



“Last year my total milk production was 786,000 pounds. This year I’m on pace to sell well over a million pounds. My life went from a point where I was ready to be done farming to now I’m having a lot of fun.” - Eric Vanstrom



“The team knows everything about our operation. The members have opened our eyes to opportunities we don’t see because we are so close to the farm every day.” - Jake Conway

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

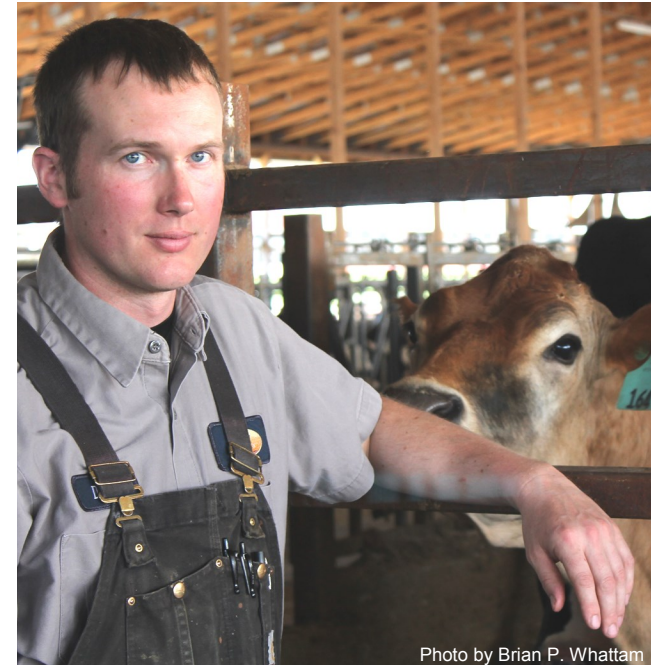


Photo by Brian P. Whattam

IMPROVE YOUR BUSINESS WITH A DAIRY PROFIT TEAM

Get Started With A Grant From NYFVI





What is a Profit Team?

A Profit Team is a group of professionals, selected by a farmer, that meets regularly and works with the farmer to evaluate and improve the business. A farmer may invite feed consultants, crop managers, veterinarians, extension agents, loan officers, or others to be a part of the Profit Team.

Farms that have participated in Profit Team programs report significant gains in productivity, profitability, and efficiency.

What is NYFVI?

The New York Farm Viability Institute is a farmer-led nonprofit that awards grant funds for applied research and outreach education projects to help farms increase profits and provide models for other farms.

NYFVI works with farms of all sizes, commodities and production practices across NY State to foster a vibrant and sustainable agricultural economy.

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.



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