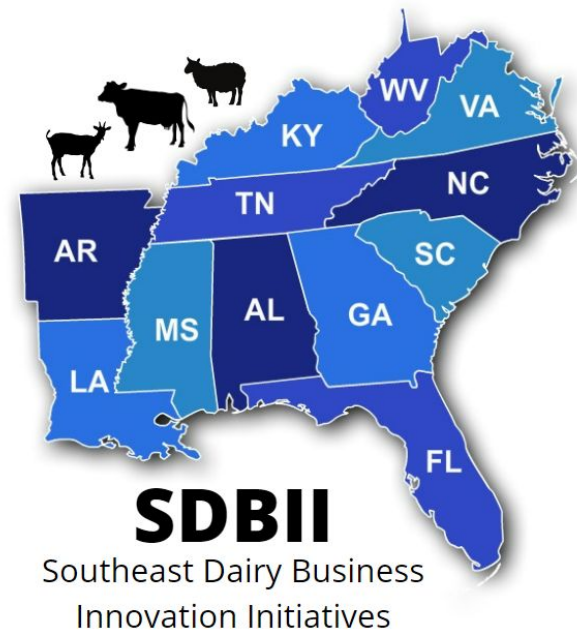




NC STATE THINK AND DO
THE EXTRAORDINARY

Southeast Dairy Business Innovation Initiatives: Dairy Farm Business Grants



Real. Life. Solutions.™



UTIA INSTITUTE OF
AGRICULTURE
THE UNIVERSITY OF TENNESSEE

Grant Program Contacts



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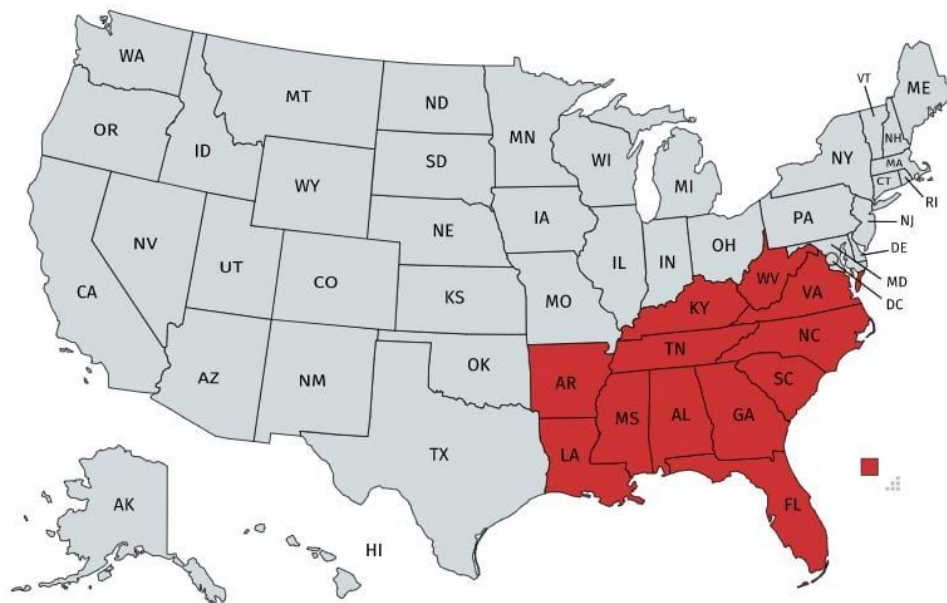
Jennifer Hickerson,
Consultant
Kentucky Dairy Development Council



Expanded Geographic Area

The SDBII grant program has expanded from TN, KY, and NC to also include:

- Alabama
- Arkansas
- Florida
- Georgia
- Louisiana
- Mississippi
- South Carolina
- Virginia
- West Virginia
- Puerto Rico



Contacts

Regional state contacts:

- NC, SC, GA & MS: ncdairyextension@ncsu.edu
- KY, AR, VA & WV: j.hickersonkddc@gmail.com
- TN, AL, LA, FL & PR: sdbiigrants@utk.edu

Website(s):

- <https://valueaddeddairy.tennessee.edu/>
- <https://dairy.ces.ncsu.edu/>
- <https://www.kydairy.org/>

Program Expansion: Scope

New Allowable Costs for Dairy Farms

- USDA has informed us we can now fund the following:
 - ☐ Use of precision technologies for livestock
 - ☐ Robotic milking, feeding, and manure management equipment
 - ☐ Raw milk storage and cooling equipment
 - ☐ Animal comfort, cooling, and housing improvements
- New grant opportunities will be added this year:
 - ☐ Farm Improvement Grant
 - ☐ Precision Technology Grant

https://valueaddedairy.tennessee.edu/wp-content/uploads/sites/244/2022/12/DBI-Allowable-Unallowable-Costs-On-Farm-Subawards_Final.pdf

Expanded Applicant Scope - Pick 1!

Farm Infrastructure Improvement Grant:

- Maximum Award Amount: \$100,000 per grantee (at least 32 awards at the total amount)
- Matching Funds on Allowable Expenses: 25% match (up to \$25,000 in matching funds i.e., total project of at least \$125,000 if asking for max)

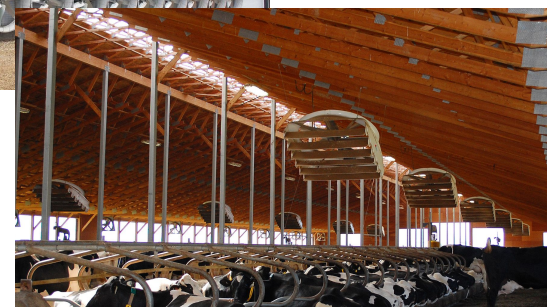
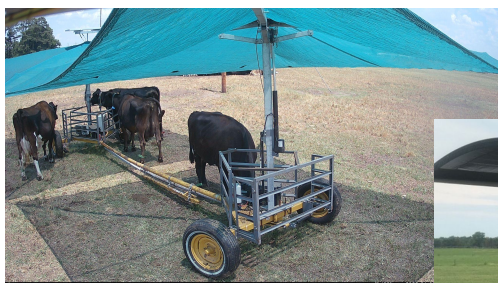
Precision Technology Investment Grant:

- Maximum Award Amount: \$200,000 per grantee (at least 10 awards at the total amount)
- Matching Funds on Allowable Expenses: 25% match (up to \$50,000 in matching funds i.e., total project of at least \$250,000 if asking for max)

Farm Infrastructure Improvement Grant Areas

- Cooling systems/ventilation to reduce heat stress
- Increased water and feed access
- Equipment to increase parlor throughput and labor efficiency
- Improved feed and forage management and/or storage
- Equipment improvements to animal housing and environments
- Water, waste, and manure management improvements
- Investments to improve farm business structure
- Business, financial or leadership training expenses
- Investing in more efficient on-farm milk cooling and/or storage

Farm Infrastructure Improvement - Example



Cooling systems/ventilation to reduce heat stress

- Cooling systems reduce stress on animals
- Reduce seasonality of milk production- good metric for the grant
- Expect → Increased milk yields, better repro, etc.
- Integrate into other grant programs- energy reduction (REAP)

Housing



- ✓ Loops, waterers, fans, thermostat, curtains, headlocks, bedding, tillers (pack barns)
- ✗ Concrete, construction materials, lumber, etc.

Parlors



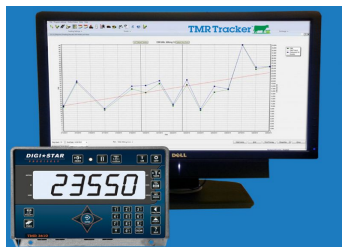
✓ Milking equipment, stalls, meters, ATOs, robots, etc.

✗ Concrete, construction materials, lumber, etc.

Precision Technology Investment Grant Areas

- Wearable technologies
- Technology-driven pasture, forage, and feed management systems
- Equipment to support automation and robotics
- Technology-supported animal housing and cow comfort improvements
- Implementation of biotechnologies that can improve herd performance and longevity
- Business management improvements
- Technology and equipment that supports improved milk quality and production through automation of the milking process,

Precision Technology Investment - Example



Technology
Driven Feed
Management



Milk
metering/parlor
management



Wearable Technologies

- Make sure that the tech you choose, solves the problem you have
 - *Ex. unless it replaces ALL the senses, robots/automation only replaces part of labor*
- Justify how it will improve/increase production
 - *Ex. Decreasing days open saves \$3/hd/d open; Heat detection with less synch drugs*

Unallowable Costs (examples)

- ✗ Real estate purchases
- ✗ Repayment of loans or mortgages
- ✗ Rent or contract payments for time periods extending beyond the 12-month period allowed for eligible projects
- ✗ Legal fees (for suits, disputes, etc.)
- ✗ Lobbying, fundraising, or other political activities
- ✗ Purchase of Vehicles

Competitive Grants = Thoughtful Proposals

Think beyond today

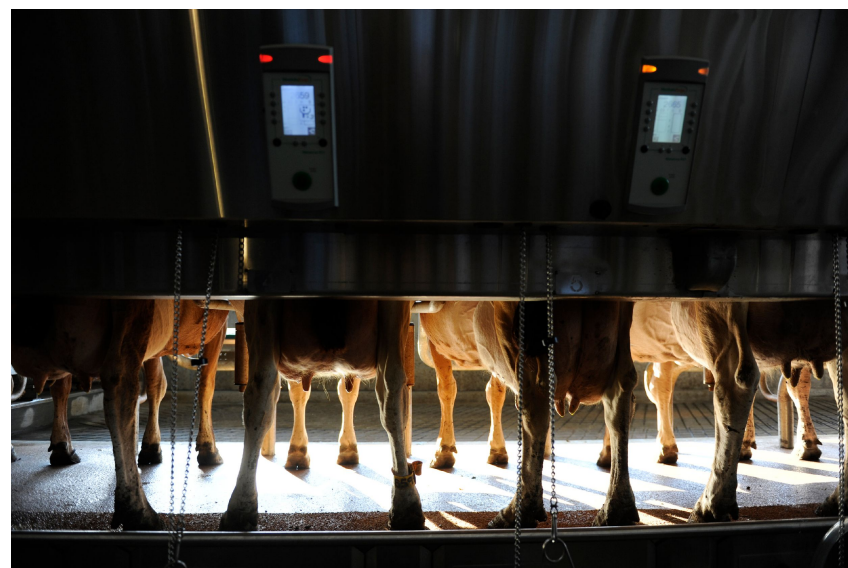
- > Lots of applications, limited funds, don't just think about what's broken or needs to be replaced today

Strategic investments

- > Applications that help position the dairy to be more competitive will perform better in review

Demonstrate returns to dairy

- > No matter what you ask for, show how it will impact your farm in terms of reduced labor, reduced cost, increased efficiency, increased profitability, etc.



Start talking to someone about your idea...

...and be open to suggestions!

- > If you have an idea that seems eligible for this grant, reach out to people who can help determine if there are any limiting factors or special considerations for you
- > Reach out to contact(s) who can help you think through your idea and help you think through all the “what if’s” and “what’s missing”
- > Applications will require that you have some references who can vouch for your idea and support your effort - reach out to those contacts now!

Timeline



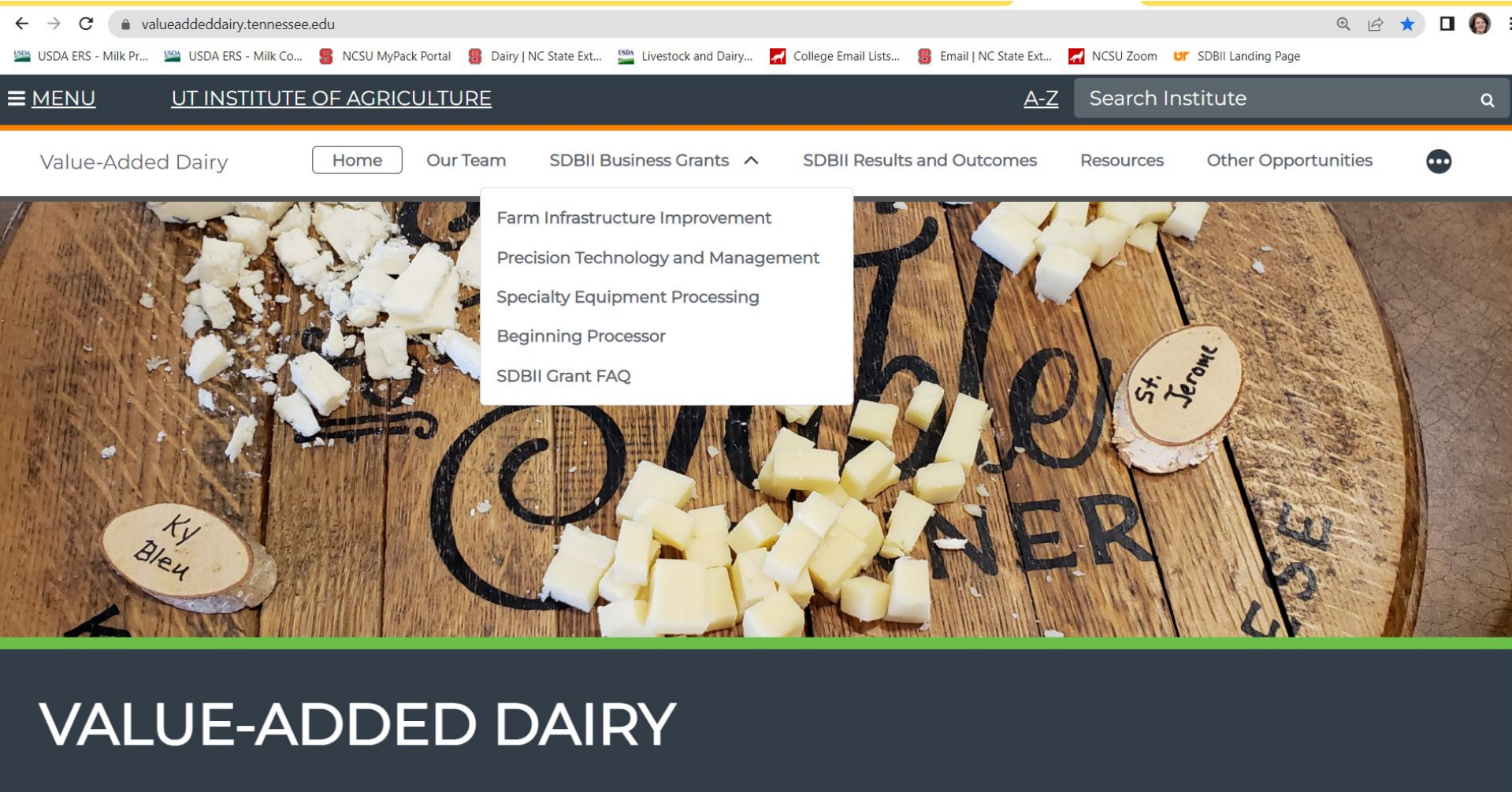
Make a wish list...now!

Talk to an advisor (or three!) about your wish list.

Prioritize and determine what's realistic. Think timeline, cost and capital availability, labor capacity, technical feasibility, supply chain delays, etc.

Electronically submit your completed application by **5pm EST on Friday, June 2, 2023.**

Where to find the info...



The screenshot shows a web browser displaying the website valueadddairy.tennessee.edu. The browser's address bar and tabs are visible at the top. The website's header includes a navigation bar with a menu icon, the text "UT INSTITUTE OF AGRICULTURE", a search bar labeled "Search Institute", and a list of navigation links: "Value-Added Dairy", "Home", "Our Team", "SDBII Business Grants", "SDBII Results and Outcomes", "Resources", and "Other Opportunities". A dropdown menu is open under "SDBII Business Grants", listing the following options: "Farm Infrastructure Improvement", "Precision Technology and Management", "Specialty Equipment Processing", "Beginning Processor", and "SDBII Grant FAQ". The background of the website features a photograph of a wooden cheese board with various cheeses and two small round cheese labels labeled "Ky Bleu" and "St. Jerome".

valueadddairy.tennessee.edu

USDA ERS - Milk Pr... USDA ERS - Milk Co... NCSU MyPack Portal Dairy | NC State Ext... Livestock and Dairy... College Email Lists... Email | NC State Ext... NCSU Zoom SDBII Landing Page

MENU UT INSTITUTE OF AGRICULTURE A-Z Search Institute

Value-Added Dairy Home Our Team SDBII Business Grants SDBII Results and Outcomes Resources Other Opportunities

- Farm Infrastructure Improvement
- Precision Technology and Management
- Specialty Equipment Processing
- Beginning Processor
- SDBII Grant FAQ

VALUE-ADDED DAIRY

Application Materials

← → ↻ valueaddeddairy.tennessee.edu/farm-infrastructure-improvement-grant/ 🔍 📄 ☆ 🖱️ 👤 ⋮

🇺🇸 USDA ERS - Milk Pr... 🇺🇸 USDA ERS - Milk Co... 🇺🇸 NCSU MyPack Portal 🇺🇸 Dairy | NC State Ext... 🇺🇸 Livestock and Dairy... 🇺🇸 College Email Lists... 🇺🇸 Email | NC State Ext... 🇺🇸 NCSU Zoom 🇺🇸 SDBII Landing Page

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Grant Workbook Components

The Farm Infrastructure Improvement Grant Request for Proposals, Application, and Budget Form are available below. Read the Request for Proposal **IN FULL** before starting your application.

Those considering applying for an SDBII grant should start the process of obtaining a Unique Entity Identifier (UEI) as soon as possible. Award recipients will be required to provide a UEI before the grant contract can be executed. Wait times are currently several weeks long. Register at [SAM.GOV](#) 📄

[Request for Proposal Farm Infrastructure Improvement Grant](#) Download

[Farm Infrastructure Improvement Grant Application](#) Download

[Farm Infrastructure Budget Form](#) Download

[Grant Application Review Rubric](#) Download


[USDA AMS Allowable Unallowable Costs](#) Download

Program Contacts

Tennessee, Alabama, Florida, & Louisiana
Shep Stearns & Liz Eckelkamp: sdbiigrants@utk.edu

Kentucky, Arkansas, Virginia, & West Virginia
Jennifer Hickerson: j.hickersonkddc@gmail.com

North Carolina, South Carolina, Georgia, & Mississippi
Brittany Whitmire & Stephanie Ward: ncdairyextension@ncsu.edu



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Complementary Funding Opportunities

← → ↻ valueaddeddairy.tennessee.edu/opportunities/ 🔍 📄 ☆ 🗖 👤 ⋮

🇺🇸 USDA ERS - Milk Pr... 🇺🇸 USDA ERS - Milk Co... 📖 NCSU MyPack Portal 📖 Dairy | NC State Ext... 🇺🇸 Livestock and Dairy... 🐄 College Email Lists... 📧 Email | NC State Ext... 🐄 NCSU Zoom 📄 SDBII Landing Page

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Job Opportunities

Grants and Loan Programs

Workshops and Meetings

There are many grant opportunities specific to value-added producers and producers looking to begin a value-added enterprise. Others help farmers in general.

National

- [Value-Added Producer Grant](#) (find a series of informational videos [here](#))
- [Rural Energy for America Program \(REAP\)](#) (find an informational video [here](#))
- [Food Supply Chain Guaranteed Loan Program](#)
- [Sheep Production and Marketing Grant Program](#)

Tennessee

- [Agricultural Enterprise Fund](#)
- [Tennessee Agricultural Enhancement Program \(TAEP\): Producer Diversification](#)

Kentucky

- [Agricultural Processing Loan Program](#)
- [Small Scale Farm Grant Program](#)

North Carolina

- [AgVentures Grant](#)
- [Western North Carolina AgOptions Grant](#)
- [University of Mount Olive AgPrime Program](#)

<https://valueaddeddairy.tennessee.edu/opportunities/#grants>

First things, first, with federal \$\$

UEI & Energy Audit

Unique Entity ID

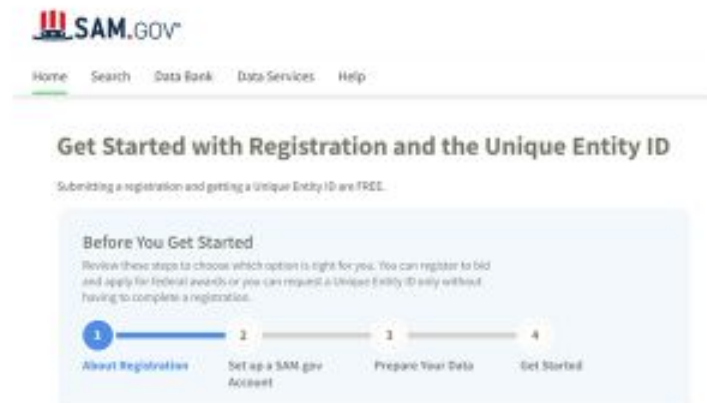
A UEI is a number issued by the SAM system to identify entities that do business with the federal government. In order to receive a grant with federal dollars, you must have a UEI. It's **free** to secure one.

Make sure you go to SAM.gov, not an advertisement website.

Energy Audit

Part of the energy efficiency grants include an energy audit, which must demonstrate energy savings for your project. Check with your utility provider to see if they offer energy audits. Your state REAP contact should be able to provide a list of auditors in your area.

https://www.rd.usda.gov/files/RBS_StateEnergyCoordinators.pdf





**Thank you!
Questions?**