

NORTHEAST

DAIRY BUSINESS INNOVATION CENTER

Overview and Funded Projects

Laura Ginsburg

VAAFM Development Division Section Chief and NE-DBIC Center Lead

Hosted at:

Northeast Dairy Business Innovation Center:

What is it and who is involved?

USDA Funded Grant Program

- DBIC focus is development, production, marketing, and distribution of dairy products
- VAAFM awarded competitively in 2019
 - Two other regional centers – Wisconsin and Tennessee
 - Awarded to date = \$6.5 million
- VAAFM eligible for non-competitive funds through 2023, pending Congressional appropriation
- At least 50% of funds must go out to farmers or processors as grants to support Center identified projects

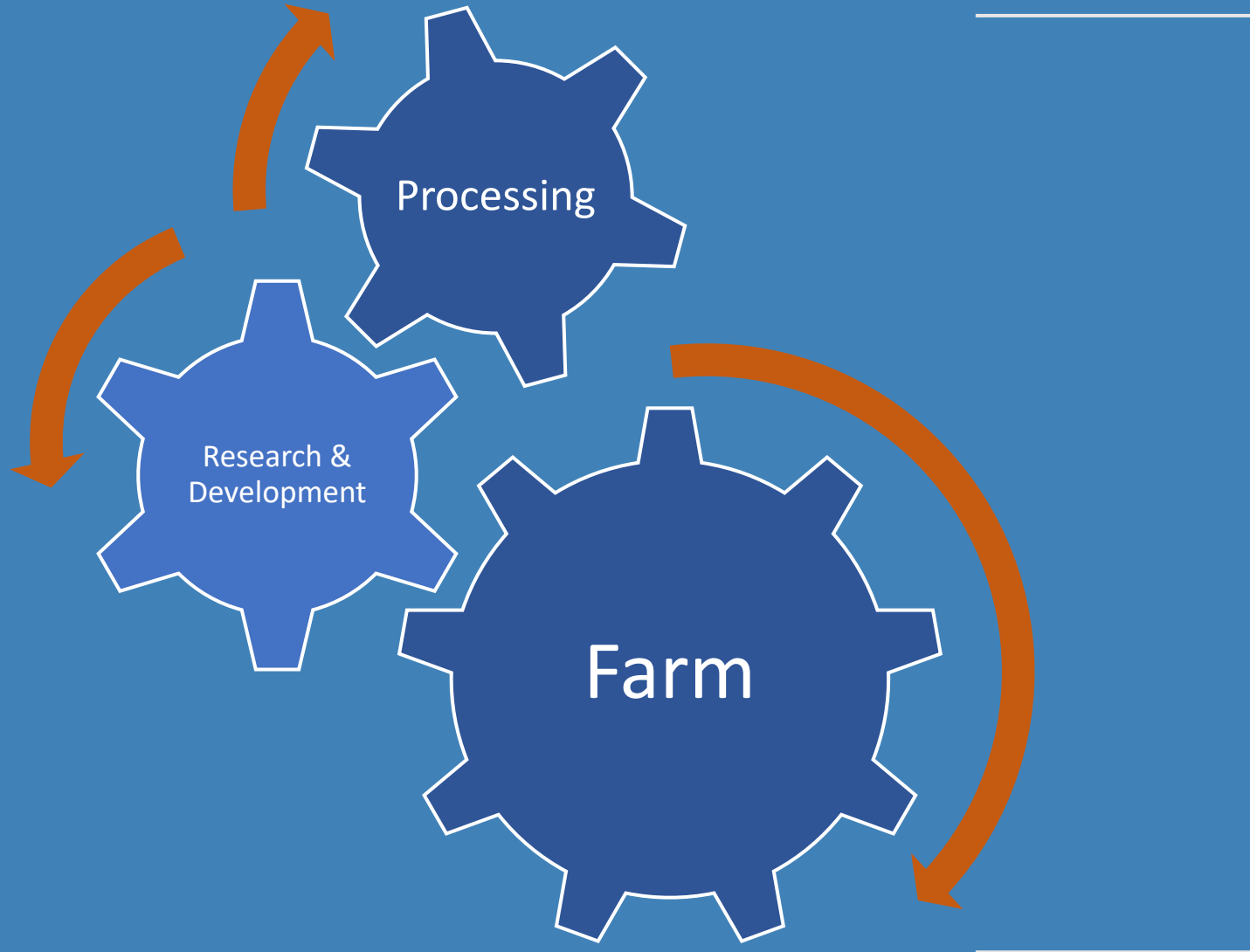
Who is Involved?

- N-DBIC represents all the NEASDA member states – Pennsylvania to Maine
- State Agency/Department of Agriculture and state extension offices
- Dairy sector stakeholders: cooperatives, producer associations, watershed alliances, independent processors
- Viability and business assistance organizations

Northeast Dairy Business Innovation Center: Investment and Project Strategy



Northeast Dairy Business Innovation Center: Areas of Investment



Umbrella Activities

Marketing

Consumer Demand

Distribution

Northeast Dairy Business Innovation Center:

Farm focused objectives

Education & Technical Assistance

- UVM Extension dairy farm specialists
- Farmworker safety program – AgriMark partnership with UVM and Cornell
- Learning journey to Missouri grazing dairy farms
- TA to farmers via Cooperatives

Funding Opportunities

- Transition to grazing technical assistance contracts
 - Pilot cohort underway with UVM Extension
- Multi-business agritourism development grants

Northeast Dairy Business Innovation Center: Processor focused objectives

Education & Technical Assistance

- Value-added producer food and employee safety virtual training series with UVM Extension
- Specialty cheese sensory preferences and microbial research – UVM and Tufts partnership

Funding Opportunities

- Marketing and branding professional services grant
- Food safety certification grants

Northeast Dairy Business Innovation Center:

Research and development objectives

Innovation

- Supply chain alternatives
- Distribution development as a response to pandemic market changes with Vermont Cheese Council

Research

- Distribution network capacity study
- Brand reception study and producer toolkit
- Dairy goat and sheep market research
- Dairy goat sector development needs in partnership with Vermont Creamery