



WV Dairy Farm Consultation and Reinvestment Program

Send completed applications to Center for Dairy Excellence ♦ Attn: Melissa Anderson ♦
1140 Mountain View Road ♦ Shermans Dale, PA 17090 ♦ 717-788-0296 ♦ Email: manderson@centerfordairyexcellence.org
♦ www.centerfordairyexcellence.org ♦

***Note:** Program support is made possible through a USDA grant with West Virginia University titled: "Working Lands of Central Appalachia." This grant is spread over five years to receive support in three phases, with the first phase being a business consultation and summary review valued at \$5,000. Once Phase 1 is completed, Phase 2 and 3 would provide funding of up to team support of \$6,000 and up to \$10,000 for dairy herds and \$5,100 for goat herds, with both phased provided on a 25 percent cost share basis, meaning the farm would have to cover 25 percent of the total team and reinvestment costs incurred. The goal of reinvestment is to increase productivity, efficiency, and profitability on the dairy farm in the long term. This grant is offered on a first-come, first served basis until funding is all utilized. Funding is available for up to 19 farms to be accepted into program. You will be notified of acceptance into the program upon receipt of this application. To be eligible, an applicant must be a dairy farm based in West Virginia producing and marketing milk. Both dairy cow herds and dairy goat herds are eligible to apply.

Phase 1: An Individual Business Consultation. This stage is designed to provide dairy producers with the opportunity for one-on-one consulting on initial needs assessment, farm evaluation of viability and pathways forward. Farm will receive a business summary report with S.M.A.R.T objectives and recommendations to guide subsequent team support steps. (up to \$5,000)

Phase 2: Team Support. A team of key advisors, like the nutritionist, veterinarian, business consultant, lender, accountant, attorney, with local extension or consultant as a facilitator for the team, to meet and help the farm to identify and implement the options presented in the business summary report for transformation and transition. Funds would be awarded on a reimbursable basis with a 25 percent cost share and could be used to cover discovery related costs, transformation costs like site surveys and permitting fees, and consultant fees for business advisors, accountants, attorneys and others working with the team. (up to \$6,000)

Phase 3: The Reinvestment Grant. After the consultation assessment and business summary report has been completed, farms will move into the reinvestment stage. Based on the team's review and plans, the farm would have seed money to invest in one of the growth opportunities identified. Funds would be awarded on a reimbursable basis with a 25 percent cost, meaning that the farmer would invest at least \$2,500 of their own funds (\$1,250 for goat herds) or from another funding source to receive the full \$10,000 (\$5,000 for goat herds) in support. The goal of reinvestment is to increase productivity, efficiency, and profitability on the dairy farm in the long term.

Contact Information:

Producer's Name _____ Farm Name _____

Address _____ City _____ State _____ Zip Code _____

County _____ Email _____ Phone # _____

Do you currently own a dairy farm operation? Yes, ___ No, ___ If no, why are you interested in pursuing this grant opportunity:

How long has your farm been in operation? _____ How many acres do you farm? _____

If you are shipping milk, please list your milk market or cooperative: _____

Check which: Dairy Cows or Dairy Goats Total head mature animals (lactating & dry) _____ Total head youngstock _____

Total pounds of milk shipped prior year _____, Butterfat % _____, Protein % _____ (See December's settlement check, received mid-January.)

Operational information (check all that apply): Tie-stall _____ Parlor _____ Robotics _____ Organic _____ Grazing _____

Milking /day 3x _____, 2x _____, Robotic (Average x /day) _____ DHIA # _____ RAC _____ (Righthand corner of DHIA Report)

Provide the Name, Company, and Contact Information for your Nutritionist: _____

Provide the Name, Company, and Contact Information for your Veterinarian. _____

Check the description that best describes what you would most like to do through this program: (can check up to three)

- Establish a dairy enterprise on my existing farm and get started milking cows or goats
- Pursue management strategies to improve herd performance and productivity within my existing dairy herd
- Transform my dairy farm operation to incorporate a new venture, like value-added or organic
- Transform my dairy farm operation to increase herd size and grow the dairy business
- Modernize my existing facilities to improve cow comfort and herd performance, ultimately enhancing profitability
- Transition the dairy farm operation to the next generation and set it up for long-term success

Describe the most important issue for your dairy in the next 2 – 5 years (i.e. improving herd production, increasing profitability, transitioning, buy/sell farm, retire, value-added)

What are the *three* goals that you would like to pursue with this consultation?

1.

2.

3.

Have you ever worked with an outside business consultant in the past? Yes, ____ No, ____

If yes, provide the name, company and contact information for that consultant _____

Do you use any of the following:

- Crop Insurance
- Dairy Margin Coverage/DRP/Milk Price Risk Management
- West Virginia Extension resources

In exchange for the allocation of funding and support, farms accepted will be expected to do the following:

- Provide invoices /expenses to the Center for reimbursement.
- Invoices for allocated funds are due to the Center as soon as possible after expenditure has occurred.
- A **W9** must be provided to the Center before any expenses are reimbursed. Any funding received through this grant will be considered taxable income by the IRS.

Signature: _____ **Date:** _____