



# SUPERIOR CALIFORNIA

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# DAIRY REVIEW

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## Deadline for Value Added Grants is October 20

Dairy farmers who want to produce their own products on-farm or coops looking at new products, this request for proposals is for you!

The USDA Rural Business-Cooperative Service (RBS) announces the availability of \$27.7 million in competitive grant funds for fiscal year 2003 to help independent agricultural producers enter into value-added activities. RBS is requesting proposals from eligible independent producers, agricultural producer groups, farmer or rancher cooperatives, and majority-controlled producer-based business ventures. Grant funds are available for: (1) **Developing feasibility studies or business plans** (including marketing plans or other planning activities) needed to establish a viable value-added marketing opportunity for an agricultural product; or (2) **acquiring working capital to operate a value added business** venture or an alliance that will allow the producers to better compete in domestic and international markets.

In order to provide program benefits to as many eligible applicants as possible, applications can only be for one or the other of these two activities, but not both.

Applications must be completed and submitted to the appropriate State USDA Rural Development office as soon as possible, but no later than 4:00 p.m. on October 20, 2003. Applications received after October 20, 2003 will not be considered. Late applications will not be accepted and will be returned to the applicant. Applicants must ensure that the service they use to deliver their applications can do so by the deadline.

Submit proposals and other required materials to your State USDA Rural Development Office. RBS is strongly encouraging the electronic submission of proposals. If proposals are electronically submitted, signed paper copies of the three required forms, SF-424 "Application for Federal Assistance," SF-424A "Budget Information—Non-Construction Programs," and SF-424B "Assurances— Non-Construction Programs," need to be mailed or faxed to the State office.

Karen Spatz, USDA Rural Development,  
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Value added products are defined as follows: 1) A change in the physical state or form of the product (such as milling wheat into flour or making strawberries into jam); (2) the production of a product in a manner that enhances its value, as demonstrated through a business plan (such as organically produced products); (3) the physical segregation of an agricultural commodity or product in a manner that results in the enhancement of the value of that commodity or product (such as an identity preserved marketing system).

Barbara Reed  
Farm Advisor

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To simplify information, trade names of products have been used. No endorsement of named products is intended, nor is criticism implied.



As a result of the change in physical state or the manner in which the agricultural commodity or product is produced or segregated, the customer base for the commodity or product is expanded and a greater portion of revenue derived from the marketing, processing, or physical segregation is made available to the producer of the commodity or product. Value-added also includes using any agricultural product or commodity to produce renewable energy on a farm or ranch. The maximum award per grant is \$500,000. In order to maximize the distribution of program benefits, smaller grant requests under \$500,000 will receive priority points.

## Dairy Herdsman Short Course

There is still time to sign up for the Herdsman Short Course being held at Chico State University, October 28-30. The cost is \$150 per person. Additional participants from the same farm can register for \$75.00. Call 865-1107 for more information.



## An Easy Way to Calculate a Fair Price for Silage

I have a very short Excel spreadsheet that will calculate the price for silage. You need 4 figures to use it. Call our office at 865-1107 and dial extension 7. If I am not in, leave your name and address or email and I will send you the spreadsheet for your computer.

1. The estimated dry matter
2. The price per ton at that dry matter
3. The actual dry matter (a laboratory figure)
4. Weight of the wet tons to be sold (or bought)

Here is a:	DM Standard	32%
sample	Price	\$22.00/ton at 32% DM
calculation	Actual DM	23%
	Wet tons	30

$$30 \text{ wet tons} \times 23\% \text{ DM} = \text{Unknown tons} \times 32\% \text{ DM}$$

$$(30 \times .23)/.32 = (\text{Unknown tons} \times .32)/.32$$

The units will cancel on the right side of the equation

$$(30 \times .23)/.32 = \text{Unknown tons DM}$$

$$(30 \times .23)/.32 = 21.562 \text{ tons DM}$$

$$21.562 \text{ tons DM} \times \$22.00 \text{ ton} = \$474.38$$

Another way to do this equation (with the same results) using the sample numbers above

$$30 \text{ wet tons} \times \text{actual DM } 23\% = X \text{ tons DM}$$

$$30 \times .23 = 6.9 \text{ tons DM}$$

$$\$22/\text{ton divided by } 32\% \text{ standard DM} = \$/\text{ton DM}$$

$$\$22/.32 = \$68.75/\text{ton DM}$$

$$6.9 \text{ tons DM} \times \$68.75/\text{ton DM} = \$474.38$$

## DHIA Data for August

August DHIA Averages for N. Sacramento Valley Herds

ROLLING HERD AVERAGE	BREED				Overall Average
	Brown Swiss	Holstein	Jersey	Other	
# of Cows	52	332	291	127	303
Lbs Milk	23198	20359	14452	16009	18487
% Fat	3.93	3.63	4.57	4.34	3.95
Lbs Fat	912	739	662	693	718
% Protein	3.3	3.0	3.6	3.5	3.2
Lbs Protein	766	636	526	552	601
Somatic Cell Count (1,000)	316	344	327	329	337
% CULL	30	32	27	45	31
Calving Interval	14.0	14.7	13.6	14.2	14.3
Average Services/Conception	4.8	3.1	2.8	2.2	3.0
Percent conception at 1 <sup>st</sup> service	28	32	41	34	35
Average days open	196	151	142	165	150
Average Days in Milk at 1 <sup>st</sup> service	68	85	77	91	83