



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 Dairy Alliance 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 2011.**

Funding levels for 2011 are subject to availability and are as follows:

1. Dairy Profit Teams (a broader-based option that focuses on strategic planning and review of whole farm business profit)
 - a. New Teams: up to \$1,500.00
 - b. Existing Teams: up to \$1,000.00
2. Profit Target Teams (for specific operational review with teams operational for less than eight months.)
 - 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

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

- Initial training, if a new team, through Penn State Dairy Alliance; this training will be coordinated through the Center for Dairy Excellence
- A mid year “check in training” via conference call options or on farm training meeting
- 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.
- Prepare a 2011 Dairy Farm Budget and complete a Cost of Production Worksheet to use in discussions with your team members at meetings as appropriate.
- All Dairy Profit Teams must provide a broad “areas of emphasis and focus” for the year to the Center for Dairy Excellence and to the team; generally, we would like each team to discuss:
 - a. What is important to us in 2011?
 - b. What are we going to do in 2011?
 - c. How are we going to do it?
- All Dairy Profit teams disclose Income and Expense information, in relation to an established budget, at team meetings to allow teams to discuss both profitability and performance.
- Complete a Cost of Production Worksheet to use in discussions with your team members at the first meeting.
- 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.*
- Have a risk management component to the team; either using the CDE RM specialist attend at least one of their meetings to explain risk management options or via another resource.

**Forms are available from the CDE to use in preparing meeting notes, annual budgets and COP worksheets, invoices and other requested information.*

More information about the three team options can be found on the Center for Dairy Excellence’s Web site at 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 Dairy Profit Team Program, visit www.centerfordairyexcellence.org or call program manager Heidi Zimmerman at 717-346-0849. You can also e-mail Heidi at hzimmerman@centerfordairyexcellence.org.