



**On-Farm Resource Team Program Details:**

The Center for Dairy Excellence is pleased to announce our continued commitment to On-farm Dairy Resource Teams. This program, a partnership between Penn State Extension Dairy Team and the Center for Dairy Excellence has proven to result in enhanced decision making and improved farm profitability. One aspect of this support will be an annual application process, which will help us provide administration and oversight for these programs. **Applications must be submitted to be eligible for funding in 2012.**

Funding levels for 2012 are subject to availability and are as follows:

1. Dairy Profit Teams (focuses on whole farm business profit, identifying bottlenecks to profit, and planning)
  - a. New Teams: up to \$1,500.00
  - b. Existing Teams: up to \$1,000.00
2. Target Profit Teams (for specific problem area solving (milk quality, repro, etc.) with teams working for short periods of time.)
  - a. New Teams: up to \$1,000.00
  - b. Existing Teams: up to \$750.00
3. Dairy Succession Planning Teams (for farms transitioning their business in the next 5 - 10 years.)
  - a. New Teams: Up to \$2,000.00
  - b. Existing Teams: Up to \$1,000.00

To address “Dairy Quality Assurance” protocols on the farm, the center has offered this as a special option for the Target Profit Team Program. Farms can select this option and identify milk quality, animal health or drug residue compliance as the area that they want to use the program to address. The center will provide the funding, along with specific resources, to help the farm address any issues in the specified area. The funding can cover the cost of paid team members, along with “discovery-related” costs including quality

All farms that participate in the on-farm dairy resource team program must commit to:

- Initial training, if a new team, through Penn State Extension Dairy Team; this training will be coordinated through the Center for Dairy Excellence
- A mid year “check in training” via conference call options
- Meet on a regular basis. Dairy Teams must meet quarterly, and Target Teams must meet at least twice. Succession Planning Teams must meet at least twice.
- All teams must provide three goals for the year to the Center for Dairy Excellence and to the team
- Provide meeting notes to Center for Dairy Excellence within 60 days after each meeting.
- Provide invoices to the Center for Dairy Excellence on a quarterly basis.
- Provide feedback and dairy business performance information as requested by the Center for Dairy Excellence, with *Dairy Profit Teams required to provide strategic planning documentation to CDE.*
- Complete the Monthly Monitor tool (Dairy Profit Teams only)
- Have a risk management component to the team; either having the CDE RM specialist attend at least one meeting to explain risk management options or via another resource.
- Determine *Income Over Feed Cost (IOFC)*; we strongly encourage teams to utilize the Penn State University tool that is available

*\*Forms are available from the CDE to use in preparing meeting notes, IOFC, invoices and other requested information. The Penn State Extension Dairy Team can offer assistance with the Monthly Monitor and IOFC tools.*

More information about the three team options can be found on the Center for Dairy Excellence’s Web site at [www.centerfordairyexcellence.org](http://www.centerfordairyexcellence.org). Click on “Producer,” then on “Learn about Profit Teams.” Basic descriptions are below:

- **Dairy Profit Team:** A Profit team is designed to be more profit focused and comprehensive in scope and include all key members of the operation consulting team.
- **Target Profit Team:** A Target Team is less business comprehensive and more targeted at a specific operational bottleneck or a new initiative that is being considered on the farm.
- **Succession Planning Team:** The Succession Planning Team is a collaborative effort between the Center for Dairy Excellence & the Center for Farm Transitions. It is for those farms interested in transitioning the business over the next 5-10 years.

For more information about the On-Farm Resource Team Program, visit [www.centerfordairyexcellence.org](http://www.centerfordairyexcellence.org) or call program manager Emily Yeiser at 717-346-0849. You can also e-mail Emily at [eyeiser@centerfordairyexcellence.org](mailto:eyeiser@centerfordairyexcellence.org).