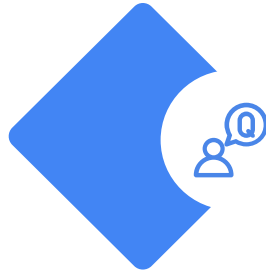


Processor Opportunities And Funding Options: PCC-DBII



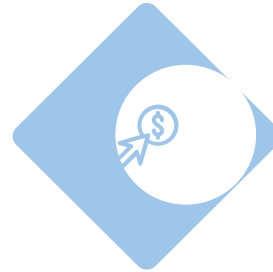
April 9, 2024

Your PCC-DBII Leadership Team



Carmen Licon

CEO and Concept Artisan: PCC-DBII
Founding Director - Milkulture Institute
Director - Dairy Product Technology Center
CARMENL@CALPOLY.EDU



Susan M. Pheasant

“Cowkeeper” PCC-DBII
Director - Institute for Food and Agriculture
SPHEASANT@CSUFRESNO.EDU

Outline of Our Presentation



01

BIG PICTURE

02

People Opportunities

03

Dairy Business Grants

04

Partners/Collaborators

05

Question & Answer

01

Pacific Coast Coalition - Dairy Business Innovation Initiative

Thank you, USDA AMS

Trained Workforce

Conferences, workshops, seminars, webinars, eLearning HUB

Culturally Diverse Value-Added Products

Milkulture Institute

Internships and Industry Networking

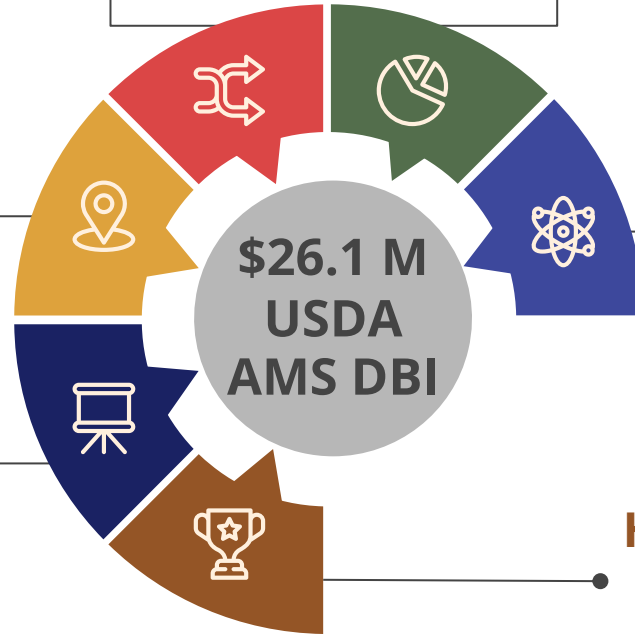
Undergrad, grad students

Technical Assistance and Consultancies to Dairy Businesses

Grants to Dairy Processing Businesses

More than \$12.3 M available 2022-2026 (so far)

HEI Hands-on Pilot Plant Instruction



\$26.1 M
USDA
AMS DBI



02

**Funding
Opportunities
(reimbursement basis only)**

Reimbursement Funding

Per USDA AMS, "funding is to **support processing capacity expansion and technical assistance to producers**. The pandemic has demonstrated that dairy producers and regional dairy processors, particularly those engaged in value-added production, faced systemic shocks over the past several years. This funding is intended to **improve regional dairy supply chain resiliency**."

USDA AMS "encourages Initiatives to benefit

- smaller dairy farm businesses
- underserved dairy producers
- veteran dairy producers
- underserved communities
- partner and/or collaborate with Minority Serving Institutions (MSIs) that have the expertise and can provide direct or indirect technical assistance to dairy businesses"



Three Funding Opportunities

1. **Technical Assistance**
consultants, university services,
technical experts
(approx \$100,000)
 2. **Internships**
college, university students
(approx \$100,000)
 3. **Dairy Processing Business**
including Co-Packing
(approx \$1 million)
- 

Technical Assistance

HOME LEARNING MENU FUNDING OPPORTUNITIES NAVA ABOUT CONTACT US

TECHNICAL ASSISTANCE

TECHNICAL ASSISTANCE APPLICATION - 2024

Eligible dairy producer and processing businesses are invited to submit proposals to receive reimbursement funding for technical assistance (i.e., you must be a dairy processing business/farmstead based in AZ, CA, NV, OR, and/or WA). The technical assistance can cover consultation services such as recipe formulation, scaling of recipes, packaging, marketing, new product development, good manufacturing practices, strategic planning, specialized training, etc. Technical Assistance may be provided by university faculty/staff/students, recognized subject matter expert, professional consultants, etc. Approval of proposal for reimbursement must come from BIPDOR. Existing contractual relationship with technical assistance service provider. Must be a dairy processing business operating in one or more of the six states. Funds are available on a first come, first serve basis (upon approval in advance).

TECHNICAL ASSISTANCE REIMBURSEMENT REQUEST

- Reimbursement basis
- Application in advance from an existing dairy processing business in CA, OR, WA, AZ, NM, NV
- Can apply at any time
- \$ TBD (per approved budget and workplan)
- First come, first serve until funds run out
- Short questionnaire following - dairy business
- **Consultations:** recipe formulation, scaling of recipes, packaging, marketing, new product development, GMPs, strategic planning, specialized training
- **Provided by:** university faculty/staff/students, recognized subject matter expert, professional consultant, etc.



- English and Spanish language
- Utilize technical assistance funds for fees

USDA MANDATES: Our Purpose

Education & Training Opportunities

<p>Product, Process and Packaging Innovation Conference February 2025 CDIC, Cal Poly SLO - Shell Beach</p>	<p>Pasteurization Workshop April 2024 Advanced Cheesemaking tbd Washington State University</p>	<p>Coffee, Tea, and Creamer Short Course January 2025 Chapman University</p>
<p>Hispanic Cheeses and Mediterranean Cheeses Short Course Fall 2024 Cal Poly SLO, CDIC</p>	<p>Fermented Milks, Yogurts & Probiotics June 2024 UCDavis, CDIC</p>	<p>Dairy Products Innovation Mini Conference & Workshop Sept 2024 Fresno State, CDIC</p>
<p>Advanced Cheesemaking July 2024 Cal Poly SLO, CDIC</p>	<p>Hands-On Ice Cream Workshop November 2024 Food Innovation Center OSU</p>	<p>eLearning HUB available 24/7</p>



Internships

HOME | ABOUT PCE DSI | FUNDING OPPORTUNITIES | **INTERNSHIPS** | NEWS | ABOUT | CONTACT US

INTERNSHIPS

INTERNSHIP APPLICATION - 2024

Eligible dairy producer and processing businesses are invited to submit proposals for internships/reimbursements (i.e., you must be a dairy processing business/farmstead based in AZ, CA, HI, MO, OR, and/or WA). The goal for PCE DSI is to help fund interns interested in learning more about the dairy processing business as a potential career opportunity. Internships may address multiple areas of dairy business functions (e.g. dairy processing, food science, agribusiness, marketing, human resources, engineering, agricultural communications, food safety, etc.). Must be a dairy processing business operating in one or more of the six states. Up to \$5k per internship depending on scope of work and duration. Dairy business may have multiple interns.

Internship funds are available on a first come, first serve basis (upon approval in advance).

[INTERNSHIP REIMBURSEMENT REQUEST](#)

- Reimbursement basis
- Application in advance
- Can apply at any time
- Up to \$5,000 per internship
 - depending on scope, length of internship
- Community college, university students
- First come, first serve until funds run out
- Short questionnaire after - dairy business; intern

Internship Highlights

<p>Create a database for yogurt as basis for product development.</p>	<p>Shadow and assist our maintenance manager. Follow and understand the principles involved in the new ice cream facility being constructed.</p>	<p>Assist in collecting video/audio content from PCC-DBII grant winners to be utilized for creating promotional content, educational resources, and showcasing industry innovations.</p>
<p>Learn all aspects of cheese care in the ripening process, how to cut and wrap cheese for retail packaging, how to put together order for shipping, and cheesemaking assistant duties.</p>	<p>Map Hispanic dairy products market in California, identify products (domestic – made in CA, other States, imported) and identify segments for growth and innovation.</p>	<p>Identify and locate online resources for dairy processing education available in the US and Canada, as well as relevant international sites in English or Spanish languages.</p>
<p>Shadow and assist the accounting staff with A/P and A/R. Prepare monthly reporting, quarterly payroll reporting, and budgeting. Streamline credit card payment processing and related integration into our accounting system.</p>	<p>Work with lead pasteurizer and ice cream maker to learn all aspects of developing ice cream: including transporting milk from farm to processing facility, pasteurization, inclusions, batch freezing and hardening of the ice cream.</p>	<p>Immersion into cheesemaking, cheese aging, packaging, and sanitation in our small facility. Work with our team of cheesemakers to learn these valuable skills and hopefully develop an interest in following cheesemaking as a career.</p>



03

Dairy Business Grants: Past, Present, Future

PCC-DBII Dairy Business Funding Priorities - PROCESSING ONLY

Innovation

**Expand
product lines
for domestic
and export**

**Adopt new
processing
technology**

**Meet
consumer
wants**

**Increase
value-added
dairy products**

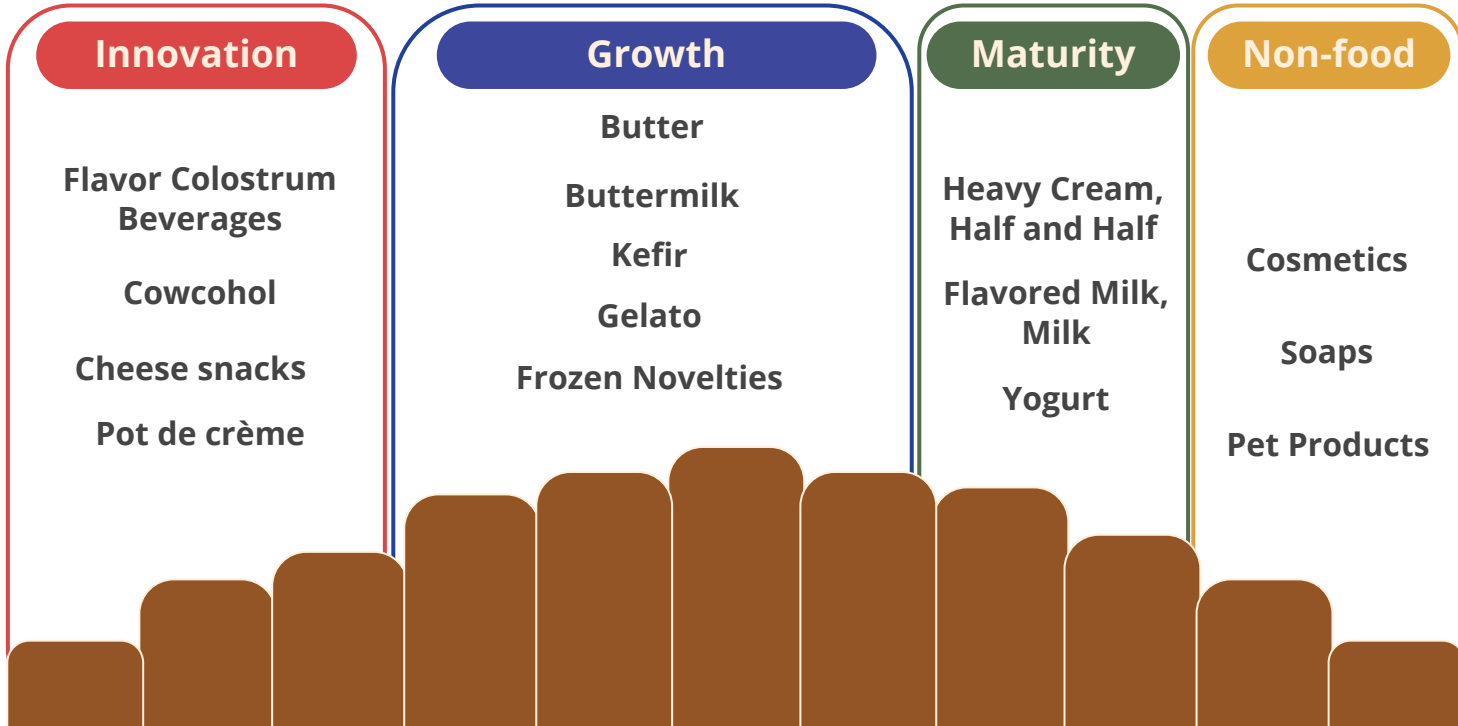
**Expand milk
usage**

Sustainability

**Increase
consumption**

**Decrease dependence on
commodity markets**

Product Categories Funded By Grants



Examples of What Has Been Funded

Equipment

- Diversify product offerings
 - Ice cream machine, freezer, separator, butter churn, pasteurizer, cheese press, cheese molds, vat pasteurizer, fruit feeder for additions
- Expand market access
 - Coolers, Line upgrade (volume), Vacuum sealer

Co-Packing

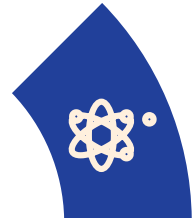
- Ice cream, ice cream novelties
- Greek style frozen yogurt pet treats
- Cheese cuber
- Milk and flavored milk
- Cream, kefir, yogurt

Studies

- Shelf life and validation
- Market feasibility, situation Analysis- food category, product ideation
- Marketing and promotions plan
- Curriculum for university, 4-H, FFA, creameries
- Product development, formulations
- Sensory analysis

Equipment

- Packaging
 - Glass/paper, pallet wrapper, shrink wrap
- Quality Assurance
 - Charm tester, milk component analyzer
- Automation
 - Cheese cutter, continuous stuffer, bottle washer
- New line/filler/capper



Grants to Dairy Processing Business

Your application will have competition...

Dollars Requested	Dollars Funded	% Dollars Funded	Applications Received	Applications Funded	% Funded
\$40,048,594	\$10,654,010	27%	191	76	40%



Fall 2022: \$285,345
Funding categories:
\$10k, \$25k, \$50k



Spring 2023: \$4,088,875
(includes pandemic funds)
Funding categories: up to
\$50k, \$100k, \$250k,
\$500k, \$1 million



Fall 2023: \$521,764
Funding categories:
up to \$50k; equipment
only



Spring 2024: \$5,743,027 *est*
(includes pandemic funds)
Funding categories: up to
\$50k, \$100k, \$250k, \$500k,
\$1 million

USDA's Metrics

- **Additional Considerations**
 - **Scope of impact on company, region, and/or dairy industry**
 - **Workforce capacity building (# jobs created, # jobs retained)**
 - **Change in sales (% increase in sales)**
 - **Change in products offered (# new products offered, # new markets reached)**
 - **Sustainability of project, innovation, capacity building beyond the initial implementation**

Round 5

\$800,000-\$1,000,000*

+ Technical Assistance

CATEGORIES AWARDS ANTICIPATED # OF
+ Internships

Up to \$50,000 awards		2-4
Up to \$100,000 awards		2-4
Up to \$250,000 awards		2-4
Up to \$5,000 Internships		
TBD		
Technical Assistance		

Why should YOU, rather than someone else, be selected to get this funding?

Reviewers want to see a strong, clear, and straightforward narrative and that you can do what you say you will do within timeframe allowed





04

**Partners/Collaborators
Are Invaluable**

LED BY

FRESNO STATE

Discovery. Diversity. Distinction.



8+ higher education collaborators
8+ regional and national industry partners



Thank You, OSU and ODI!



April 9, 2024



05



Your Turn: Q&A