



NEW YORK CORN GROWERS ASSOCIATION

27 Elk St. Albany, NY 12207

Office: 518 426 0214

Fax: 518 434 9093

www.nycorn.org

FACT SHEET: Field Crops Profit Teams

The New York Corn Growers Association (NYCGA) is offering the opportunity for crop farmers to participate a program that can have a significant impact on farm profits.

WHAT: Profit Teams are advisors that help a farm identify issues and opportunities on the farm, develop strategies for change, and offer suggestions that can lead to increased profits. The farm owner is the team leader and is responsible for making decisions.

A team typically consists of about five advisors of the farmer's choosing. Often bankers, agronomists, certified crop consultants, seed company representatives, crop input specialists, marketing experts, Cooperative Extension educators, and others are considered for the team. Each team has a facilitator who helps to organize and keep team meetings running. Team members and facilitators receive stipends.

Under this program, participating farmers will receive up to \$6000 to compensate consultants and the facilitator for up to 12 meetings during a two year period. Additional costs for the meetings will be born by the farmer.

WHY: Based on the successful dairy industry profit teams in New York and other states, the NYCGA Board of Directors decided to seek support through the Farm Viability Institute to operate a pilot program for crop producers. We believe profit teams can help crop farmers implement cost-savings and profit-generating strategies in the same way as they are working on dairy farms.

WHO: The NYCGA has funding to launch 12 profit teams beginning January 2010. **The application deadline is December 8, 2009.**

The program seeks to work with farms of crop size, production practices, and geographic location.

WHEN: Teams may hold their first meeting between January and April 2010.

WHERE: The program is limited to crop farms within New York State.

HOW: To apply for cost share, farms should complete the following application and return it by fax or email.