

Dairy Decisions Consultant ~ Producer 2021-2022 Application

Completed applications send with a **\$100 application fee** to: Center for Dairy Excellence ♦ Attn: Melissa Anderson ♦
 1140 Mountain View Road ♦ Shermans Dale, PA 17090 ♦ 717-636-0779 ♦ Email: manderson@centerfordairyexcellence.org
 ♦ www.centerfordairyexcellence.org ♦

The Dairy Decisions Consultant program is designed to provide dairy producers the opportunity for one-on-one consulting in the areas of dairy farm viability, business strategy, transition, planning, marketing & labeling, value-added and animal welfare.

***Note:** You will be notified of acceptance into the program upon receipt of this application and confirmation with the Consultant. Program support is made possible through Ag Excellence funding provided by the Commonwealth of Pennsylvania.

Check number of cows: 0 – 24 cows _____ (\$1,500), 25 or more cows _____ (\$3,500)
 Is at least 50% of your income from the farm? Yes _____ No _____

Contact Information:

Producer's Name _____ Farm Name _____
 Address _____ City _____ State _____ Zip Code _____
 County _____ Email _____ Phone # _____

Current Month:

Who is your milk market or cooperative? _____
 Total cows lactating & dry _____ No. heifers 12mths or older _____ No. of heifers under 12mths _____
 Daily pounds of milk per cow _____ SCC _____ BF% _____ Protein% _____ Total Acres _____
 Cost of Production, please list per hundredweight COP _____ Want help in determining cost of production _____
 Operational information (check all that apply): Tie-stall _____ Parlor _____ Robotics _____ Organic _____ Grazing _____

Check the Dairy Decisions Consultant service that fits your need the best and describe need: (Use Back Of Paper If Needed)

- _____ **Employee Management & Communication** - Employee management is more than just ensuring that your employees are doing their job. It consists of procedures and strategies that can help you measure, monitor, and interact with the workforce that plays a huge role in your business. *Describe Need:* _____
- _____ **Business Planning & Structure** - Business planning is a necessity to help manage volatility and create a roadmap for decision-making in all aspects of the business. *Describe Need:* _____
- _____ **Product Marketing & Labeling** –Effective marketing and labeling of your branded dairy products can create a more positive impact on your customers and their purchasing decisions. *Describe Need:* _____
- _____ **Direct Marketing** – Directly marketing products made from your milk to consumers can help a farm capture more revenues, but the processing and branded business can be complex. *Describe Need:* _____
- _____ **Animal Welfare** – Veterinarian consultants will help farms establish animal welfare protocols related to the FARM Program as well as help train employees in FARM compliance. *Describe Need:* _____
- _____ **Financial** - Financial management and planning can provide dairy farm families with professional consulting resources to help make decisions that will shape the future of their farm. *Describe Need:* _____

Preferred Dairy Decision Consultant: Choice 1: _____ **Choice 2:** _____
See to the list of approved Consultants at www.centerfordairyexcellence.org/ddc or call 717-636-0779

Please sign and date below and submit this application with a \$100 application fee to the Center.
**If approved, a DDC will commit to providing a comprehensive consultation with your farm. If not approved, your application fee will be reimbursed. The Center will provide grant funding up to the amount listed above which is based on number of cows and team type. The grant will cover at least 85 percent or more of the full fees associated with employing a DDC consultant.*

Signature: _____ **Date:** _____

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