ASSISTING WITH CRITICAL DECISION-MAKING ON THE FARM.

Profit Teams
A Board of Advisors
Assisting with Critical Decisions

Transition Teams
A Board of Advisors
Assisting with Critical Decisions

Transformation Teams
Focused on Modernization and Reinvestment in the Dairy

Dairy Decisions Consultants
Providing an Outside Perspective Into the Dairy’s Path Forward

OUR VISION:
Serve as a catalyst for a vibrant Pennsylvania Dairy Industry.

OUR MISSION:
Empower and support Pennsylvania’s Dairy Farm Families and Businesses to thrive.

26 Events

Reached 2,850 Farmers and Ag Industry Representatives

782 farms helped through Center visits, calls and outreach in 2018

Lack of Business and Financial Planning Demonstrates Need for Center Resources

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2012</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Have you used a financial consultant or accountant?</td>
<td>59.3 percent</td>
<td>62.6 percent</td>
<td>56.4 percent</td>
</tr>
<tr>
<td>Have you developed a written business plan?</td>
<td>15.8 percent</td>
<td>15.3 percent</td>
<td>11.7 percent</td>
</tr>
<tr>
<td>Have you developed a formalized succession or transition plan?</td>
<td>13.2 percent</td>
<td>12.9 percent</td>
<td>10.0 percent</td>
</tr>
<tr>
<td>Have you used crop insurance?</td>
<td>23.2 percent</td>
<td>31.5 percent</td>
<td>35.0 percent</td>
</tr>
<tr>
<td>Have you used risk management other than crop insurance?</td>
<td>14.3 percent</td>
<td>10.6 percent</td>
<td>7.2 percent</td>
</tr>
</tbody>
</table>

Grants given to 1,703 farms since 2008

3,900+ farms involved in risk management education

Directly Assisted More Than 21 Percent of Dairy Farms

Data pulled from 2017 Dairy Producer Survey, part of the 2017 Pennsylvania Dairy Study.

centerfordairyexcellence.org • 2301 North Cameron Street • Harrisburg, PA 17110 • Phone: 717-346-0849
Serving as Catalyst for Industry

- A Liaison to the Pennsylvania Department of Agriculture
- Partnering with Other Organizations
- Collaborating Across the Industry

Working with the Commonwealth to Attract Additional Investment to Processing Sector

<table>
<thead>
<tr>
<th>Month</th>
<th>Events</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2017</td>
<td>Sec. Redding, others recognized need for emphasis on attracting dairy processing to PA</td>
</tr>
<tr>
<td>March</td>
<td>Study Commissioned with Novakovic, Stephenson and Nicholson</td>
</tr>
<tr>
<td>October</td>
<td>Dairy Processing Analysis Study Released — Used to Do Inquiry to Identify shovel-ready sites</td>
</tr>
<tr>
<td>December</td>
<td>Decision to Support Team PA Position Focused on Ag Processing, with Dairy Emphasis</td>
</tr>
<tr>
<td>June</td>
<td>Gov. Wolf allocates $5 million in funding through Pennsylvania Dairy Investment Program</td>
</tr>
<tr>
<td>October</td>
<td>Strategic Planning Effort Bringing Together Stakeholders Across Industry</td>
</tr>
<tr>
<td>February 2019</td>
<td>PA Farm Bill includes support for Dairy Processing and Innovation</td>
</tr>
</tbody>
</table>

A Public:Private Partnership

$1 in Public Support = More than $1 in Private Support

2017-18 Fiscal Year Income

- Ag Excellence: $1,151,427
- Farmer Match: $458,000
- In-Kind Support: $357,000
- External Grants: $127,333
- Industry Support: $165,503
- PA Preferred: $40,102
- CDE Foundation: $287,821

Cultivating the Next Generation

Our privately-funded Dairy Excellence Foundation supports NEXT GENERATION PROGRAMS, including:

- CURRICULUM
- INTERNSHIPS
- SCHOLARSHIPS
- DAIRY LEADERS OF TOMORROW (440 TEACHERS, 18,450 STUDENTS IMPACTED)
- DISCOVER DAIRY (1,300 TEACHERS, 169,000 STUDENTS IMPACTED)
- $30,000 GIVEN IN SCHOLARSHIP ANNUALLY

Up to TEN STUDENTS PLACED IN ON-FARM INTERNSHIPS ANNUALLY

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