



FY 2011 Dairy Development and Profitability Enhancement Legislative Report

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Executive Summary

The Dairy Development and Profitability Enhancement Program has two primary components:

1. Dairy Diagnostic Teams

- Based on 2010 farm records analysis, these teams produced a \$28,529,682.12 return on the state's investment, resulting in a \$63 return for every grant dollar spent.
- Significant returns like this occurred through cost savings (reduction of feed, interest or labor expense, etc.), increased herd size and increased profitability (increased milk production, improved milk quality, improved health and other management factors).
- In addition, the program has received in-kind contributions from the dairy industry totaling \$954,169.50.
- The farmers in the program also added 743 new cows to their herds, creating 15 new jobs as well as retaining over 1138 jobs in Minnesota.

2. Dairy Business Planning Grants

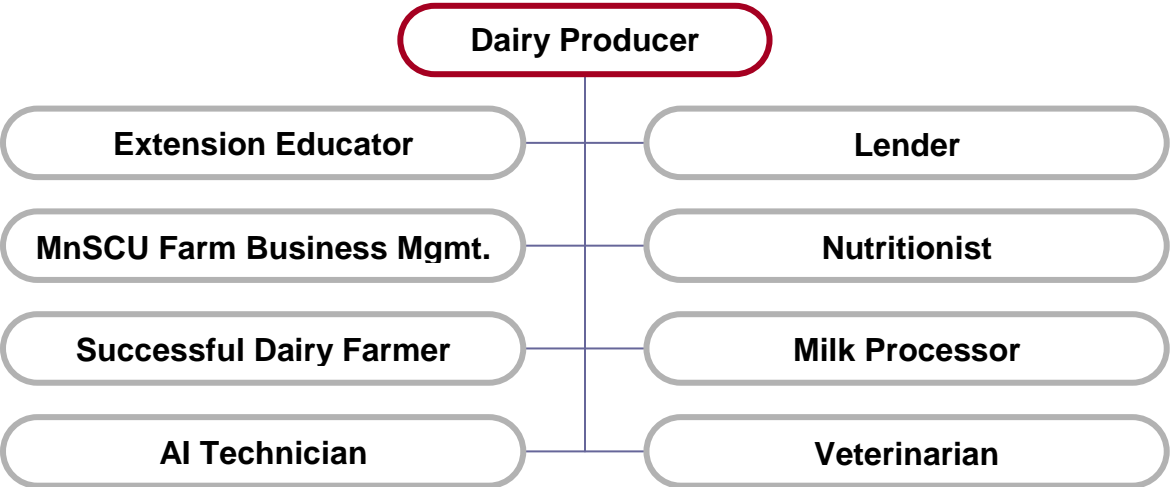
- The Dairy Business Planning Grants Program assists producers in positioning themselves for the future. This grant covers 50% of the cost of developing a business plan, up to a maximum of \$3,000.

A number of producers are exploring expanding their herds, while others are investigating transferring the operation to the next generation, managing debt or investing in feedlot improvements for environmental protection.

Introduction

The Dairy Diagnostic Team Grant Program began as a pilot program in 1996. The program was then funded by a biennial appropriation of \$1 million. The program expanded in 1997 to five regional groups and one statewide organization. The 2003 Legislature appropriated \$2 million for the 2004/05 biennium to increase dairy diagnostic efforts and to provide grants to individual farmers for dairy business planning and modernization. For fiscal year 2011, a total of \$450,000 was granted to the program partners.

Dairy Development and Profitability Enhancement Team



The above chart shows an example of a Dairy Diagnostic Team. Each team is comprised of people with varying backgrounds and expertise. They work with the farm family to evaluate the current farm operation and future objectives. The team makes recommendations and lists priorities to help the family meet those objectives. The team can also help the farmer redirect resources to meet the objectives. Some recommendations may take longer than others to implement. No two farms are exactly the same, just as no two teams' recommendations are exactly the same. The issues may be similar, but the means for resolving the issues may be very different.

The following is a short progress report on the activities of the grant recipients:

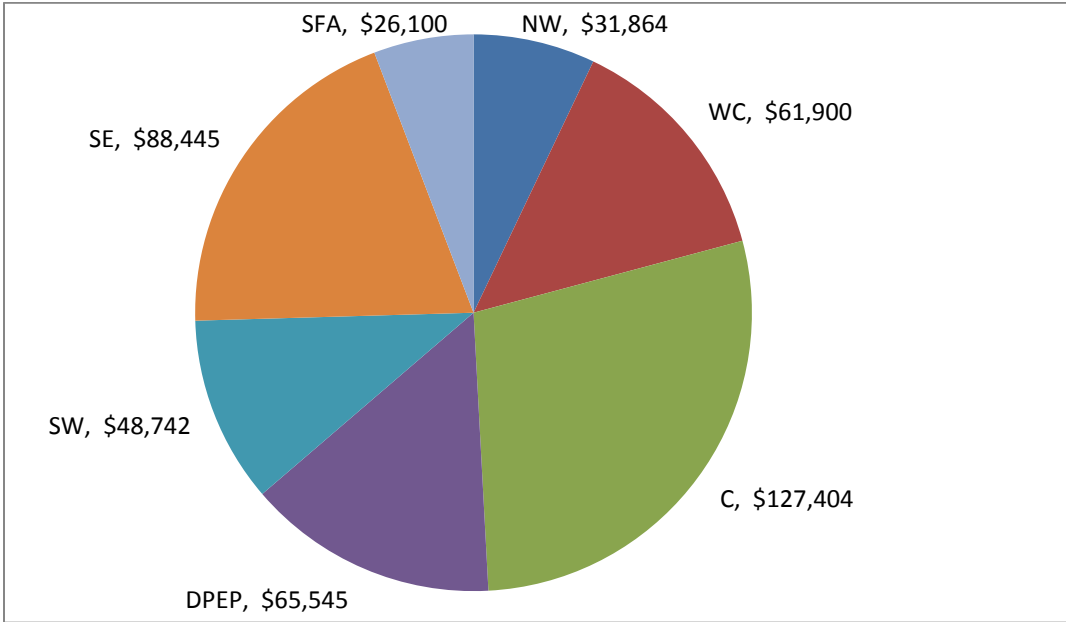
Background

Minnesota Dairy Initiative (MDI)

The MDI is a producer-led initiative to coordinate a comprehensive approach to the delivery of on-farm services to Minnesota's dairy farmers through the Dairy Development and Profitability Enhancement Program (DDPE).

The MDI is a federation of six regional partners, Sustainable Farming Association (SFA), and several affiliated organizations, including the Minnesota Department of Agriculture (MDA), Minnesota Milk Producers Association (MMPA), the University of Minnesota, Minnesota State Colleges and Universities (MnSCU) through Farm Business Management and other industry groups.

Distribution of Fiscal Year 2011 Dairy Team Grant



The Program Partners

Statewide, 313 dairy farms representing 56,910 cows (7% of farms and 12% of the cows respectfully) participated in the program (see attachment B) in FY 2011. Of this total, 299 farmers were enrolled in the six regional groups with the remaining 14 dairy producers working with the Sustainable Farming Association. In addition, there were 6,487 farms that participated in educational programs conducted and lead by the Minnesota Dairy Initiative programs, including organic transition workshops, milker trainings, barn tours, etc. The program is limited to a three-year involvement with the team, but farmers can reapply if they need the team to assist them in their next phase of management.

West Central Dairy Profit Teams

- West Central teams worked with 41 participant herds in 2011 (3850 cows), including 2 farms that expanded to add 157 cows to the region.
- Estimated in-kind contributions for this region are \$21,000.
- In addition there were 85 other farms not enrolled within the program that received educational information from the program through workshops and seminars.
- The economic impact of the program was \$353,418 as a result of improvements in productivity and profitability on these farms. In addition despite the slow economy there was \$23,000 of construction that occurred.
- West Central is also working with 29 farms dealing with stray voltage, on most farms the problems have been diagnosed and fixed while a few are still working to eliminate it from their farms. This has been devastating problem to farms reducing production, reducing milk quality as well as herd health sometimes resulting in death of the animals.
- West Central has been to do a pre-organic inspection of farms before actual organic inspection. Five farms have completed the process and are transitioning to organic production within the region.

West Central Team Testimonials/Observations:

From an Ottertail County Farmer:

“ Every farm should first check for stray voltage and after those problems are taken care of, then the farm can work on other things. Since we took care of our stray voltage problems, the cows are less nervous, and drink from the cups during milking.”

From a Douglas County Farmer:

“ If you guys ever need anyone to help with the team meetings from personal experience, I'd like to help out. The suggestions to check for stray voltage and to treat the water are making a big difference in our farm. I'd like other farms to have the same advantages.”

From an Ottertail County Farmer:

“The preorganic check was exactly what we needed. We didn't want to wait for the organic inspector, and then be told that what we had been doing for the last two years was wrong and that we'd have to do something differently for the next two years.”

From an Ottertail County Farmer:

“ Since we took care of the stray voltage my headaches went away.”

From a Becker County Farmer:

“ It would be an honor to be one of the team members for the farm. At my age in life, it is time to give back. I'd be glad to help.”

Northwest Dairy Profit Teams

- There were 23 farms enrolled in this region in 2011, 1,824 cows.
- Estimated in-kind contributions for this region are \$47,372.00.
- Even though the milk checks were smaller, each dairy farm remained a significant business for their community. Based on the 2009 MNSCU FBM Database numbers, the average dairy farm spent over \$800,000.00 to operate their business and meet their family living needs. With 123 dairies in the Northwest Region that means that over \$98,000,000.00 dollars was spent by the dairy farms in Northwest Minnesota. In addition the farms in the program produced an average of \$337.28 more per cow than their counterparts, multiplied by the number of cows results in \$615,198.72 in economic impact of this program.
- This region has sponsored several educational events including milk quality, developing grazing and feeding plans, development of business plans, work agreements and cash flows, in addition to meetings on robotic milking, cost sharing equipment, energy issues and facilities and cow comfort which resulted in an additional 75 farms impacted through this program.

Northwest Team Testimonials/Observations:

Polk County Producer - Olson:

"We wanted more ideas on how to improve our pastures for milk production and quality."

Clearwater County Producer - Marsh:

"The Dairy Initiative program sponsored a "Robotic Workshop" which gave me information that I needed to finally decide to the install a robotic milk system."

Mahnomen County Producer - Steinmetz:

"We expanded the herd to include two new robotic milkers we have been looking for ways to improve efficiency and ultimately produce more milk per cow per day."

Beltrami County Producer - Weidenborner:

"With the help of the diagnostic teams we have transition the dairy operation to the next generation."

Mahnomen County Producer - Refshaw:

Every visit that the team makes helps us to refine our dairy business, we wish more dairies would open up to the ideas that come from the dairy diagnostic visits.

Marshall County Producer - Rupprecht:

The team helped us to explore ways that we could keep our costs low and still get improved production.

Dairy Profitability Enhancement Program (DPEP)

- Forty seven farms, (with a total of 15,542 cattle and goats) were enrolled with DPEP in 2011.
- One hundred fifty six industry professionals donate their valuable time to the dairy producers enrolled in the Dairy Profitability Enhancement Program (DPEP). The majority of these professionals serve on multiple teams. They participate in an average of 3.4 meetings per farm per year. This is equivalent to \$316,837.50 of in-kind contributions to the dairy industry in the DPEP region.
- DPEP also had 250 farms touched through educational programs, workshops, etc.
- DPEP estimates the economic impact of their program is approximately \$4,125,091.
- Additionally, four DPEP farms have made reinvestments in their operations by adding or updating facilities. Some of these updates include new freestall barns, robots, and parlor renovations. These investments total approximately **\$1,220,000**.
- The financial challenges that the dairy industry is enduring has created an increased need for Dairy Profit Team advisement. Cuts in funding for the Dairy Development and Profitability Program may limit the program's potential to meet the needs of Minnesota's dairy farmers.

Dairy Enhancement Program Testimonials and Observations:

We enjoy the brainstorming sessions and getting new ideas from people outside the dairy. People on our team have helped us in researching information when we built our new calf barn, got our automatic calf feeder, etc. They've lined up farms for us to tour to see the ideas we're considering implementing.

Bode Dairy, Sibley County

Because of the change we made in our breeding program, we now have the problem of too many animals and have a lot more freedom in culling decisions. We changed the way we handle post-fresh cows and saw improvements that we hadn't thought of. Our team has convinced us to be more diligent on getting our heifers bred so we can lower our age at first calving. Overall, the meetings spotlight problems so that we can take action before the problems get out of hand.

Jim Duban, Rice County

Our DPEP team has helped us get a better hold on financial matters. They have made recommendations on cow prep procedure which has reduced our SCC. With several people putting their heads together, I get ideas and help with solutions I wouldn't think of on my own. My team reminds me of things I have to get done and things to look out for, and FBM has helped me to track things and watch the budget.

Keith Root, Waseca County

DPEP gets all the key people together at one time and things get hashed over by all. We have changed some things we were doing, and we have improved our production and our cell count.

George Duban, Rice County

Central Dairy Profit Teams

One hundred six farms in this region worked with this program in 2011. (10,385 cows and dairy goats). There have been 503 new animals added due to expansion within this region. Six of this year's participants were first time enrollees and three were new start up dairies.

- Estimated in-kind contributions are \$381,600 (6360 hours).
- Estimated economic impact of their program is \$ 18,994,280.00 which includes the economic impact of added cows, positive changes in new returns per cow of farms enrolled vs. those that are not and reduced feed costs.
- Teams focused on increasing cow numbers, low cost expansion and remodeling, beginning farmers, improved record keeping skills, increasing milk production, improved milk quality, farm transfers, robotics, stray voltage and water issues.
- Central teams also promoted other educational events including seminars and Summer Farm tours. An additional 4313 farms were impacted by the program.

Central Team Testimonials/Observations:

Producer from Ottertail County – This is a very beneficial program; the team concept is a great concept that has helped us reach goals that we thought were unattainable.

Producer from Todd County – This program is the key to developing a team approach concept and action plan. SCC reduction and Expansion are the best efforts to date.

Producer from Benton County – The team approach had helped with our farm transfer greatly! 4 team members met in various groups and locations on 5 different occasions, a very improved situation is the result!

Producer from Meeker County – This program is a good way to get information to help make sound business decisions. They also have helped make our dairy more labor efficient!

Producer from Stearns County – The program has helped me continue farming; it has provided more option and has helped with feedlot upgrade.

Agri-Business from Morrison County – This program has kept many of our smaller farms in business, the team approach brings many different thoughts to the table.

Agri-Business from Meeker County – This program is one of the easiest to work with, you deal with the current problems, and you don't have to work through a whole book to finally find the real problem.

Agri-Business from Kandiyohi County- Options is what I see every time a team sits down at a kitchen table, many different options on how to make life better for each farm.

Sustainable Farming Association (SFA)

- SFA worked with 14 producers as they explored converting their operations to grazing and/or organic production. The SFA also sponsors educational workshops, seminars and field tours across the state to be a resource to producers about organic management. More than 1200 participants attended these events.
- SFA will provided statewide networking for dairy grazing, organic production and marketing information.
- SFA assists the dairy farm family toward meeting its goals by identifying and utilizing mentors and specialists with experience in grass-based and/or organic dairy methods, networks with other dairy farmers and develops additional value added options.
- SFA also collaborates and acts as a resource with several regional teams for several farms needing grazing, organic conversion, or other specialized assistance via electronic means.
- SFA has conducted four workshops or farm tours through the past year to introduce dairy farmers to grazing and organic production, educate new graziers and transitional organic producers, and provide experienced dairy farmers with strategies for enhancing efficiency and profitability.

Dairy Goat Update

After a sharp drop-off in producers and distribution of goat dairy, this market has been slowly returning. Woolwich Dairy, Inc. of Lancaster, Wisconsin (www.woolwichdairy.com) has a waiting list of producers who would like to sell raw product to them. Cost of shipping milk has been prohibitive for many producers. There is still interest among small goat farms to grow their herds and ship more milk.

Grazing

All organic farms are required to graze, as well as non-certified grazing dairies. We have found some consistent trends with grazing dairies: low to moderate production, very low sickness and disease costs, widely varying SCC, happy cows and satisfied producers. Some of these characteristics defy a clear-cut economic impact. We see great potential for a unique marketing category of 'green' milk. More conventional dairies are experimenting with grass as a supplement to their standard feeding program with mixed results.

Startup and farm transition

There are a number of inquiries into starting up dairy. Many are existing farms that would like to add dairy as an enterprise. Huge financial investments and high debt ratios make many of these inquires very risky. The farm transfer website has been a vehicle to facilitate connecting farms looking to enter and those exploring exiting farming.

SFA Testimonials/Observations:

Dan Elsenpeter, Wright County

“...we're not making much, yet, but I can see the snowball rolling and I'm starting to have fun again in dairy. Our somatic cell count has dropped from 500,000 to under 200,000 and keeps dropping. Even with feeding very little supplement or grain, we're still milking over 50lbs per day and are building the herd from 80 to 120 cows.”

Southwest Dairy Profit Teams

- Thirty eight farms were enrolled in the program in 2011 with a total of 6,481 dairy cow and dairy goat operations, including an expansion of 83 cows to the region.
- Estimated in-kind contributions are \$107,920.
- Estimated economic impact of their program is \$3,763,924.40.
- This region partnered and hosted a number of workshops the total of educational contacts is estimated at 292 for the past year.
- The Southwest MN Dairy Profit Group advisory board feels it is important to try to help any dairy in any way we can or at least try. Our goal is to “*Leave No Farm Left Behind*”. We try to be a resource for farms we do not work with on a regular basis; to find answers to questions, get resources, or connect them up with someone who can answer their questions or help them with a certain situation. We find this is a good recruiting tool. Some of these farms later come to be a farm that forms a team.
- The year 2011 continues to see challenges in the dairy industry. Dairying in today's world requires a very focused effort on management, marketing, all the details of production, and input control. Even with \$20 milk there are many whose cost of production nears \$20.00. Input costs are high with corn and soybean prices at near record highs. The Dairy Industry in the southwest region of Minnesota holds an opportunity for any and all who would choose to site a dairy here. Dairy continues to be a key driver in a vital rural economy.

Southwest Team Testimonials/Observations:

Our dairy team has been very instrumental in suggesting how to improve our whole dairy operation when we decided to put up a new parlor and freestall barn. They go over our DHIA reports to make recommendations and we get to choose what we feel will best help our operation. Having our team in place has helped us to overcome many obstacles that go into new facilities and adjusting our management style. All dairy farms in Minnesota would benefit from having a team.

Vivian Dittbenner, Brown County Dairy Producer

I have participated in 5 Southwest Dairy Profitability Group Meetings for various farms. In my opinion the program is a success. The program has allowed the producer from

each group to encompass all aspects of production for their individual farm. Each aspect of the farms is analyzed at the meetings. The review of each aspect allows for multiple inputs from the team leading to the farm to path of success.

Problems are also identified by the team. The problems or risk are then addressed in an appropriate manner. An action list is generally created for the producer. The problem is then re-addressed in the future meetings to see if a success or failure has originated. By doing this approach the individual in the area of the problem are also consulted upon outside of the meetings to help manage the action list. The program is being utilized by several young producers getting started in the agriculture business. I believe The Dairy Profitability Programs enable these producers to have another tool to succeed in a highly competitive industry. We need to keep these younger producers in the top of the industry. We may divide the industry into 3 areas. The top of the industry is successful and thus profitable. The middle of the industry is maintaining status quo thus breaking even. The bottom of the industry is in an exit status and at a loss financially.

Dr. Phillip J Gill, DVM
Riverside Animal Clinic
Springfield, MN

“The program has really helped keep dairy farmers in business through the rough last few years. It does a great job of pinpointing where the areas are that need improvement. Getting all the professional stakeholders together for these producers is the ideal situation and I wish there could be a program like this for the other livestock enterprises.”
Kent Janssen, FBM Instructor

“Over the last couple years, the dairy profit program provided us with the support and resources to help us improve and successfully manage our dairy operation. Through the one on one meetings, Merri provided useful suggestions and the agricultural experts needed in order to analyze and improve our facility and herd. Our team was very influential in helping us reduce costs and increase profitability of our dairy operation. In addition, our team assisted with the estate planning process, so that we could successfully transfer ownership from one generation to another.

Merri is always willing to lend a helping hand and go the extra mile to make sure we have the resources to succeed as dairy farmers. With our team’s help and guidance, we were able to make positive changes that allowed us to continue our operation and to stay within the dairy industry.

Kevin & Lisa Rybinski, Lincoln County Producers

I am a Farm Business Management Instructor and have worked with the SW MN Dairy Profit Group for more than 5 years on a variety of dairy farms in Southwest Minnesota. It has been a very valuable asset providing current dairy information to help farmers prepare for the future. Merri’s dairy background and own farming experiences have made it possible for us to make a more reliable analysis of what is actually happening with individual farming operations. We have worked on many cash flow projections together, and I feel confident that our information is accurate and usable. I always turn to the program for dairy related information and highly recommend their services to other dairy farmers in our area.

Dennis Schroeder, MN West Farm Business Management, Marshall, MN

I appreciate having focus areas to discuss at each meeting, to be able to go over what has gone well with the farm and how future improvements can be made. These improvements have definitely helped to make our farm more successful.

Mike Griebel, Brown County Producer

Southeast Dairy Profit Teams

- 44 farms (with a total of 18,828 cows) enrolled in the dairy profitability program in 2011.
- Estimated in-kind contributions are \$79,440.
- Estimated economic impact of the program is \$ 677,770.
- 272 farms also participated in educational workshops and events within the region.

Southeast Team Testimonials/Observations:

Willie and Karen Naatz Dodge County. 190 cows. A team goal a year ago was to improve milk quality and lower the SCC. In July 2010 the SCC at the creamery was 300,000 and DHI had 325,000 SCC with a 2.9 linear score. In July 2011 the creamery is now at 160,000 and DHI is 159,000 and linear score 2.2. Based on DHI numbers and creamery data, this is an improvement of \$900 a month in production and \$1800 a month in premiums for a total of \$2700 a month. For the year, it is \$32,400 which is \$170 per cow in increased income.

Todd Soiney Fillmore County. 410 cows. A goal of the team was to improve the death loss and cull rate and allow the herd to expand and build a new freestall and manure storage area. In June 2010 the tank average was 88# and turnover rate was 32% with death loss of 10%. In July 2011 milk per cow was 93# per day and turnover rate is 26% and death loss is 5%. The team assisted in improving transition cow management and provided support for the expansion project to be approved to add 150 cows and greatly improve the manure handling and storage.

Dairy Business Planning Grants

The Dairy Business Planning Grants Program granted \$ 111,326.40 to producers exploring making some changes to their operations in fiscal year 2011. The grants are capped at \$3,000/producer with a requirement of a one-to-one match by the applicant. A number of the producers are considering expansion, while others are improving their environmental stewardship or refinancing their debt or transferring the operation to the next generation. There have been 8 of the 39 farms tested their farms for stray voltage and then determined the best route to eliminate it from their farm. The end result of the Dairy Business Planning Grant must be a business plan that thoroughly explores making that change.

If only 75 percent of all grant recipients who were exploring expansion over the past year decided to go forward with their plans, there would be an additional 233 cows added to the state at a modest production (18,000 lbs./cow) and conservative milk price (\$12/cwt) \$ 503,280 of gross income will be added to the economy of rural Minnesota. In addition,

this will result in an additional 5 jobs if one assumes 50 cows/FTE. Appendix C is a map of the 39 producers who applied for and received dairy business planning grants in fiscal year 2011.

Benchmarks

Despite the belief that the size of a herd and milk production is a predetermined factor or benchmark to the profitability of a dairy enterprise, figures from the 2007-2011 Minnesota State Colleges and University (MnSCU) Farm Business Management Records indicate that a well managed small farm carrying a small debt load can provide a satisfactory level of income for a family. Efficient use of available resources, maintenance of a healthy herd, a base level of \$17/cwt of milk and the use of DHIA (or similar) records will in combination generate profits to the dairy enterprise.

While benchmarks are a way to draw a line in the sand as it relates to achieving a certain level of profitability, these can not be stand alone numbers, but can be used as a guide in total. Interest rates, milk marketing conditions, weather, debt load, supply and demand for energy as well as feed supplements and transitional stage of the herd as well as herd health are all variables that can affect the outcome of any given year. In 2009 the average dairy cow lost \$1/day due to low milk price, 2010 most herds broke even and in 2011 the average herd enrolled in Farm Business Management produced a profit of \$1/day/cow. Despite the fact that 2011 was a profitable year for the average dairy there were still 40% of the herds that either just broke even or lost money in 2011.

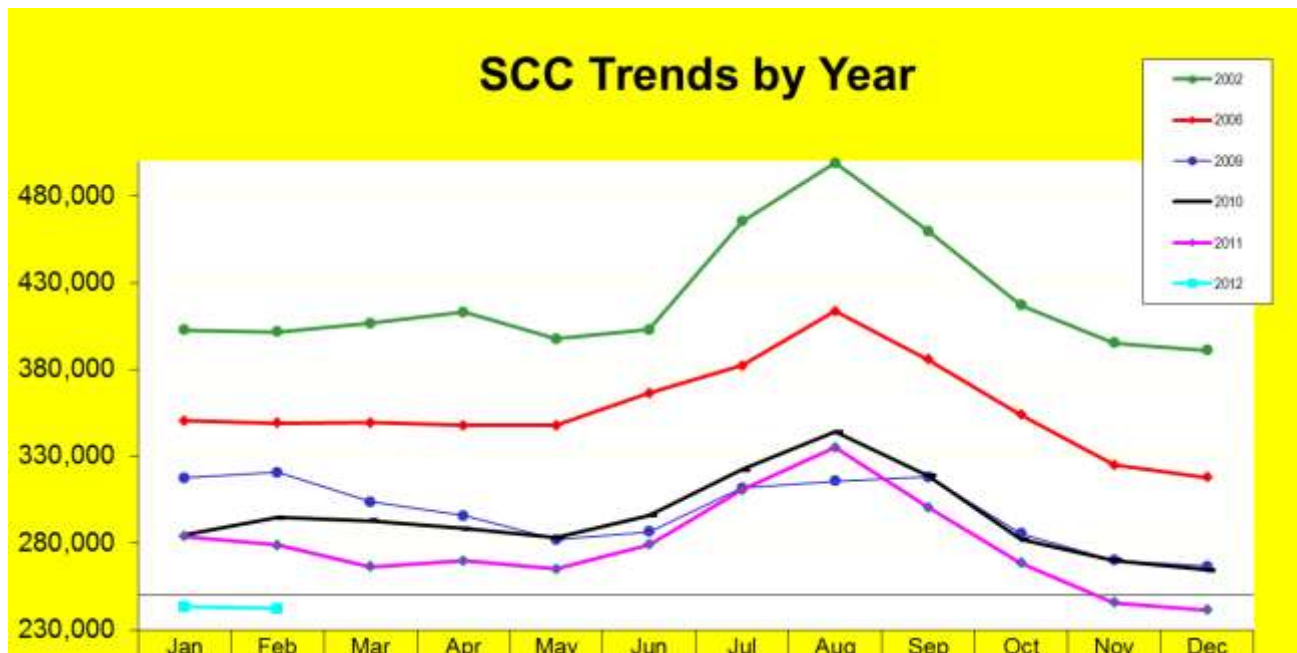
Hired labor	<\$214/cow
Total interest expense	<\$108/cow
Total direct expense	<\$12/cwt
Milk produced	+21,000/cow
Cull rate	25%
Turnover rate	33%
SCC	<300,000
Percent of barn capacity	107%
Feed cost/cwt	<\$7.70
Milk price & gov't support	\$17.60
Total debt to asset ratio	<50%
Debt per cow	<\$3000
Labor hours per cow	<41

Quality Count\$

Quality Count\$ was an initiative designed to help increase dairy farmers profitability and milk quality by decreasing their herd somatic cell counts. Quality Count\$ is an initiative that came about thanks to a unique partnership among Minnesota's public and private dairy organizations (University of Minnesota Extension Service, Minnesota Department of Agriculture, Minnesota Dairy Initiative Teams as well as Farm Business Management Instructors and Minnesota's dairy processors) worked together to reduce Somatic Cell Counts to below 300,000.

For calendar 2011, Minnesota's average herd SCC was 278,000, 294,000 for 2010, 297,000 for 2009, 321,000 for 2008, 347,000 for 2007, 357,000 for 2006, 366,000 for 2005, 362,000 for 2004, 397,000 for 2003, and 420,000 for 2002.

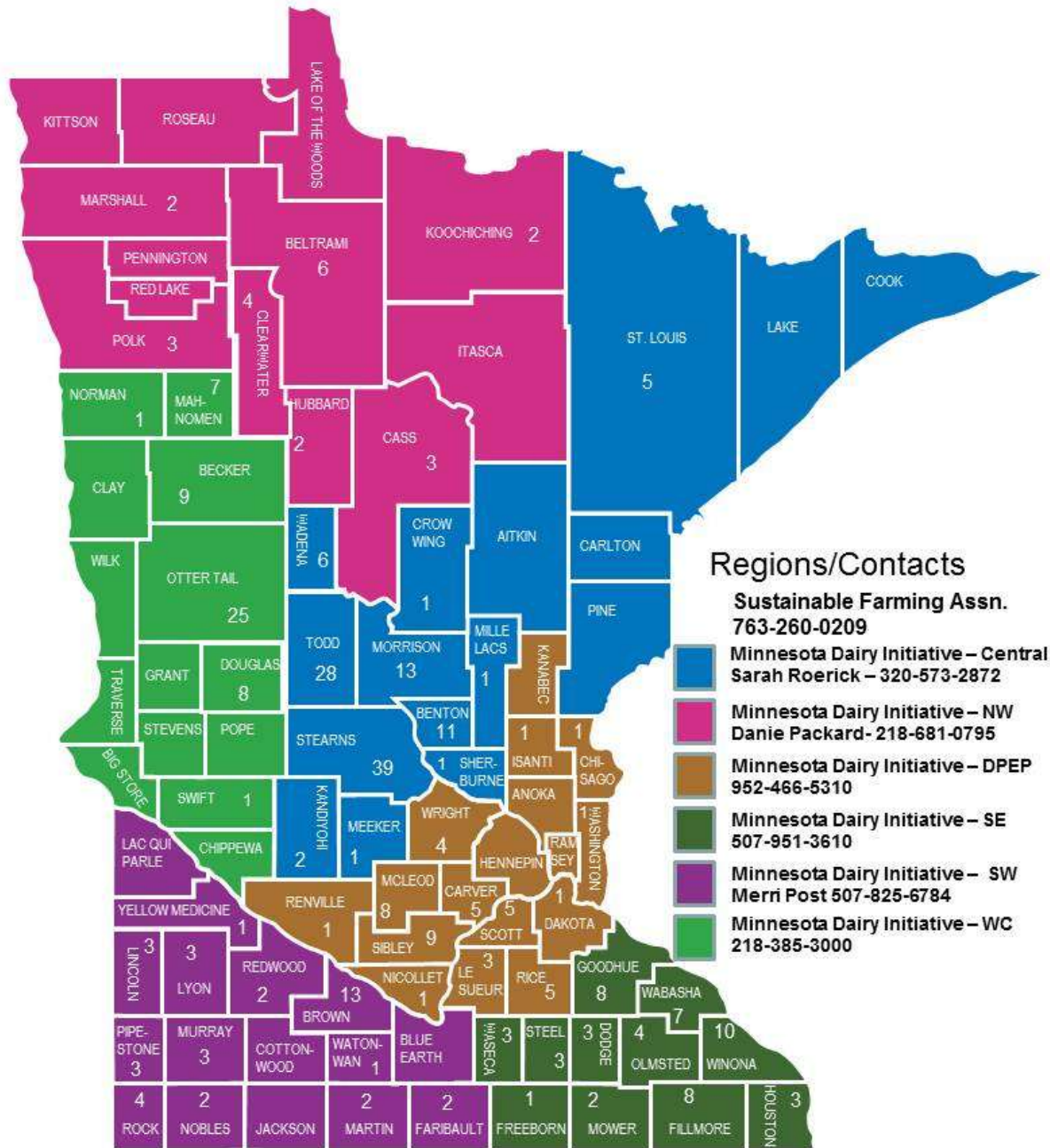
Bruce Dokkebakken, of MN DHIA, has been very helpful in tracking SCC as a measure of milk quality of farms within DHIA.



(Source MN DHIA, 3/12)

Appendix A

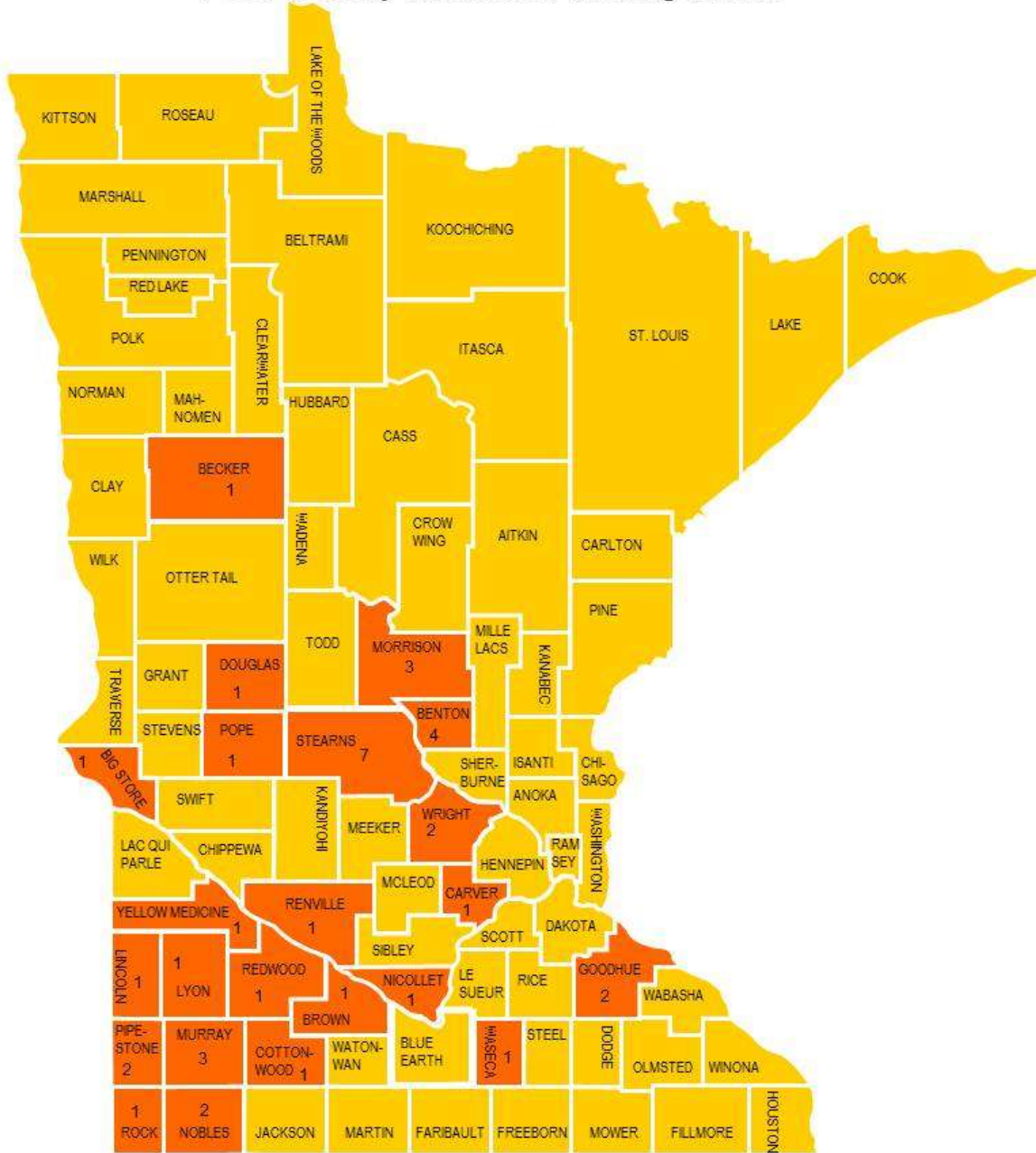
Dairy Development Profitability and Enhancement Teams and Regions



313 Teams across the state in FY2011

Appendix B

Minnesota Department of Agriculture FY2011 Dairy Business Planning Grants



39 Dairy Business Planning Grants distributed \$111,326.40

Appendix C

\$960,000 the first year and \$40,000 the second year are to expand the one-on-one educational delivery team system to provide appropriate technologies, including rotational grazing and other sustainable agriculture methods, applicable to small and medium sized dairy farms to enhance the financial success and long-term sustainability of dairy farms in the state. Activities of the dairy diagnostic teams must be spread throughout the dairy producing regions of the state. The teams must consist of farm business management instructors, dairy extension specialists, and dairy industry partners to deliver the informational and technological services. Not later than February 1, 1998, the commissioner shall provide an interim report to the standing committees of the Minnesota senate and house of representatives that deal with agricultural policy issues and funding on activities and accomplishments of the dairy diagnostic teams. The commissioner shall provide a follow-up report to the committees on February 1, 1999. This is a one-time appropriation.

\$1,004,000 the first year and \$1,005,000 the second year are for continuation of the dairy development and profitability enhancement grant program under Laws 1997, chapter 216, section 7, subdivision 2, and to expand the program to include additional dairy business planning and modernization activities. Grants from this appropriation for the dairy development and profitability enhancement programs (formerly known as the "dairy diagnostics program") must require periodic reports to the commissioner on the aggregate changes in producer financial stability, productivity, product quality, animal health, environmental protection, and other performance measures attributable to the program. Information reported to the commissioner must be sufficient to establish regional and statewide performance benchmarks for the dairy industry.

(b) In designing and implementing the dairy development and profitability enhancement program the commissioner must consult with the dairy leaders roundtable, appropriate producer and processor groups, the Minnesota state colleges and universities system, the Minnesota extension service, farm credit services, and other agricultural lending institutions.

(c) Of the appropriation in paragraph (a), at least \$704,000 the first year and \$705,000 the second year are for the activities of dairy development and profitability enhancement teams.

The commissioner must make grants, under contract, to regional or statewide organizations qualified to manage the several components of the program. Each regional or statewide organization must designate a coordinator responsible for overseeing the program and making required reports to the commissioner. Dairy development and profitability enhancement teams are encouraged to engage in activities including, but not limited to, comprehensive financial analysis, risk management education, enhanced milk marketing tools and technologies, five-year business plans, and design and engineering costs. Up to 40 percent of the appropriation under this paragraph may be used to provide producers with technical and environmental compliance support services required to implement dairy environmental quality assurance practices. A producer is eligible for support under any program under paragraphs (a) to (e) for no more than three consecutive calendar years. Grants to producers must not be used for capital improvements or for the start up of a new dairy enterprise. (d) Of this amount, up to \$300,000 each year may be used as grants to producers of up to \$5,000 per producer to develop comprehensive five-year business plans. (e) The regional and statewide organizations that deliver the dairy development and profitability enhancement program must provide required reports to the commissioner in a format that maintains the confidentiality of business information related to any single dairy producer.

2005 First Special Session Ch. 1 Article 1 Sec. 3 Subdivision 5

\$1,004,000 the first year and \$1,005,000 the second year are for continuation of the dairy development and profitability enhancement and dairy business planning grant programs established under Laws 1997, chapter 216, section 7, subdivision 2, and Laws 2001, First Special Session chapter 2, section 9, subdivision 2. The commissioner may allocate the available sums among permissible activities, including efforts to improve the quality of milk produced in the state, in the proportion which the commissioner deems most beneficial to Minnesota's dairy farmers. The commissioner must submit a work plan detailing plans for expenditures under this program to the chairs of the house and senate committees dealing with agricultural policy and budget on or before the start of each fiscal year. If significant changes are made to the plans in the course of the year, the commissioner must notify the chairs.

2007 Ch. 45 Article 1 Sec. 3 Subdivision 5

\$1,005,000 the first year and \$1,005,000 the second year are for continuation of the dairy development and profitability enhancement and dairy business planning grant programs established under Laws 1997, chapter 216, section 7, subdivision 2, and Laws 2001, First Special Session chapter 2, section 9, subdivision 2. The commissioner may allocate the available sums among permissible activities, including efforts to improve the quality of milk produced in the state in the proportions that the commissioner deems most beneficial to Minnesota's dairy farmers. The commissioner must submit a work plan detailing plans for expenditures under this program to the chairs of the house and senate committees dealing with agricultural policy and budget on or before the start of each fiscal year. If significant changes are made to the plans in the course of the year, the commissioner must notify the chairs.

MN Laws 2009, Chapter 94, Article 1

\$780,000 the first year and \$755,000 the second year are for continuation of the dairy development and profitability enhancement and dairy business planning grant programs

established under Laws 1997, chapter 216, section 7, subdivision 2, and Laws 2001, First Special Session chapter 2, section 9, subdivision 2. The commissioner may allocate the available sums among permissible activities, including efforts to improve the quality of milk produced in the state in the proportions that the commissioner deems most beneficial to Minnesota's dairy farmers. The commissioner must submit a work plan detailing plans for expenditures under this program to the chairs of the house of representatives and senate committees dealing with agricultural policy and budget on or before the start of each fiscal year. If significant changes are made to the plans in the course of the year, the commissioner must notify the chairs.

MN Laws 2011, Chapter 14, Section 3, Subdivision 5 \$634,000 the first year and \$634,000 the second year are for continuation of the dairy development and profitability enhancement and dairy business planning grant programs established under Laws 1997, chapter 216, section 7, subdivision 2, and Laws 2001, First Special Session chapter 2, section 9, subdivision 2. The commissioner may allocate the available sums among permissible activities, including efforts to improve the quality of milk produced in the state in the proportions that the commissioner deems most beneficial to Minnesota's dairy farmers. The commissioner must submit a detailed accomplishment report and a work plan detailing future plans for, and anticipated accomplishments from, expenditures under this program to the chairs and ranking minority members of the legislative committees with jurisdiction over agricultural policy and finance on or before the start of each fiscal year. If significant changes are made to the plans in the course of the year, the commissioner must notify the chairs and ranking