

# TRANSFORMATIONAL TEAM APPLICATION



The Center for Dairy Excellence has funding available to offer assistance for team and resource costs associated with ten highly successful dairy farm families transforming their businesses by implementing innovative solutions and strategic plans to position their operation for the next generation. The transformational plan must include the following: increased use of technology; facility modernization; environmental best practices; potential for renewable energy systems; permitting processes; and marketing plans. In exchange for the funding, the farms would commit to providing information to the center to use in a case study. Interested farms should complete this application and submit it to the Center for Dairy Excellence, 2301 North Cameron Street, Harrisburg, Pa. 17110. It must be received at the CDE office by June 25, 2010, to be considered.

Applicant's Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Farm Name: \_\_\_\_\_ Year Established: \_\_\_\_\_

Address: \_\_\_\_\_

Town, State & Zip: \_\_\_\_\_

E-mail Address: \_\_\_\_\_ County: \_\_\_\_\_

Type of Business: (circle one)      Proprietorship      Partnership      LLC      Corporation

### General Farm Information:

Current Housing System:    TIE STALL                  FREESTALL/PARLOR                  OTHER: \_\_\_\_\_

Number of Cows: \_\_\_\_\_ Number of Youngstock: \_\_\_\_\_ Number of Acres: \_\_\_\_\_

Annual Milk Shipped: \_\_\_\_\_ lbs.      Somatic Cell Count: \_\_\_\_\_

Number of Milking Times per Day: \_\_\_\_\_ Components: \_\_\_\_\_ % Fat; \_\_\_\_\_ % Protein

Average Pregnancy Rate: \_\_\_\_\_ Culling Rate: \_\_\_\_\_ Age to First Calving: \_\_\_\_\_

Current Manure Handling System: \_\_\_\_\_

### Farm Financials:

Category	In 2009	In 2008	Five-Year Average
Cost of Production (per hundredweight)			
Net Margin (per hundredweight)			
Debt Per Cow			
Return On Assets			
Profit or Loss Per Cow			

*\*The Center for Dairy Excellence will hold all information provided on this application in complete confidentiality.*

### Business Practices: Check all of those that apply.

- Our farm has a written business plan. (Dated: \_\_\_\_\_)
- Our farm has current a nutrient management plan and conservation plan.
- Our farm invests in continuing education opportunities (such as attending the PA Dairy Summit) for our partners and employees. Please List: \_\_\_\_\_
- Our farm has a risk management plan and has utilized risk management tools to protect our profit margins. Please list tools used: \_\_\_\_\_
- Our farm utilizes outside consultants and advisors to provide insight into the decision making process. Please list names of 1 – 3 outside advisors: \_\_\_\_\_

**Expansion and Modernization:**

Date of Most Recent Prior Modernization or Expansion: \_\_\_\_\_ Description: \_\_\_\_\_

Reason for Most Recent Prior Modernization or Expansion: \_\_\_\_\_

**Transformation:**

Description of What the Farm Wants to Do: \_\_\_\_\_

Do you plan to move forward on this project without this grant:                      YES                      NO

*Check all those that would be implemented as part of transformation:*

- Use of Technology (Please Explain: \_\_\_\_\_)
- Modernization Plan (Please Explain: \_\_\_\_\_)
- Environmental or Conservation Practices (Please Explain: \_\_\_\_\_)
- Renewable Energy Harvesting (Please Explain: \_\_\_\_\_)
- Risk Management Planning (Please Explain: \_\_\_\_\_)
- Business Planning (Please Explain: \_\_\_\_\_)
- Permitting and Regulatory Processes (Please Explain: \_\_\_\_\_)
- Succession or Transition Planning (Please Explain: \_\_\_\_\_)

List those individuals who you would like to work with you in the team: \_\_\_\_\_

*\*PLEASE NOTE: Transformation Team funding will cover cost of team members compensation, design work, customization and blue print work, zoning and permitting, legal advice, and any other costs prior to implementation.*

Please sign below to indicate that you attest that the information included on this application is accurate and complete.

**Sign and Date Below:**

\_\_\_\_\_ (Name of Applicant) \_\_\_\_\_ (Date)

## Transformation Team Commitment Agreement:

In exchange for funding and support, farms accepted into the program will be expected to provide the Center for Dairy Excellence with information that could be used to build case studies to share with other farms considering similar projects. Please initial below to indicate that you understand the details of the program:

\_\_\_\_\_ *I understand that I will be expected to work with a team of consultants and advisors to initiate the transformation. I also understand that the funding I receive from the Center for Dairy Excellence can be used to cover the cost of paid team members.*

\_\_\_\_\_ *I understand that our farm will be expected to identify and implement improvements and/or practices that will transform the dairy to position the business for future generations. I understand that I will be expected to provide a budget for the use of the funds provided by the Center for Dairy Excellence (not to exceed \$12,000).*

\_\_\_\_\_ *I understand that, in exchange for the funding, our farm will be expected to provide information about the transformation -- including upfront costs, financial implications; production implications, environmental implications; cost savings; procedures; and associated challenges -- to the Center for Dairy Excellence to use in building case studies to share with the industry.*

\_\_\_\_\_ *I authorize the following advisors to my dairy farm to release information to the Center for Dairy Excellence regarding our farm's management and practices for the purpose of evaluating and ranking this application. **PLEASE LIST ADVISORS BELOW:***

Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

By initialing above and signing your name below, you agree to provide all of the necessary information and comply with the commitments above to meet the requirements of the grant, if approved.

Your Signature: \_\_\_\_\_ Printed Name: \_\_\_\_\_

Date: \_\_\_\_\_