

Keys to Success

References and supporting resources referring to the questions in the Enterprise Selection Guide for Starting a Dairy Operation.

- **QUESTION 1: FACTORS TO CONSIDER WHEN STARTING A DAIRY OPERATION**

- **Starting a Farm Enterprise in Maryland: Checklist (Fact Sheet FS-946)**
http://extension.umd.edu/sites/default/files/_docs/articles/FS-946%20Starting%20a%20Farm%20Enterprise%20in%20Maryland%20-%20Checklist.pdf
Sudeep A, Mathew and Shannon P. Dill, University of Maryland Extension. (2012)
- **Dairy Processing 101 (Online Workbook)**
<http://albc-usa.org/dairy/index.html>
Users can walk through the process of setting up a dairy processing business from the planning stages to the implementation of all the small details. While the online workbook does not provide the same interactivity as the hands-on workshop, it provides a framework for beginning to think about a dairy farming or processing venture. The American Livestock Breeds Conservancy's (ALBC) goal is to help farmers find niche outlets for their rare breeds and rare breed products. As the market for rare breed dairy products grows, new farmers interested in these operations must be wise and informed to create financial success and to serve conservation. The workbook is also a great tool for those simply interested in starting a farm or farming business. The templates for business planning apply to any new farming venture that you may be interested in starting. The American Livestock Breeds Conservancy.
- **Starting Your Own Dairy Farm (Research Brief #58)**
<http://www.cias.wisc.edu/future-of-farming/starting-your-own-dairy-farm/>
From 1996 to 1999, the UW-Madison Program on Agricultural Technology Studies (PATs) and the Center for Integrated Agricultural Systems (CIAS) surveyed over 300 beginning dairy farmers across Wisconsin and conducted in-depth interviews with 30 beginning farmers. These results show that there are a variety of ways to start a successful dairy farm. UW-Madison College of Agricultural and Life Sciences, Center for Integrated Agricultural Systems, October 2001.
- **Opportunities for Success on Small Dairy Farms Revisited (Document)**
http://www.agmrc.org/media/cms/SmallDairyFarmsRevisited_E2EC9AE05FC68.pdf
By Ken Bailey, Penn State University, September 2002.

- **QUESTION 2: WORKING EXPERIENCE ON A DAIRY FARM**

- **Starting Your Own Dairy Farm (Research Brief #58)**
<http://www.cias.wisc.edu/future-of-farming/starting-your-own-dairy-farm/>
From 1996 to 1999, the UW-Madison Program on Agricultural Technology Studies (PATS) and the Center for Integrated Agricultural Systems (CIAS) surveyed over 300 beginning dairy farmers across Wisconsin and conducted in-depth interviews with 30 beginning farmers. These results show that there are a variety of ways to start a successful dairy farm. UW-Madison College of Agricultural and Life Sciences, Center for Integrated Agricultural Systems, October 2001.
- **Dairy Grazing: Dairy Career Paths (m193)**
<http://extension.missouri.edu/p/m193>
Written by Wayne Prewitt, West Central Region Agriculture Business Specialist, Joe Horner, Dairy Economist, Commercial Agricultural Program, Ryan Milhollin, Project Manager, Commercial Agricultural Program, University of Missouri Extension. November 2011
- **Dairy Animals, University of Missouri Extension (Publications)**
<http://extension.missouri.edu/main/DisplayCategory.aspx?C=14>

- **QUESTION 3: DAIRY FACILITIES**

- **Maryland Association of Soil Conservation Districts**
<http://www.mascd.net/>
- **Maryland Center for Milk and Dairy Product Safety**
<http://msa.maryland.gov/msa/mdmanual/16dhmh/html/16agenph.html#milk>
- **Dairy Extension - Facilities, University of Minnesota Extension**
<http://www1.extension.umn.edu/agriculture/dairy/facilities/>
- **Dairy Extension, University of Minnesota Extension**
<http://www1.extension.umn.edu/agriculture/dairy/>

- **QUESTION 4: CAPITAL NECESSARY TO START A DAIRY OPERATION**

- **Dairy Farm Management Program**
<http://extension.umd.edu/farmmanagement/business-planning-and-farm-financial-management/dairy-farm-management-program>
- **Start-Up and Operating Costs of Small Farmstead Cheese Operations for Dairy Sheep (Document)**
http://www.ansci.wisc.edu/extension-new%20copy/sheep/Publications_and_Proceedings/Pdf/Dairy/Management/Startup%20and%20operating%20costs%20of%20small%20farmstead%20cheese%20operations%20for%20dairy%20sheep.pdf
Written by Carol Delaney and Dennis Kauppila, UVM Center for Sustainable Agriculture

and Department of Animal Science, Burlington, Vermont, UVM Extension, St. Johnsbury, Vermont.

- **Capital Budgeting for a New Dairy Facility (Publication #CIR1110)**
<http://edis.ifas.ufl.edu/ds138>
By C.V. Thomas, M.A. DeLorenzo, and D.R. Bray, University of Florida IFAS Extension

• QUESTION 5: MARKETING PLANS

- **Maryland Rural Enterprise Development Center**
<http://www.extension.umd.edu/mredc>
- **Ag Marketing**
<http://www.extension.umd.edu/agmarketing>
- **“Value-Added Dairy Options”**
<http://agmarketing.extension.psu.edu/Commodity/PDFs/ValAddDairyPotntl.pdf>
By Lance E. Gegner, NCAT Agriculture Specialist, *Appropriate Technology Transfer for Rural Areas (ATTRA)*, August 2001
- **Agricultural Marketing, Penn State College of Agricultural Sciences**
<http://agmarketing.extension.psu.edu/>

• QUESTION 6: MANAGING LABOR ON A DAIRY FARM

- **Dairy Excel: 15 Measures of Dairy Farm Competitiveness (Bulletin 864)**
<http://ohioline.osu.edu/b864/pdf/864.pdf>
By Dianne Shoemaker, Maurice Eastridge, Don Breece, Julia Woodruff, Duane Rader, David Marrison, *The Ohio State University Extension*, Printed October 1997, Revised January 2008
- **Labor Management (Publication #DS80)**
<http://edis.ifas.ufl.edu/ds110>
By D.R. Bray, D.W. Webb, and J.E. Umphrey, University of Florida IFAS Extension.

• QUESTION 7: SELECTING A BREED AND SOURCING DAIRY CATTLE

- **Dairy Breeds and Selection**
http://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=39&ved=0CFoQFjAIOB4&url=http%3A%2F%2Fwww.gaaged.org%2FBrowseable%2FPower%2FPoints%2FAnimal%2520Science%2FDairy%2FDairy%20Breeds%20and%20Selection%2FSherri%20Wiggs.ppt&ei=NcEUsa6F9PeyQHfrYGYCQ&usq=AFQjCNGvSJzBwy_SC-nQPNUV82PyqhuMow&bvm=bv.50500085,d.aWc&cad=rja
By Sherri Wiggs, *Georgia Agricultural Education Curriculum Office*, June 2002.
- **Pedigree Dairy Breeds, The Dairy Site**
<http://www.thedairysite.com/breeds/dairy/>

- **Buying Dairy Cows**
<http://datcp.wi.gov/uploads/Farms/pdf/buyingdairy cows.pdf>
Wisconsin Department of Agriculture, Trade and Consumer Protection Farm Center, August 2007

- **QUESTION 8: NUTRIENT MANAGEMENT REGULATIONS**

- **Maryland Nutrient Management Manual**
http://mda.maryland.gov/resource_conservation/Pages/nm_manual.aspx
- **Animal Waste Management Systems - Livestock**
http://mda.maryland.gov/resource_conservation/Pages/waste_livestock.aspx

- **QUESTION 9: HEALTH CONCERNS WITH DAIRY CATTLE**

- **Animal Health: Cattle**
<http://mda.maryland.gov/animalHealth/Pages/Cattle.aspx>
Maryland Department of Agriculture
- **Small Farms: Dairy**
<http://smallfarms.oregonstate.edu/dairy>
Oregon State University

- **QUESTION 10: ADDITIONAL RESOURCES**

- **American Dairy Science Association (ADSA)**
<http://www.adsa.org/>
- **F•A•R•M•E Institute**
<http://www.farme.com/>
- **Florida Dairy Extension**
<http://dairy.osu.edu/>
- **Minner Institute**
<http://www.whminer.com/dairy.html>
- **North Carolina State University Department of Animal Science Dairy Extension Page**
http://www.cals.ncsu.edu/an_sci/extension/dairy/Dairyh~1.htm
- **Nutrient Requirements of Dairy Cattle**
http://www.nap.edu/openbook.php?record_id=9825
Subcommittee on Dairy Cattle Nutrition Committee on Animal Nutrition, Board on Agriculture, and Natural Resources, National Research Council. Seventh Revised Edition, 2001.

- **Ohio Dairy Industry (Online Resource Center)**
<http://dairy.osu.edu/>
Ohio State University Extension
- **Penn State Extension Dairy**
<http://extension.psu.edu/animals/dairy>
- **Pro Dairy Program**
<http://www.ansci.cornell.edu/prodairy/>
Cornell University, College of Agriculture and Life Sciences
- **University of Kentucky, College of Agriculture, Food and Environment: Dairy**
<http://afsdairy.ca.uky.edu/>
- **U.S. Extension Notes**
<http://www.usextension.org/notes.htm>
- **Virginia Tech Dairy**
<http://www.dasc.vt.edu/index.html>