



The Center for Dairy Excellence is pleased to announce our continued commitment to Dairy Resource Teams and is anxious to provide new levels of support for teams functioning across Pennsylvania. Please complete the application below to qualify to receive funding for one of the three team options that exist under the Dairy Resource Team program.

PLEASE PRINT

Dairy Producer's Name _____ Farm Name _____
Partners in Operation _____
Address _____ Town/City _____ State _____ Zip Code _____
County _____ Email _____ Phone Number _____

Is this a new or existing team?

New Team Existing Team

If it is an existing team, which kind is it?

Dairy Profit (\$1,000) Target Profit (\$750) Suc. Planning (\$1,000)

If it is new, which type will it be?

Dairy Profit (\$1,500) Target Profit (\$1,000) Suc. Planning (\$2,000)

**All funding levels are subject to budget availability. Call Heidi Zimmerman at 717-346-0849 with specific questions.*

Farm Information:

Total Number of Cows _____ Number of lactating cows (today) _____
Number of Heifers 12 Months or Older _____ Number of Heifers Under 12 Months _____
Pounds of milk shipped (most recent shipment) _____ Number of days' milk in that shipment _____
Rolling Herd Average (on DHIA) _____ lbs. Number of acres cropped (owned and rented) _____
% Butterfat _____ % Protein _____ Other Details in Relation to Planning Team: _____
Average Somatic Cell Count _____
Major area of improvement in the past 12 months: _____

Team Information:

Facilitator/ Name: _____ Phone #: (____) _____ E-mail: _____
Other Team Members: _____, _____, _____
Starting Date: ____/____/____ Ending Date (for target and succession teams): ____/____/____
Frequency of Meetings: _____ Area of Emphasis in 2010: _____
For Target Teams Only:
Primary Area of Focus: _____ Time Period: ____/____/____ to ____/____/____
Ending Goal: _____

_____ Please initial to indicate that your dairy farm management team agrees to the following:

- Have your team meet on a regular basis. Dairy Teams must meet quarterly, and Target Teams must meet at least twice.
- Provide meeting notes to Center for Dairy Excellence within 60 days after each meeting.
- Provide all requested reports and 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.

Please sign below to submit your application to receive 2010 Dairy Resource Team Program funding.

Producer _____ (print)

Signature _____ Date _____

Please mail your completed application to the address below:

On-Farm Resource Team Program Details:

The Center for Dairy Excellence is pleased to announce our continued commitment to On-farm Dairy Resource Teams. We are anxious to provide new levels of support for teams functioning across Pennsylvania. One aspect of this support will be an annual application process, which will help us provide administration and oversight for these programs. Please complete this application and send it in the enclosed envelope to the Center for Dairy Excellence.

The application must be completed for new and existing teams operating as:

- Dairy Profit Teams
- Target Profit Teams
- Dairy Succession Planning Team

Funding levels for 2010 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)
 - New Teams: up to \$1,500.00
 - Existing Teams: up to \$1,000.00
2. Dairy Target Teams (for specific operational review with teams operational for less than eight months.)
 - New Teams: up to \$1,000.00
 - Existing Teams: up to \$750.00
3. Dairy Succession Planning Teams (for farms transitioning their business in the next 5 - 10 years.)
 - New Teams: Up to \$2,000.00
 - Existing Teams: Up to \$1,000.00

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

- ▶ Have your team 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.
- ▶ 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 the CDE risk management specialist attend at least one of their meeting to explain risk management options.

**Forms are available from the CDE to use in preparing meeting notes, 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 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 and the Center for Farm Transitions. It is specifically 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.