

Completed application with **\$100 application fee** send to Center for Dairy Excellence \* Attn: Melissa Anderson \*  
1140 Mountain View Road \* Shermans Dale, PA 17090 \* Phone: 717-636-0779 \* Email: [manderson@centerfordairyexcellence.org](mailto:manderson@centerfordairyexcellence.org) \*  
[www.centerfordairyexcellence.org](http://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:**

- Profit Team:** Focused, broad-based approach to improving herd and dairy business & profitability **(\$1,500)**
- Transition Team:** Focused on transition in the business. (ex. succession, change in business structure, partnership) **(\$3,500)**
- Transformation Team:** Focused on modernizing facilities and pursuing a business transformation or additional enterprise within the dairy operation **(\$3,500)** (*Transformation Applicants also need to complete questions on back*)

**\*\*Transition & Transformation Team funding can be utilized for two consecutive years only.**

Producer's Name \_\_\_\_\_ Farm Name \_\_\_\_\_

Address \_\_\_\_\_ Town/City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

County \_\_\_\_\_ Email \_\_\_\_\_ Phone # \_\_\_\_\_

**Current month:**

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 \_\_\_\_\_

Know 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 \_\_\_\_\_

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

1. \_\_\_\_\_

2. \_\_\_\_\_

Team Facilitator \_\_\_\_\_ Business/Organization \_\_\_\_\_

Facilitator phone # \_\_\_\_\_ Facilitator email \_\_\_\_\_

**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: \_\_\_\_\_

***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: (Initial once read)***

\_\_\_\_\_ Work with a team of consultants and advisors to address the stated goals or important areas in your business

\_\_\_\_\_ Provide meeting notes, cost of production, invoices of team members and related team expenses to the Center for reimbursement

\_\_\_\_\_ Provide feedback on success of team and its impact on the operation

\_\_\_\_\_ Invoices for allocated funds due to the Center by **May 31, 2022**

***A W9 must be provided to the Center before any expenses will be reimbursed - Any funding received through this grant will be considered taxable income by the IRS***

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

**CDE office use only:** Received: \_\_\_\_\_ Reviewed: \_\_\_\_\_ Approved: \_\_\_\_\_

## Transformation Team Applicants Please Complete the Questions Below:

### 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 are 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, Feed storage, Cow comfort)

Permitting and Regulatory Processes

Technology

Renewable Energy Incorporation

On-Farm Processing

Other \_\_\_\_\_