

Dairy Development and Profitability Enhancement Program

February 21, 2024

32D.30 DAIRY DEVELOPMENT AND PROFITABILITY ENHANCEMENT

Subdivision 1. Program. The commissioner must implement a dairy development and profitability enhancement program consisting of dairy profitability enhancement teams and dairy business planning grants.

Overview

Dairy Profitability and Enhancement Teams (Dairy Profit Teams)

- Using a "team approach," provides assistance to dairy farmers to improve the success and long-term sustainability of their farms.
- \$500,000/year

Dairy Business Planning Grants

- Helps dairy farms create comprehensive business plans for their operations.
- \$85,000/year

Dairy Profit Teams

The MDA competitively awards grants to one or more organizations to operate the Dairy Profit Teams.

We've awarded FY24/25 funds to:

- Minnesota Dairy Initiative: \$475,000
- Minnesota Milk: \$25,000

Minnesota Dairy Initiative

- Helps dairy farmers make the best decisions for their farms, families, and the legacy they're building by pulling together industry experts and essential resources to plan for a vibrant future.
- Identifies and prioritizes key opportunities within the dairy operation, based on findings during the team meetings.
- Reached 246 farms representing over 64,781 cows across the state of Minnesota through farm teams and peer groups in FY 2023.

ROSEAU KITTSON MARSHALL KOOCHICHING BELTRAMI PENNINGTON COOK RED LAKE, LAKE ST. LOUIS ITASCA HUBBARD MAH-NOMEN NORMAN CASS BECKER CLAY CROW WING CARLTON Regions/Contacts WLKIN OTTER TAIL Sustainable Farming Association (SFA) PINE 16 Statewide TOOD DOUGLAS MDI - Central GRANT MDI – Northwest STEVENS POPE MDI – South Central MDI - Southeast MDI - Southwest RENVILLE YELLOW MEDICINE MDI – West Central LYON PIPE-STONE EARTH FARIBAULT JACKSON

MDI Regions

- Six regions: Central, Northwest, South Central, Southeast, Southwest, and West Central
- Sustainable Farming Association: assists across all regions

Minnesota Milk

- Starting in southeast Minnesota.
- Creates farmer-led groups that focus on conservation programs and practices that incentivize soil health and sustainable production.
- Intends to create legacy conservation plans for landowners.

Dairy Business Planning Grants

- Cover 50% of the cost to hire a qualified, third-party to create a comprehensive business plan (maximum award of \$5,000).
- Awarded on a first come, first-served basis.
- Used to evaluate the feasibility of expanding a dairy, plan environmental upgrades, and create strategies to farm transitions.
- Awarded 13 grants so far in FY24; funding remains available.

ROSEAU KITTSON MARSHALL KOOCHICHING BELTRAM PENNINGTON COCK RED LAKE LAKE ST. LOUIS ITABCA HUBBARD CA88 BECKER CLAY CROW WN3 AITKIN CARLTON WILKIN OTTER TAIL MILLE LACS TODD MORRISON DOUGLAS GRANT **STEARNS** STEVENS POPE IEEKER: RENVILLE NICOLLET RICE JACKBON MARTIN FARIBAULT FREEBORN

Fiscal Year 2023 Recipients



Thank You!

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