Purposes of a Profit Team

Profit Teams are created to focus on the needs of a particular farm. A team can be designed to recommend a new business organization and structure, to develop a succession or farm transfer plan, to evaluate and provide advice on management & production practices, or to explore other topics.

Why a Profit Team Works

When a team of experts meets regularly to discuss one farm, they can efficiently collaborate to provide the following:

- Thorough business evaluations
- Fully-informed problem-solving
- Diverse input for better priority setting
- Improved business planning
- Buy-in on the best solutions
- Improved accountability
- Enhanced farm performance and profitability

“Properly run advisory teams are the single best investment a farmer can make to improve profitability.”

- Bruce Dehm
How a Profit Team Works

To participate in the Profit Team program, a farmer must hold a minimum of seven team meetings over a maximum 15-month period. NYFVI will pay 80% of team costs, up to $2,500.

Participation in the program requires a farmer’s willingness to provide the team with detailed information on the farm’s operations, and an open mind toward making changes based on the team’s recommendations.

Grants are provided to farmers to help them start a Profit Team. After the grant period has ended, grant sponsors expect that farmers will see the value of the Teams, and continue to work with them.

NYFVI and Dairy Profit Teams

Through a legislative appropriation, NYFVI, in cooperation with the NYS Department of Agriculture & Markets, sponsors the Institute-based Dairy Profit Team program.

Applications Available on NYFVI’s website

Go to the Dairy Profit Team page of www.nyfvi.org for an application to download. Send completed applications to Kristin Cleveland, Dairy Profit Team Coordinator at NYFVI.

Additional documents and other tools to assist with creating and organizing an effective and productive Profit Team are also available on the Dairy Profit Team page of the NYFVI website.