

## Dairy Decisions Consultant Producer Application 2023-2024

<b>CDE use only:</b> Approved: _____ ECM lbs/d _____ Check # _____
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Send completed applications 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](mailto:manderson@centerfordairyexcellence.org)  
♦ [www.centerfordairyexcellence.org](http://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. Farms that have 35 or more lactating cows or dairy heifer raising operations with more than 35 dairy heifers are eligible to apply.

### Grant funding up to \$4,000.

Is at least 50% of your gross income from the farm? Yes \_\_\_\_\_ No \_\_\_\_\_  
Does your farm have commercial or retail milk sales? Yes \_\_\_\_\_ No \_\_\_\_\_

### Contact Information:

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

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

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

Who is your milk market or cooperative? \_\_\_\_\_

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

Total pounds of milk shipped prior year \_\_\_\_\_, Butterfat % \_\_\_\_\_, Protein % \_\_\_\_\_ (See December's settlement check, received mid-January.)

Operational information (check all that apply): Tie-stall \_\_\_\_\_ Parlor \_\_\_\_\_ Robotics \_\_\_\_\_ Organic \_\_\_\_\_ Grazing \_\_\_\_\_

Milking /day 3x \_\_\_\_\_, 2x \_\_\_\_\_, Robotic (Average x /day) \_\_\_\_\_ DHIA # \_\_\_\_\_ RAC # \_\_\_\_\_ (Righthand corner of DHIA Report)

Are you happy with your milk production numbers? Yes \_\_\_\_\_ No \_\_\_\_\_

Would you like assistance with your milk production numbers? Yes \_\_\_\_\_ No \_\_\_\_\_ Do you use TMR? Yes \_\_\_\_\_ No \_\_\_\_\_

### Check the Dairy Decisions Consultant service that fits your need the best.

\_\_\_\_\_ **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.

\_\_\_\_\_ **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.

\_\_\_\_\_ **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.

\_\_\_\_\_ **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.

\_\_\_\_\_ **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.

\_\_\_\_\_ **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.

\_\_\_\_\_ **Pre-Farm Transition** - Business and financial feasibility for transitioning the farm and/or family issue projects to set the farm up for a transition team.

### What is the primary reason you are requesting this consulting grant?

**What is the most important issue your farm will need in the next 2-5 years?** (i.e., purchase a skid loader or tractor, transition, buy/sell farm, retire, value-added)

**What are the *three* goals that you would like addressed with this consultation?**

1.

2.

3.

**Preferred Dairy Decision Consultant: Choice 1:** \_\_\_\_\_ **Choice 2:** \_\_\_\_\_

*See to the list of approved Consultants at [www.centerfordairyexcellence.org/ddc](http://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. The grant is intended to cover the full cost of the DDC process in reviewing your farm operation and providing meaningful input on moving forward. However, if the cost of your specific need is greater than what is provided through the DDC grant, your consultant will request your approval prior to doing that additional work.*

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