



The Grow Wisconsin Dairy Team (GWDT) is a cohesive team of Wisconsin interagency members that coordinate and focus resources for dairy farmers to modernize their businesses and for processors to streamline the supply chain. Created to increase support and grow Wisconsin's dairy industry, the Grow Wisconsin Dairy Team is a joint venture between the Department of Agriculture, Trade and Consumer Protection; Department of Commerce's Dairy 2020 program; the University of Wisconsin Extension's Dairy Team, Farm and Risk Management Team and Center for Dairy Profitability and Wisconsin Technical Colleges.

This program is made possible through the Dairy Business Initiative. At the heart of this initiative has been the focus of modernization, innovation and improved efficiency by focusing on producers, processors and the supply chain itself. The initiative is making monumental strides with efforts in relocation and investment, to market growth and niche market development, along with product innovation and diversification through outreach and education.

This program is made possible through the Dairy Business Initiative, which is funded by grants from the U.S. Department of Agriculture (USDA) and supported by Senator Herb Kohl and Congressman Dave Obey. These federal funds are being matched by in-kind contributions of the Wisconsin Milk Marketing Board and the state of Wisconsin Departments of Agriculture, Trade and Consumer Protection and Commerce.



## DAIRY FARM MANAGEMENT TEAM

The Dairy Farm Management Team is a dairy producer program and a farm management resource. By pairing a producer with a facilitator, the program utilizes a group effort to evaluate the dairy operation and identifying areas to improve performance and profits. The team members meet to identify issues and opportunities, develop strategies, and provide input for decision-making and longer-term strategic planning.

This is truly the producer's tool because they can take this feedback and input to move forward as applicable to their operation. It can be utilized to work on issues concerning new/appropriate technologies implementation, farm grow, financial success, long-term sustainability and many other topics. This team approach is a component of the Dairy Business Initiative, which is focused on reinvigorating Wisconsin's transitioning dairy industry.

### Pre-qualification Questions

1. Do you want to have a team working with you to evaluate your operation?  
 YES  NO
2. Do you want to address multiple areas of your operation with a team approach to improve long-term efficiency and performance?  YES  NO
3. Are you committed to take steps necessary to enhance your dairy based on team recommendations and insights?  YES  NO
4. Are you willing to make some financial investments towards improvements on your farm if they are deemed valuable and cost effective?  YES  NO

If you answered yes to the questions above, you are a good candidate for the program. To be considered, please complete the form on the other side.

[www.growwisconsindairy.com](http://www.growwisconsindairy.com)

For more information, contact:

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# DAIRY FARM MANAGEMENT TEAM APPLICATION

Please complete the following information (type or print)

## Contact Information

Producer Name \_\_\_\_\_ Farm Name \_\_\_\_\_

Address \_\_\_\_\_ Town/City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

County \_\_\_\_\_ E-mail \_\_\_\_\_ Phone Number \_\_\_\_\_

## Farm Information

Total Number of Cows \_\_\_\_\_ Number of acres cropped: \_\_\_\_\_

Number of Heifers (under 12 Months) \_\_\_\_\_ Owned: \_\_\_\_\_

Number of Heifers (12 Months or Older) \_\_\_\_\_ Rented: \_\_\_\_\_

Number of lactating cows (today) \_\_\_\_\_ Crops grown: \_\_\_\_\_

Number of dairy animals sold (in last year) \_\_\_\_\_

Pounds of milk (most recent shipment) \_\_\_\_\_ Have you used an on-farm consultant? \_\_\_\_\_ YES \_\_\_\_\_ NO

Number of milkings in that shipment \_\_\_\_\_ If so, when and who: \_\_\_\_\_

Annual cwt average of milk shipped \_\_\_\_\_ For what areas? \_\_\_\_\_

Operational details (check all that apply) \_\_\_\_\_ Parlor \_\_\_\_\_ Robotics \_\_\_\_\_ Organic \_\_\_\_\_ Grazing \_\_\_\_\_ Other

Provide a brief description of operation: \_\_\_\_\_

Do you currently use a record-keeping system for your farm? \_\_\_\_\_ YES \_\_\_\_\_ NO

If so, what program and what information is collected? \_\_\_\_\_

If you were to develop (or update) a business plan for your dairy operation, what would be the three most important areas to address?

Because of the significance of finances in this project, please provide the name, company and contact information for your lender.

If selected for this program, we would be interested in monitoring your progress to evaluate the program and to promote it.

Would you be willing to provide us with an annual self-audit/assessment of your progress? \_\_\_\_\_ YES \_\_\_\_\_ NO

Would you allow us to use your farm's performance information and progress for promotion? \_\_\_\_\_ YES \_\_\_\_\_ NO

(Specific individual financial details will not be release, farms will be notified prior to information being used)

By signing below, the applicant certifies that the information contained within this application and in attachments is true and complete to the best of their knowledge. (Misrepresentation of materials and/or facts may be the basis for denial of application).

Signature \_\_\_\_\_ Date \_\_\_\_\_

Please return this application to Kelly Sime, WI DATCP, PO Box 8911, 2811 Agriculture Drive, Madison, WI 53708-8911

Applications are also accepted by faxed to 608-224-5110 or via email to Kelly.Sime@wi.gov