On Farm Resource Team
2017-2018 Application

Completed application with **$100 application fee** send to Center for Dairy Excellence * Attn: Melissa Anderson *
2301 North Cameron Street * Harrisburg, PA 17110 * Phone: 717-346-0849 * Fax: 717-705-2342 *
Email: manderson@centerfordairyexcellence.org * www.centerfordairyexcellence.org

__Note:__ Program support is made possible through Ag Excellence funding provided by the Commonwealth of Pennsylvania. All funding is subject to release of the current fiscal year funds. You will be notified of acceptance in the program upon receipt of this application and application fee.

__Select Your Team's Focus Area:__ An additional $1,000 available for either business plan development is available.

☐ **Profit Team:** Focused, broad-based approach to improving herd and dairy business and profitability. ($2,000)

☐ **Transition Team:** Focused on transition in the business. (ex. succession, change in business structure, partnership) ($3,000)

☐ Interested in information for obtaining an additional $1,000 for a business plan development.

☐ **Transformation Team:** Focused on modernizing facilities and pursuing a business transformation within the dairy operation. ($5,000) **(Transformation Applicants also need to complete page 2)**

Producer's Name _____ Farm Name_____

Address _____ Town/City _____ State _____ Zip Code _____

County _____ Email _____ Phone # _____

Current month:

Total cows lactating & dry _____ No. heifers 12mths or older _____ No. of heifers under 12mths _____

Pounds of milk shipped _____ SCC _____ BF% _____ Protein% _____ No. of acres cropped _____

Herd DHIA _____ RAC Code _____

Operational information (check all that apply): Tie stall _____ Parlor _____ Robotics _____ Organic _____ Grazing _____

What record-keeping systems/programs do you currently use for your farm? (financial, production, crops, CAFO, other) _____
_____

Have you used consultants on your farm? _____ If so, who? _____

What have been the major improvements or accomplishments at your dairy farm the past two years? _____
_____
_____

What three priorities need to be addressed for your farm to be more successful in the future?

1.   _____

2.   _____

3.   _____

Team Facilitator _____ Business/Organization _____

Facilitator phone # _____ Facilitator email _____

In exchange for the allocation of funding and support, farms accepted as a Profit, Transition or Transformation Team will be expected to do the following:

- Provide feedback and general performance improvement information, if requested, by the center
- Work with a team of consultants and advisors to address the stated goals or important areas in your business
- Provide meeting notes and invoices of team members and related team expenses to the center for reimbursement purposes within 30 days of meeting
- Invoices for allocated funds due to the center by **June 30, 2018**

Signature:_____ Date:_____

CDE office use only: Received: _____ Reviewed: _____ Approved: _____

Transformation Team Applicants Please Complete:

Please select all that apply to your farm:

☐ Our farm has a current Budget that is monitored (Dated: _____)

☐ Our farm has a current Manure Management Plan or Nutrient Management Plan (Dated: _____)

☐ Our farm has a current Conservation Plan or Ag Erosion and Sediment Control Plan (Dated: _____)

☐ Our farm has a written Business Plan that includes current financial information (Dated: _____)

☐ Our farm has a Risk Management Plan or uses risk management tools to protect profit margins

    If yes, please list the tools used: _____

_____

Proposed Transformation for the Business:

1. Please provide a brief overview of the transformation or modernization project that the Transformation Team would help to implement. (50 words or less)

2. Please select which of the following components to be implemented as part of the transformation or modernization (you can select more than one)

    ☐ Business Planning

    ☐ Modernization (ex: Milking herd facilities: Dry cow/young stock facilities, Manure handling, Feed storage, Cow comfort)

    ☐ Permitting and Regulatory Processes

    ☐ Technology

    ☐ Environmental or Conservation Practices

    ☐ Renewable Energy Incorporation

    ☐ On-Farm Processing

    ☐ Other _____