

August 1, 2023

## Meet Our New Executive Director, Amy Winters



It is a great honor to be joining the WDPA as your new Executive Director.

I started my position on July 5<sup>th</sup> and have enjoyed meeting so many of you at our Dairy Symposium and in the office.

My background is in association management and government relations. I have worked and lobbied for the Wisconsin Farm Bureau, Wisconsin Agribusiness Council, and had the distinct privilege of working for Ben Brancel when he was a state Assemblyman on the Joint Committee on Finance. Over the past 20 years, I have run my own contract lobbying firm, Capitol Strategies.

I am looking forward to getting to know all of you and your businesses and how WDPA can help you grow your business and our amazing industry.

Communications with members, expanding educational and networking opportunities, strengthening our government relations advocacy, and updating our logo, branding and website are some of my first priorities.

Please reach out to me with any questions, concerns or ideas you have for WDPA. I want to hear from you!

My cell phone is  
(608) 235-8443



# Wisconsin Dairy Products Association WDPA Newsletter

## WDPA's World Dairy Expo Dairy Products Contest Celebrating 20<sup>th</sup> Year

The WDPA's World Dairy Expo Dairy Products Contest, being held August 22-24, is celebrating 20 years of excellence. It's the most comprehensive dairy product competition in the country.

With almost 1,400 products, in 93 classes from 37 states, it is a remarkable showcase of the dairy industry's innovation and excellence.

As we Celebrate our 20<sup>th</sup> year, we are so thankful for the participation of the processors, judges, and volunteers who all work together to make it such a huge success.

### MARK YOUR CALENDAR

Make sure to mark your calendar and get your bidding arm ready for our award ceremony, and auction of the first-place winning products, on October 3 at the Alliant Energy Center in Madison. Additional information will be included in next month's newsletter and in emails.

## National Dairy Days in August

August 1<sup>st</sup> [National Raspberry Cream Pie Day](#)

August 2<sup>nd</sup> [Ice Cream Sandwich Day](#)

August 6<sup>th</sup> [National Root Beer Float Day](#)

August 7<sup>th</sup> [National Raspberries and Cream Day](#)

August 8<sup>th</sup> [National Frozen Custard Day](#)

August 14<sup>th</sup> [National Creamsicle Day](#)

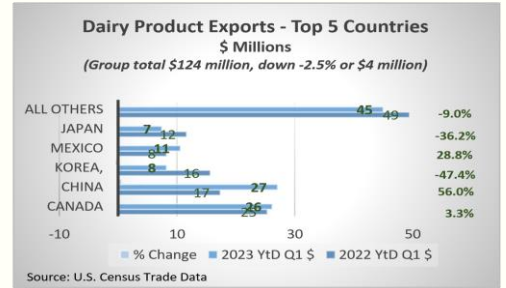
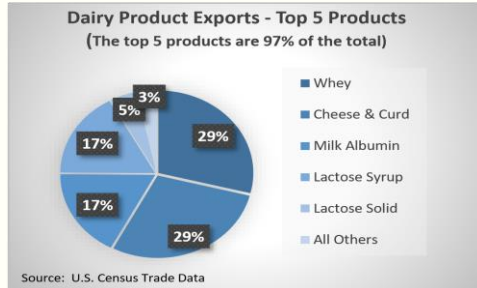
August 18<sup>th</sup> [National Ice Cream Pie Day](#)

August 25<sup>th</sup> [National Banana Split Day](#)

# Wisconsin Dairy Exports First Quarter Highlights

Wisconsin Exported \$4.22 billion in Agricultural products to 142 countries in 2022. We were first in the US in exports of specialty cheese. The largest increase was in Cheese, milk, whey and butter.

Our top export markets included Canada, China, Mexico, Korea and Japan



Wisconsin dairy exports are down this quarter 2.5% from 2022 which was a record year. This is a \$4 million dollar reduction. The total for all dairy products for the quarter is \$124 million.

***Wisconsin remains number 12 in agricultural exports in the U.S. and number one in specialty cheeses.***

## Are You Interested in Exporting or Expanding your Exports?

The Wisconsin Economic Development Corporation (WEDC) offers resources to help you craft and implement your export strategy and boost your international sales.

The International Market Access Grant Program provides qualifying companies with grants of up to \$25,000 to help cover their export growth expenses. Applications are reviewed and approved on a rolling basis. Companies are encouraged to apply as soon as possible as WEDC's fiscal year started July 1.

[International-Market-Access-Grant-Program.pdf \(wedc.org\)](#)

[Global Business Development Program | WEDC](#)



# Under the Dome

## Legislative Update

### State Budget

The Wisconsin state budget was signed into law on July 5<sup>th</sup>. The \$99 billion two-year spending package included big wins for the dairy industry.

#### **Dairy Processor Grant Program**

\$1 million annually was provided to continue and expand [this](#) successful grant program. Funding up to \$50,000 is available on a competitive basis for upgrades, modernization, and training. Applications will begin in January and grants awarded in April of 2024. See the next page for additional grant opportunities that are available now.

#### **Agricultural Roads Improvement Program**

The budget provides \$150 million for the [recently passed Ag Roads Improvement Program \(ARIP\)](#). The ARIP creates a dedicated funding source for local roads, bridges and culverts that provide access to agricultural land or facilities used for the production of agricultural goods. The grant may fund up to 90% of the cost of the project. The poor condition of many of these local roads and bridges have restricted the ability of farmers to move products both onto and off the farm efficiently. The passage of this program and the funding provided in the budget is a great win for the agriculture industry.

#### **Dairy Innovation Hub**

The budget bill provided \$7.8 million annually in continued funding for the Dairy Innovation Hub as part of the University of Wisconsin budget. This funding is important in supporting dairy research to ensure that Wisconsin remains America's Dairyland. Read more about the Hub and all the great work they do

[Dairy Innovation Hub – Regional Collaboration \(wisc.edu\)](#)

### Assembly Bill 245 – Repeal of Business Personal Property Tax

Assembly Bill 245, signed in to law by Governor Evers as Act 12 made several changes to shared revenue. Beginning January 2024 all business personal property tax is repealed.

The tax dates back to the 1800's and many exceptions have been passed over the years. This legislation is a long overdue repeal of a burdensome tax that is a very small portion of state and local revenue. The new law also requires the state to provide aid to local government to make up for the revenue lost through this appeal. This article provides a great explanation.

[Personal property tax has been around since the 1830s. Why Wisconsin legislators cut it in 2023 \(msn.com\)](#)

### Timeline for Both Grants

- **Application materials available: August 21, 2023**
- **Webinar hosted: Last week of August 2023**
- **Applications due: October 18, 2023 by 5PM CT**
- **Applicants notified by: November 27, 2023**

## **Dairy Business Builder Grant Program Application Period Starts August 21st**

This grant program is targeted at small-to-medium size farmers or processors for projects aimed at diversifying on-farm activity, creating value-added products, enhancing dairy by-products or export programs. Awards are for up to \$100,000 in reimbursable grants.

[\*\*LEARN MORE ABOUT THE DAIRY BUSINESS BUILDER GRANT!\*\*](#)

## **Dairy Industry Impact Grant Application Period Starts August 21st**

This grant program is for targeted topic areas that have the potential to positively impact the dairy industry as a whole. The Fall 2023 grant cycle is for projects related to exporting dairy products.

Applicants may apply to both the Dairy Business Builder grant and the Dairy Industry Impact grant if they have two separate projects related to DBIA goals. All export applications will be evaluated under the Dairy Industry Impact program and companies are eligible to receive awards from both programs in one grant cycle. Awards of up to \$100,000 in reimbursable grants will be made.

[\*\*LEARN MORE ABOUT THE DAIRY INDUSTRY  
IMPACT GRANT!\*\*](#)



# Continuing Education

## UW Madison Center for Dairy Research Fall Short Courses Registration Open



CDR's ([Training | Center for Dairy Research \(wisc.edu\)](#)) dairy training short courses combine research and industry experience. Learn from scientists, researchers, and licensed cheese and butter makers through lectures, hands-on labs and experiences in the CDR pilot plant. Courses include Fundamentals of Cheesemaking, Advanced Cheesemaking – Italian Varieties, artisan and American varieties, Certificate in Dairy Processing, Dairy Ingredient Fundamentals and more!

Take a [Tour](#) of CDR's New Auditorium and Training Lab

