College
- Additional support provided by Cornell  
Cooperative Extension of Madison and Jefferson  
Counties

# Farm Selection



- DPT Workshop
- Developed application
- Interviewed on farm
- Focus group subcommittee review
- JCADC Board decision
- July – Aug. timeframe

# Training

- Contract with Pennsylvania Center for Dairy Excellence
- Facilitator Training - September
- Team Training - October



# How does the grant work?

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- Cover training costs
- Cost share team meetings
- Up to \$6,600 available for each team
- Planned for 11 meetings
- Grant covers 80% of meeting up to \$600
- Farms pays a minimum of 20% of meeting costs
- Example – Total Meeting cost is \$750, grant pays \$600, farms pays \$150

# Teams

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- Farm ownership/management
- Trained facilitator
- Business consultants
- Agency advisors
- Usually 4-7 people
- Meet 1/month during first 4 - 5 mths/ less during growing seasons

# Successes/Difficulties

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- Benchmarking!!!!
- Better decisions/shared decisions
- Better efficiency
- Better use of time
- Facilitator is key
- Setting short/long term goals
- Billing

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Thank you!