



RICHARD A. BALL
Commissioner

Suggested Format for requests for generic milk and dairy promotion or research funding from the NYS Dairy Promotion Order

Due Date: August 20, 2023

Applications should be sent to:

NYS Department of Agriculture and Markets
Attn: Heather Torino
10B Airline Drive
Albany NY 12235
NYDPO@Agriculture.NY.Gov

Emailed applications formatted as a PDF are encouraged. Funding decisions are expected to be made during the Dairy Promotion Order (DPO) Advisory Board meeting to be held September 12th-13th, 2023.

Organizations that submit applications are welcomed to also make an in-person presentation to the DPO Advisory Board during a public meeting. If you wish to make an in-person presentation, **please check here** _____, and state how long you anticipate you will need for your presentation _____ (Time Requested). The meeting duration is limited, so time allotted for individual presentations may not exceed one and a half hours.

Brief pre-recorded supplemental video presentations may also be submitted. Videos segments should be no more than 10-12 minutes per individual initiative/project. Please ensure these videos are not duplicative and cover areas that will not be covered at the meeting. Larger files may need to be sent via Dropbox link or a link using another cloud storage service, or by compressing the video into a zip folder. Videos should use the following naming convention: Organization Name + "2024 Application Presentation + Project Name (If applicable). Please remember this information will be open to the public so please keep this in mind before sharing any information that may be deemed proprietary.

If your application includes multiple projects, you are encouraged to list each project separately.

1. Name of Project: _____

2. This project addresses the following overall promotion or research goal of the DPO Advisory Board:

_____ Increase the consumption of New York milk and dairy products by youth (lunches, breakfasts, and other offerings)

Descriptor: The respondent is expected to create a program that targets youth (pre-k through 12) that results in an increase in consumption of New York milk and dairy products in that age group. The awardee is expected to document, track and share with the board at the end of the calendar year, the unique messaging used to attract youth, the specific organizations/institutions they targeted and why, the vehicles and partnerships established to reach the target audience and the increase in consumption that resulted from these efforts.

_____ Promoting uniqueness of, and increased sales of, New York milk, dairy products and / or ingredients throughout the entire food supply chain through various distribution channels and partnerships, including but not limited to, e-commerce, curbside sales, etc.

Descriptor: The respondent is expected to create a program that markets and/or promotes the uniqueness of New York State dairy products and/or partner with others, throughout the entire food supply chain (retailers, e-commerce outlets, curbside food delivery services, state legislator, food banks, etc.), to promote New York State dairy products. The awardee is expected to document, track and share with the board, at the end of the calendar year, the messaging used to promote “uniqueness of NYS products”, specific channels and vehicles used to reach each entity in the supply chain, measurable metrics demonstrating the reach of these efforts, and the increase in dairy sales in NYS as a result of these targeted efforts/programs.

_____ Proactively improve the image of dairy products and / or dairy producers' farming practices among consumers, thus improving the acceptance and consumption of New York milk and dairy products.

Descriptor: The respondent is expected to create awareness and educational campaigns, which include a call to action, that re-writes/further enhances the narrative surrounding dairy products, dairy farmers and farming practices, placing an emphasis on locally grown, environmentally friendly and sustainable practices. The awardee is expected to document, track and share with the board, at the end of the calendar year, specific locations and placements where the re-written/enhanced narrative can be seen, metrics that demonstrate the reach of this revised narrative and how this has led to an increase in dairy sales in NYS as a result of these campaigns. *A call to action is the next measurable step that should be taken by the consumer.*

___ **Improve communication to dairy producers and dairy stakeholders to inform them how they can assist in improving the consumption of New York milk and dairy products by highlighting the sustainability story.**

Descriptor: The respondent is expected to develop a program/platform and supplemental materials/apps/websites/branding/metrics etc., that dairy farmers, stakeholders, advocates and influencers can use, to indicate how sustainable a dairy farm is to consumers. The awardee is expected to document, track and share with the board, at the end of the calendar year, how the platform/program works and why specific metrics were selected, how the program is being promoted to farmers and consumers, the current number of farms that are using this program and how the program resulted in an increase in dairy sales in NYS.

___ **Increase the sales and consumption of milk and dairy products produced in the US and exported to other countries.**

Descriptor: The respondent is expected to create a program that promotes US dairy products to countries worldwide. The awardee is expected to document, track and share with the board, unique channels used to reach these international markets (i.e. what products were you promoting, how were you promoting them, and to whom) and how this increased sales of these specific dairy products in NYS.

___ **Participation in national programs influencing increased consumption of milk and dairy products.**

Descriptor: The respondent is expected to participate in the national dairy promotion and research program. The awardee is expected to document, track and share with the board, at the end of the calendar year, how their participation in the national promotion and research program resulted in an increase in sales of NY dairy products.

___ **Create target marketing to promote the consumption of NYS Milk and dairy products to Gen Z (10 to 23 years old).**

Descriptor: The respondent is expected to create a marketing program that promotes New York state dairy products to the Gen Z (10 to 23 years old) population. The awardee is expected to document, track and share with the board, at the end of the calendar year, the unique messaging used to attract this target population, the specific organizations / institutions they targeted and why, the vehicles and partnerships established to reach the target audience and the increase in consumption of NYS dairy products that resulted from these efforts.

___ **Develop and implement marketing strategies that are inclusive of the socially diverse population to increase the consumption of NYS milk and dairy products.**

***Descriptor:** The respondent is expected to create a marketing strategy / program that markets dairy products to socially diverse populations and to document, track and share how these marketing strategies actually reached these populations (what marketing vehicles, tactics, campaigns, tools, platforms were used) and demonstrate how this led to increased awareness of, and sales of, NYS dairy products to, and from, these populations.*

_____ Conduct research projects that create new products and / or enhance the safety, quality, and sensory attributes to expand the demand for New York dairy products and dairy ingredients.

***Descriptor:** The respondent is expected to conduct research to 1.) address innovations in dairy product safety, quality and sensory attributes as well as 2.) identify new, unique, and emerging products and trends that enhance the utilization of milk and dairy ingredients in dairy product offerings. The awardee is expected to document, track and share with the board, at the end of the calendar year, the results of their research program.*

_____ Develop a research study identifying opportunities and challenges to the vitality of the dairy industry that can be used to educate consumers ensuring the growth of dairy processing in New York State.

***Descriptor:** The respondent is expected to conduct research to 1.) identify current and potential sustainable energy practices that are, or could be, used in dairy processing as well as 2.) identify the potential impact to processors and consumers.*

This is not an exclusive list. If you have an idea for a promotion or research project that is not included in the description above but has the potential to benefit New York State Dairy producers or the NYS dairy industry, you are invited to submit an application.

3. Description of the project:

4. Specific goal of the project:

5. How will this specific goal be measured to determine accomplishment? Please list the “key performance indicators” that will be used to measure the success of the project.

6. How will this project benefit NYS Dairy Producers or the NYS Dairy Industry?

7. Proposed cost of this project, including Overhead / Administration costs. Please list the costs, by category. For Example:

Salaries	_____
Benefits	_____
Supplies	_____
Other (Please specify)	_____
Total Proposed Costs:	_____

8. List of Key personnel & brief description of their qualifications.

9. Signature of authorized representative & date.

Additional Information:

Eligible applicants include private businesses that are not affiliated with the DPO Advisory Board, non-profit entities and research institutions. Project applications may not promote a specific brand or trade name. Only reasonable and actual costs directly associated with the implementation of approved projects that are incurred during the contract period up to the amount awarded will be reimbursed. Payments can be made on an advance basis for not-for-profit organizations, once reconciled with allowable costs.

While the NYS DPO Advisory Board will consider multi-year project applications, funding awards will only be made for one year at a time since the Board’s source of funds varies. This also allows the NYS DPO Advisory Board to consider the effectiveness of the project.

Organizations that receive funding are required to submit quarterly performance reports to include specific achievement of measurable goals as presented to the Advisory Board and expected to present a status update, to include a presentation (virtual and/or in person) that describes the progress being made, or made, to achieve such measurable goals at both a mid-year, and end of year board meeting.

The NYS DPO Advisory Board will expect that organizations who are successful in receiving NYS DPO funding for their work will acknowledge the NYS DPO support in any publication reporting results of the sponsored project. In addition, NYS DPO requires electronic copies of final reports, which NYS DPO may use in describing the project and its results in any publication or on the web or in the NYS DPO annual report.