



Humboldt/Del Norte Goat Milk Producers Association

Producers Working Together

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Why do it?

- Producers are busy ! Managing goats, breeding, milking, business management, making cheese, etc.
- Producers have needs in common
- Survey and discuss needs and possible actions to benefit everyone, individually and collectively



Humboldt County

- There were six commercial herds, we now have four, almost five. With two more saying they will start up.
- Had two cheese plants, now have one large one.
- At least two are considering starting up herds, and one possible farmstead cheese.
- About 1800 goats.





History of Association

- Started meeting in 2004
- Bylaws adopted March 2005
- First project year of 2006
- Second project year of 2007
- Third project year of 2008



Accomplishments

- Meeting Quarterly (Networking, sharing experiences, learning, helping each other on specific tasks)
- Officers taking leadership roles



Accomplishments

- Extension Service Farm Advisor Involvement: Grants written by Farm Advisor
- Partnered with Economic Development Group
- Money coming in to do cooperative projects
- Getting Cooperative Extension Specialists and Dairy Farm Advisors involved
- Two workshops, guest speakers from wide area
- UC CE Dairy Goat Workgroup (Travel funds)



Accomplishments – 1st Grant

- Cost Study started pre-association- funded by a Kellogg/ UC Davis grant process
- Published in 2005
- Involved interviewing producers, having UCD Specialist and Staff complete cost study, sending out for review, editing extensively, second edition
- Booklet on Raising Dairy Goats written, grant paid for hard copies



Accomplishments – 2nd Grant

- Worked with local economic development partner, co-wrote grant to local Foundation.
- Each producer had business consultant work with them on their business plan (\$200 for \$1,500 worth of consultation)
- Strategic Plan for Association with consultant
- June 2006 Regional Workshop in Santa Rosa, speakers from Oklahoma, Davis and private industry



Accomplishments – 3rd Grant

- Grant from local Cooperative Grocery Store's Community Foundation and Cypress Grove Chevre (Processor) funds
- Milk meters for the Association, owned by the Extension service to do demonstrations and county wide data collection.



Accomplishments – 4th Grant

USDA Western SARE grant to Extension Farm Advisor

- Funded foot rot study with Steve Berry
- Funded this 2008 statewide workshop for speakers, travel etc.
- Would not have been possible w/out association in place, and some statewide activities



Total Money from Grants

- 3,000 Calif. Food, Fiber, Futures
- 18,000 Headwaters Fund
- 15,000 USDA Western SARE
- 5,000 North Coast Co-op and Cypress Grove Cheve
- Total \$44,000
- PLUS in kind time of extension and agency staff PLUS NRCS grants producers have obtained on their own.



Not all successful

- Twice grants have been written and denied by the USDA Sheep and Goat Fund.
- Potential for Future? YES
- Two grants written to the UC for funds to work on goat concerns, not funded.



Western SARE Grant

- 2009 Request for Proposals (RFP) has been announced



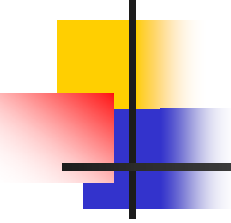
Strategic Planning Process for an Association

- Environmental scan
- Vision
- Current reality
- Strategies
- Action plans



Some of our goals

- Production testing (owner testing or DHIA)
Direct benefit to producers.
- Use this data to 'prove' value of our industry
in the county
- Price improvement based on quality
- Explore medical insurance for herd owners
- Gain technical assistance in business planning
and goat management issues

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- Share equipment
 - Explore association value added products, for commercial, or even if just to give Xmas gifts
 - Labor ideas: relief milker hired by association, rotate to farms. Hoof trimming?
 - Form legal entity for association



Statewide Association?

- Is there a need?
- Who would run it
- What would it cost
- How would we pay for costs
- Are there any downsides?