

WCMA NEWS

AN EXCLUSIVE UPDATE FOR MEMBERS OF THE
WISCONSIN CHEESE MAKERS ASSOCIATION



GRANTS



WCMA Accepting Applications for New Collaborative Market Access Grants

New and experienced Wisconsin dairy exporters may [apply now](#) for funding to help bring their world-class products to the global marketplace through trade shows, marketing and promotion, consulting services, and export education.

Offered by WCMA using funding from the Wisconsin Economic Development Corporation, these Collaborative Market Access Grants (CMAG) may be used for expenses including but not limited to ...

Funding is available for up to nine awardees in 2023. Grants of up to \$15,000 each will be awarded through a non-competitive process, and applicants are not required to be members of WCMA. A 30 percent match is required.

Recipients will be allowed to use CMAG funds to participate in key international trade shows in seven target markets, noted below:

- [Gulfood](#), February 20-24
- [SIAL America](#), March 28-30
- [Food&HotelAsia](#), April 25-28
- [SIAL Canada](#), May 9-11
- [Food & Hospitality China](#), May 10-12
- [Anuga](#), October 7-11
- [Food&HotelVietnam](#), November 21-23

Completed applications and questions may be directed to [WCMA Grants & Business Programs Director Danica Nilsestuen](#).

DOWNLOAD APPLICATION



New WCMA Online Grant Library Features Funding Opportunities

Visit [WisCheeseMakers.org/Grants](https://www.wischeesemakers.org/grants) today for a new library of grants and financial resources available to dairy manufacturers and processors in Wisconsin and across the United States. Refer back to this list for key information including grant amounts and matching requirements, eligibility details, application deadlines, and helpful links.

Questions about grants and other funding opportunities may be directed to [WCMA Grants & Business Programs Director Danica Nilsestuen](#).



Launch, Grow Export Endeavors with Free Consultative Services

Take action now to reserve up to 30 hours of export consultative services with Ryan Wucherer of MCT Dairies, offered through WCMA at no cost to dairy processors thanks to funding from the Wisconsin Initiative for Agricultural Exports. Both new and experienced dairy exporters are encouraged to **[act now to reserve their spot](#)** in this new program.

Businesses new to exporting will receive assistance in evaluating their product line, identifying potential customers, creating and executing an export plan, and more. Those already engaged in export activities will benefit from an evaluation of their export business model with suggestions for refining their plan, recommendations on how to improve their export offerings and techniques, and support in executing their export plans.

Have questions or need assistance? Please contact **[WCMA Grants & Business Programs Director Danica Nilsestuen](#)**.

DOWNLOAD APPLICATION

DARI

Clinton,
Wisconsin

DBIA Grant Recipient
2021, 2022



#DBIADelivers Spotlights Grant Recipients: DARI LLC

Since the creation of the [Dairy Business Innovation Alliance \(DBIA\)](#) in the 2018 Farm Bill, WCMA and the Center for Dairy Research have partnered to administer over \$3.7 million in 79 grants to dairy farmers and processors in participating states.

WCMA's newest social media series, DBIA Delivers, highlights the successes of dairy entrepreneurs that have taken their businesses to the next level thanks to DBIA grants.

This week in #DBIADelivers, we're highlighting [DARI, LLC](#), a Clinton, Wisconsin-based company processing milk from its family-run dairy farm. Grant funding from DBIA has allowed DARI to conduct a feasibility study for an aseptic fluid milk processing plant in the upper Midwest, with an eye toward growth for years to come.

Follow along on WCMA's [Facebook](#), [LinkedIn](#), and [Twitter](#) for more inspiring stories, and use the hashtag #DBIADelivers to share how DBIA has helped support your business!

EDUCATION



WCMA Webinar

*Expanded Education for
Dairy Processors*

**Join WCMA Webinar Today Focused on
Upcoming Industry Trainings**

Join us on Tuesday, December 13 at 1:00 p.m. (CT) for a [free webinar focused on new, upcoming educational programming](#) for dairy processors.

Plan your 2023 professional development with presentations chock-full of learning opportunities from the Center for Dairy Research, Dairy Farmers of Wisconsin, the University of Wisconsin-River Falls, and WCMA. Our featured guest speakers include:

- Andrea Miller; Outreach Program Manager, Education & Training; Center for Dairy Research
- Adam Brock; Vice President of Food Safety, Quality and Regulatory Compliance; Dairy Farmers of Wisconsin
- Michelle Farner, Dairy Pilot Plant Manager, University of Wisconsin-River Falls
- Rebekah Sweeney, Senior Director of Programs & Policy, Wisconsin Cheese Makers Association



Andrea Miller
Center for Dairy
Research



Adam Brock
Dairy Farmers of
Wisconsin



Michelle Farner
University of
Wisconsin-River Falls



Rebekah Sweeney
Wisconsin Cheese
Makers Association

Presenters will also reserve time to field audience questions during the webinar. Attendees may use the chat feature to submit questions, either privately to WCMA staff or publicly to the full group.

This offering is the latest in WCMA's [monthly webinar series](#). Webinar topics are driven by WCMA member feedback and cover a range of themes such as business development, communication strategies, and industry resources.

REGISTER NOW



**Register Now for 2023 WCMA Front-Line,
Advanced Leadership Courses**

Act now to take advantage of the next round of WCMA's highly rated Front-Line and

Advanced Leadership trainings, beginning in January. Registration is [now open online](#) to all WCMA members. Classes in 2023 will be delivered virtually, allowing participants to join the interactive trainings live online from anywhere in the world.

Front-Line Leadership is designed to help new and experienced supervisors build critical skills in conflict resolution, communication, stress and time management, and cultivation of a team mentality. Since 2017, over 500 trainees have graduated from this popular program. The three-part series is offered a la carte and may be taken in any order. Each part costs just \$135 per person.

Open to mid-level managers and employees transitioning to management positions, the **Advanced Leadership Series** pushes participants to take initiative in driving positive change for their companies through creative problem-solving techniques and strategies for collaboration. guest speakers from industry, group discussions, and a final project designed to help participants showcase their new knowledge. Tuition is just \$495 per person, and enrollment is limited to 20 individuals who undergo the training as a cohort.

Members with questions about WCMA's educational offerings may contact [WCMA Senior Director of Programs & Policy Rebekah Sweeney](#).

REGISTER NOW



WCMA SCHOLARSHIPS

Apply Now for WCMA Student Scholarships

WCMA member employees, their children, and all students connected to the dairy industry are encouraged to [apply now](#) for WCMA's annual student scholarships. All applications must be completed by Tuesday, February 7.

In 2023, a total of \$19,000 will be distributed to seven recipients across three scholarships:

- The [WCMA Myron P. "Mike" Dean Cheese Industry Student Scholarship](#), worth \$3,000 each, will be awarded to two students. Any employee or child of an employee at a WCMA dairy manufacturing, processing, or marketing member company may apply. In 2022, Bailee Aisenbrey of Ellsworth Cooperative Creamery and Jamie Feldmann of Sartori Company received this scholarship.
- Employees or children of employees at WCMA supplier member companies may apply for the [WCMA Cheese Industry Supplier Student Scholarship](#). Three students will receive scholarship awards of \$3,000 each. The 2022 recipients of these awards were Jenna Jakel of Loos Machine & Automation, Stephanie Kraemer of IFF (Danisco), and Jack Pluta of Excel Engineering.
- Two students will receive the [Brian Eggebrecht Student Scholarship Supporting Skilled Trades in the Dairy Industry](#), worth \$2,000 each. This award, launched in 2021 and named in honor of Championship Cheese Contest Chairman and generous donor Brian Eggebrecht, is open to students attending any technical school in Wisconsin, or high school students registered to attend a Wisconsin technical school. Priority consideration for this scholarship will be given to students pursuing technical certificates, technical diplomas, or associate degrees that may lead to a career in the dairy industry. Applicants for this award are *not* required to be connected to a WCMA member company or cooperative. In 2022, Bryce Gustafson

and Xiapor Lor of Masters Gallery Foods were selected for this scholarship.

Winners will be announced in March, with awards presented to recipients on Wednesday, April 5 at [CheeseCon](#) in Madison, Wisconsin.

All applicants must include school transcripts, a letter of recommendation, and a completed application form. Questions may be directed to [WCMA Business & Membership Manager Sara Schmidt](#).

SUBMIT APPLICATION

Additional Industry Training Opportunities

WCMA is pleased to share opportunities for industry training and enrichment. Here's a look at courses hosted by WCMA members and partners:

- January 24: [BRCGS for Food Safety Issue 9: Conversion for Sites Short Course](#) - Dairy Farmers of Wisconsin
- February 15: [Internal Auditing Principles](#) - Dairy Farmers of Wisconsin
- February 15-16: [Master Cheesemaker Short Course - Exploring and Investigating Cheese Defects \(In-Person\)](#) - Center for Dairy Research
- February 16: [Supplier Auditing Principles](#) - Dairy Farmers of Wisconsin
- March 7-8: [Cheesemaking Fundamentals \(In-Person\)](#) - Center for Dairy Research
- March 8: [BRCGS for Food Safety Issue 9: Conversion for Sites Short Course](#) - Dairy Farmers of Wisconsin
- March 21-24: [Cheese Grading, Evaluation & Judging \(In-Person\)](#) - Center for Dairy Research
- March 27: [Prerequisite Programs Course](#) - Dairy Farmers of Wisconsin
- March 28-29: [HACCP Training for Processors](#) - Dairy Farmers of Wisconsin
- March 30: [Advanced HACCP: Verification and Validation](#) - Dairy Farmers of Wisconsin
- April 25-27: [FSPCA Preventive Controls for Human Food \(PCQI\) Training](#) - Dairy Farmers of Wisconsin
- Rolling Admission:
 - [Online HACCP Training](#) - North Carolina State University
 - [Environmental Monitoring in the Dairy Industry](#) - North Carolina State University
 - [Preventive Controls for Dairy Processors](#) - North Carolina State University
 - [Food Safety Basics For Artisan Cheesemakers](#) - North Carolina State University

MEMBERSHIP

WELCOME



NEW WCMA MEMBERS!

Dairy Industry Suppliers



New WCMA supplier member [Hanna Instruments](#)' analytical and scientific instruments help food manufacturers companies improve the quality and consistency of their products while ensuring compliance standards.



New WCMA supplier member [Kalt Maschinenbau AG](#) develops and produces machinery and equipment for milk processing and production of quality cheese.



New WCMA supplier member [Saldesia Corporation](#) is a focused distributor of products and services tailored to meeting the demands of food and beverage processing facilities.

Visit WCMA's [online member directory](#) for more information.

IN THE NEWS

Wisconsin

- *Sheboygan Press*: [Sartori Cheese has a new CEO - a fourth-generation family member](#) (Featuring WCMA member Sartori Company)
- *UpNorthNews*: [Eight cheese factories you can visit in Wisconsin](#) (Featuring WCMA members Clock Shadow Creamery, Marieke Gouda, Mosaic Meadows - LaClare Family Creamery, and Union Star Cheese Factory)
- *KATU-TV*: [Entertaining ideas with Wisconsin Cheese](#) (Featuring WCMA members Carr Valley Cheese, Emmi Roth, Marieke Gouda, and Uplands Cheese)

National/International

- *Dairy Reporter*: [Lactalis buys Fonterra and Nestle JV for \\$131.5M](#)
- *Dairy Herd Management*: [2023 milk price futures stay in the \\$19 range](#)
- *The Hagstrom Report*: [Thompson wins bid to chair House Ag](#)
- *Politifact*: [Proposed rule would limit milk for WIC participants](#)
- *U.S. Dairy Exporter Blog*: [U.S. dairy export growth streak hits seven months in October](#)
- *Hoard's Dairyman*: [Over 60 percent of dairy fat goes to cheese, butter](#)
- *Dairy Processing*: [Great Lakes Cheese joins food waste recycling alliance](#) (Featuring WCMA member Great Lakes Cheese)
- *Deli Market News*: [Whole Foods Market's 12 Days of Cheese returns](#) (Featuring WCMA members Rogue Creamery and Vermont Creamery)

ADVOCACY



POLICY COMMITTEE

RSVP for WCMA Policy Committee Meeting December 20

Register now to join the next virtual meeting of the WCMA Policy Committee on Tuesday, December 20 from 1:00-2:30 p.m. (CT). As the 2023 federal and state legislative sessions approach, members will discuss and set WCMA's 2023 policy advocacy agendas. An online survey will be distributed in advance of this meeting, to help gauge priorities ahead of our discussion and to ensure more members can provide input in our process.

To RSVP for the meeting and share ideas, please contact [WCMA Senior Director of Programs & Policy Rebekah Sweeney](#).

ATTEND MEETING

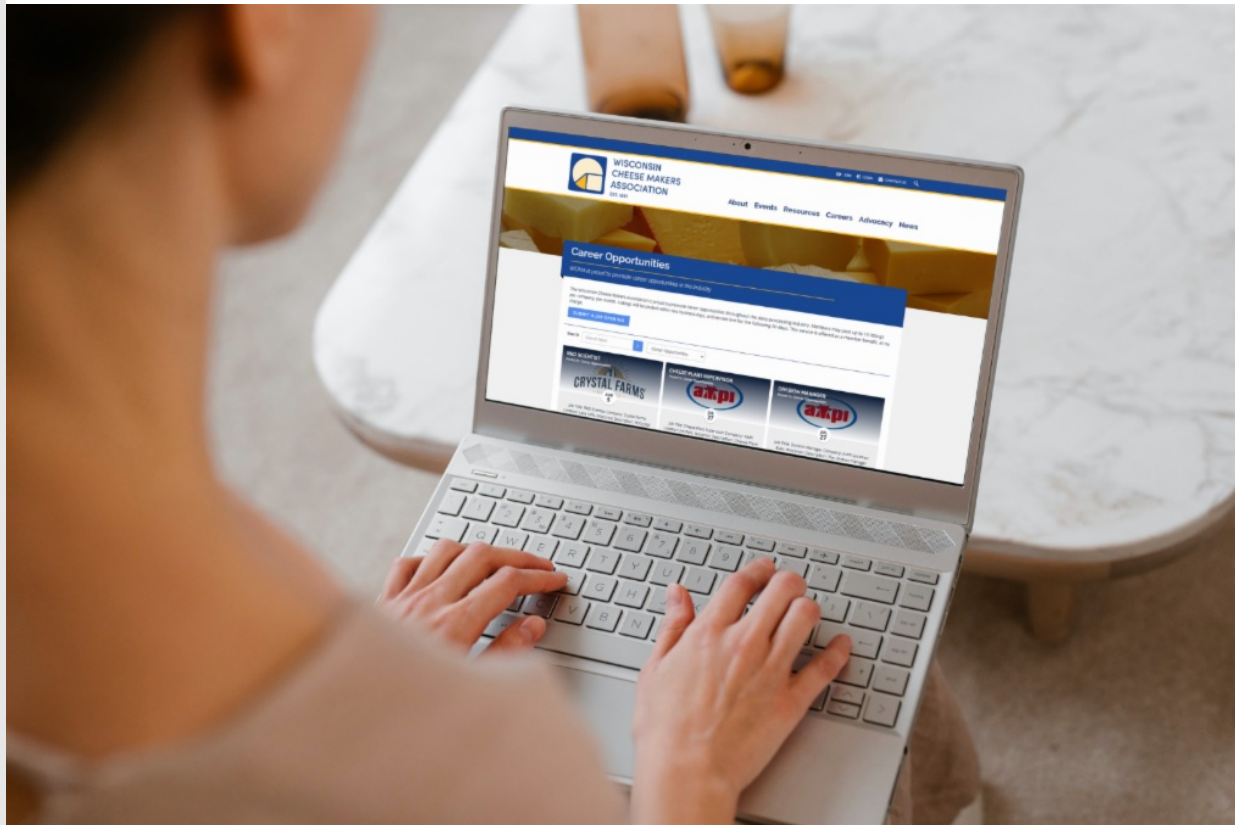
WORKFORCE



WCMA Workforce & Education Committee Members Preview Exciting New Resources

WCMA thanks the members of our active Workforce & Education Committee, who met last week to discuss a host of exciting new WCMA resources and tools designed to support employee recruitment and retention. Among the new and upcoming offerings are WCMA's Video Onboarding Series, an industry recruitment video, and the 2023 WCMA Wage & Workforce Survey.

To join the Workforce & Education Committee or share ideas, please contact [WCMA](#)



WCMA Jobs Board Features Industry Openings

Have an open position at your company or cooperative? Visit WCMA's [online jobs board](#) to view and post career opportunities across the dairy processing industry.

WCMA members may [post up to 10 openings](#) per company, per month on the Jobs Board - for free! This week features postings from WCMA, the Center for Dairy Research, and WCMA member Tetra Pak.

Please contact [WCMA Communications Director Grace Atherton](#) with questions.

POST OPEN POSITIONS

WisCheeseMakers.org
(608) 286-1001



Wisconsin Cheese Makers Assn. | 5117 West Terrace Drive, Suite 402, Madison, WI 53718

[Unsubscribe kstrohmenger@wischeesemakers.org](mailto:kstrohmenger@wischeesemakers.org)

[Constant Contact Data Notice](#)

Sent bynews@wischeesemakers.orgpowered by



Try email marketing for free today!