



On Farm Resource Team 2016—2017 Application

Completed application with \$100 application fee send to Center for Dairy Excellence \* Attn: Melissa Anderson \* 2301 North Cameron Street \* Harrisburg, PA 17110 \* Phone: 717-346-0849 \* Fax: 717-705-2342 \* Email: manderson@centerfordairyexcellence.org \* www.centerfordairyexcellence.org

\*Note: You will be notified of acceptance in the program upon receipt of this application and application fee.

Select Your Team's Focus Area: An additional \$1,000 available for either business plan development or baseline Ag. Compliance

- Profit Team: Focused, broad-based approach to improving herd and dairy business and profitability (\$2,000);
Transition Team: Focused on transition in the business (ex. succession, change in business structure, partnership) (\$3,000)
Interested in information for obtaining an additional \$1,000 for either business plan development or baseline Ag. Compliance (Profit & Transition Teams only)
Transformation Team: Focused on modernizing facilities and pursuing a business transformation within the dairy operation. (\$5,000) (Transformation Applicants also need to complete page 2)

Producer's Name Farm Name

Address Town/City State Zip Code

County Email Phone #

Current month:

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

Pounds of milk shipped SCC BF% Protein% No. of acres cropped

Herd DHIA RAC Code

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

What record-keeping systems/programs do you currently use for your farm? (financial, production, crops, CAFO, other)

Have you used consultants on your farm? If so, who?

What have been the major improvements or accomplishments at your dairy farm the past two years?

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

- 1.
2.
3.

Team Facilitator Business/Organization

Facilitator phone # Facilitator email

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:

- Provide feedback and general performance improvement information, if requested, by the center
Work with a team of consultants and advisors to address the stated goals or important areas in your business
Provide meeting notes and invoices of team members and related team expenses to the center for reimbursement purposes within 30 days of meeting
Invoices for allocated funds due to the center by June 30, 2017

Signature: Date:

CDE office use only: Received: Reviewed: Approved:

## Transformation Team Applicants Please Complete:

### 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: \_\_\_\_\_

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### 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 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, Manure handling, Feed storage, Cow comfort)
- Permitting and Regulatory Processes
- Technology
- Environmental or Conservation Practices
- Renewable Energy Incorporation
- On-Farm Processing
- Other \_\_\_\_\_