



DAIRY BUSINESS TOOLS AVAILABLE TO NORTHEAST DAIRY PRODUCERS

Below is a list of resources available to dairy producers in the Northeast to help them evaluate their dairy against industry benchmarks and standards and to pinpoint improvement opportunity areas in their business.

| <u>Resource</u> | <u>Description</u> | <u>For more information</u> |
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| PA Dairy Tool <ul style="list-style-type: none"> • Consultant Tool • Web Resource | A comprehensive analysis of financial and production information that determines most limiting bottlenecks to profitability in an operation. The initial project included training for consultants and joint workshops for clients and consultants to review data. A Web based format will focus the main operation and on five "drill down" areas to identify bottlenecks in those areas. | Call the Penn State Dairy Alliance at 1-888-373-7232 |
| Large Dairy Benchmark Program | Available to farms in PA that milk over 250 cows, are interested in maximizing profits and maintain excellent records. Program investigates and benchmarks the unique issues facing larger dairy farms. | Call Michael Evanish, Manager MSC Business Services at 717-731-3517 |
| Dairy Herd Summary | Each year, MSC Business Services published the <i>Dairy Herd Summary</i> . In addition to PA data, First Pioneer Farm Credit provides comparative data from the New England states. In addition to select data, items dealing with management, industry and benchmark issues are part of the analysis. | Call Michael Evanish, Manager MSC Business Services at 717-731-3517 |
| Dairy Farm Business Summary & Analysis | Dairy producers can participate in the Dairy Farm Business Summary to receive a better interpretation of their farm data and compare their dairy operation to standardized benchmarks for Pennsylvania and the Northeast. Producers receive a comprehensive report on their operation from the analysis. | Call Bradley Hilty with the Penn State Dairy Alliance, at 717-948-6612 or 1-888-373-7232 or Jason Karses with Cornell University at 607-255-3809. |
| University of PA Dairy Economic Calculators | Dr. Galligan's Visual Analytics is a new computerized format presented online to help producers evaluate analytical problems commonly occurring on dairy herds. It can be found at http://www.dgalligan.com/visualanalytics/visualanalytics.html . | Call Dr. David Galligan from the University of Pennsylvania School of Veterinary Medicine at 610-944-5800. |
| Cornell Dairy Profit Monitor | The Dairy Profit Monitor is a business management program that allows dairy producers and consultants to enter herd and financial data online. Producers get an immediate report back on their business with dairy benchmark comparisons as well as financial parameters. Find it at http://www.dairyprofit.cornell.edu/ . | Kyle Getty from Cornell at (607) 592-6222 or (518) 321-4317. |
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