

<p><b>CDE use only:</b>          Approved: _____ ECM lbs/d _____          Check # _____</p>
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Send completed application with **\$100 application fee** 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. Farms that have 35 cows or more are eligible to apply.

**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)**

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

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

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

Milk market or cooperative \_\_\_\_\_

Total cows lactating & dry \_\_\_\_\_ No. heifers 12mths or older \_\_\_\_\_ No. of heifers under 12mths \_\_\_\_\_  
(See December's settlement check, received mid-January.)

Total pounds of milk shipped prior year \_\_\_\_\_, Butterfat % \_\_\_\_\_, Protein % \_\_\_\_\_

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

Milking /day 3x \_\_\_\_\_, 2x \_\_\_\_\_, Robotic (Average x / day) \_\_\_\_\_ DHIA # \_\_\_\_\_ RAC # \_\_\_\_\_ (Right hand 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

**Please select all that apply to your farm:**

- \_\_\_ Our farm has a current Manure Management Plan or Nutrient Management Plan
- \_\_\_ Our farm has a current Conservation Plan or Ag Erosion and Sediment Control Plan
- \_\_\_ Our farm has a written Business Plan and budget that includes current financial information
- \_\_\_ Our farm participates in the National FARM or another welfare program
- \_\_\_ Our farm has a comprehensive written biosecurity plan
- \_\_\_ Our farm has a Risk Management Plan or uses risk management tools to protect profit margins

If yes, please list the tools used: \_\_\_\_\_

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

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

**What is the specific plan/project for this team?**

What is the most important issue your farm will need to address in the next 2– 5 years? (i.e. modernize, transition, buy/sell farm, retire, diversify or realign labor)

*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:*

- Work with a team of consultants and advisors to address the stated goals and provide feedback on teams impact on the operation
- Provide meeting notes, invoices of team members and related team expenses to the Center for reimbursement by **May 31, 2024**
- ***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: \_\_\_\_\_