

Dairy Advancement Program

The Dairy Advancement Program through the New York State Department of Agriculture and Markets and the New York State Department of Environmental Conservation is designed to enhance long-term viability of New York dairy farms while maintaining a commitment to environmental stewardship. The program is coordinated through Cornell PRO-DAIRY and delivered to farms in partnership with Cornell Cooperative Extension and agriservice professionals.

Eligible projects assist New York dairy farmers to position their farm for long term economic and environmental sustainability. Funds are used to engage professionals to improve human resource management processes, for financial analysis and to create business plans, to design new or remodeled facilities, to develop farmstead environmental plans, including design of practices identified in the farm CNMP.



**The Dairy Advancement Program
is administered through
Cornell CALS PRO-DAIRY
with support from
Cornell Cooperative Extension of New
York State and agriservice
professionals.**

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Visit us online at:

prodairy.cals.cornell.edu/dairy-advancement/



Cornell CALS
College of Agriculture and Life Sciences

Dairy Advancement Program

Business Planning

*Human Resource
Management*

Environmental Planning



*Supporting excellence in
the New York state
dairy industry*

Business Project Funds

With a preference for small to midsize farms, projects will address specific business needs necessary to meet the challenges of today and position the farm for long term viability.

Program funds may be used to engage the services of a dairy industry professional in the following categories:

Funds will cover 80% of eligible costs up to:

New! Human resource management - \$2,500 to improve HR management processes including performance, leadership, and farm policies. Examples of eligible options include development of SOPs, job descriptions, and employee handbooks, etc.

Business planning – \$5,000 to develop a business plan or **\$2,500** to continue planning in a subsequent year for farms previously awarded. Planning may include, but is not limited to planning and analysis of operations, transition analysis, facility planning and farmstead layout planning.

Recordkeeping systems - \$2,500 for implementation and support of a new, (or significant update to an existing) record keeping system.

Operational business planning - \$2,500 for the first year of budgeting and planning with an operational focus to assist with analyzing costs and opportunities for improvement of current operations.

Advisory Team - \$3,000 to assist the farm new to advisory teams with improvement of specific aspects of dairy business performance.

Business projects are funded through the NYS Department of Agriculture and Markets

Position Your Farm for Economic and Environmental Sustainability

- ⇒ Improve your current human resource management processes.
- ⇒ Prepare detailed budgets for financial improvement.
- ⇒ Analyze operational efficiencies to improve the bottom line.
- ⇒ Understand the impact transitioning to the next generation has on the business.
- ⇒ Plan the layout of future structures on the farmstead.
- ⇒ Plan and budget for environmental improvements on the farm (current and future).
- ⇒ Bring together a team of advisors to assist with improving current operations, addressing management challenges, and improving business effectiveness.

Eligibility

- You must be a dairy cattle farm shipping milk in the state of New York (dairy heifer boarding operations under the large CAFO size are eligible to apply for environmental planning funds).
- You must have complete financial records for business planning.
- You must complete and submit an application to: prodairy.cals.cornell.edu/dairy-advancement/

Program funds cover 80 percent of a project's cost. The farm is responsible for 20 percent as well as any amount exceeding the value of the award. Awarded funds are disbursed through Cornell University directly to the industry professional providing services.

Environmental Project Funds

Program funds may be used to engage the services of a dairy industry professional in the following categories:

Comprehensive Nutrient Management Plan (CNMP) for dairy farms < 300 mature cows

Funds will cover 80% of eligible costs up to:

CNMP - \$6,000 for a certified planner to develop a new Comprehensive Nutrient Management Plan (CNMP).

CNMP - \$4,500 to update an existing CNMP.

Engineering Services for Best Management Practices on dairy farms < 700 mature cows

Funds will cover 80% of eligible costs up to:

BMP - \$5,000 to design a single best management practice (BMP) identified in the farm CNMP.

BMP - \$10,000 to design a combination of BMPs identified in the farm CNMP.

BMP - \$3,000 for construction oversight and as built certification of a single BMP, up to \$6,000 for a combination of BMPs.

BMP - \$2,500 to evaluate an existing structure (BMP).

New! Non-contact cooling water reclamation system - \$10,000 to install a new water reclamation system.

Environmental projects are funded through the NYS DEC Environmental Protection Fund