67450SY

Form 990 — Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

▶ The organization may have to use a copy of this return to satisfy state reporting requirements

Department of the Treasury
Internal Revenue Service

OMB No 1545-0047
2012
Open to Public Inspection

A For the 2012 calendar year, or tax year beginning 01/01/12 , and ending 06/30/12

B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Terminated ☐ Amended return ☐ Application pending

C Name of organization: Center for Dairy Excellence

Doing Business As:

Number and street (or P O box if mail is not delivered to street address): 2301 N Cameron St — Room/suite: 205

City, town or post office, state, and ZIP code: Harrisburg PA 17110-9408

D Employer identification number: 20-1921470

E Telephone number: 717-346-0849

G Gross receipts$ 524,917

F Name and address of principal officer:

H(a) Is this a group return for affiliates? ☐ Yes ☒ No

H(b) Are all affiliates included? ☐ Yes ☐ No
If "No," attach a list (see instructions)

I Tax-exempt status: ☐ 501(c)(3) ☒ 501(c) (6) ◀ (insert no) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ http://centerfordairyexcellence.org

H(c) Group exemption number ▶

K Form of organization: ☐ Corporation ☐ Trust ☒ Association ☐ Other ▶

L Year of formation 2003 **M** State of legal domicile PA

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities
Coordinate a competitive and profitable dairy industry. Summary of Organizations 2012 achievements and 2012-2013 initiatives are attached.

2 Check this box ▶☐ if the organization discontinued its operations or disposed of more than 25% of its net assets

3 Number of voting members of the governing body (Part VI, line 1a)	3	22
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	22
5 Total number of individuals employed in calendar year 2012 (Part V, line 2a)	5	10
6 Total number of volunteers (estimate if necessary)	6	50
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b Net unrelated business taxable income from Form 990-T, line 34	7b	0

	Prior Year	Current Year
Revenue		
8 Contributions and grants (Part VIII, line 1h)	165,424	81,628
9 Program service revenue (Part VIII, line 2g)	826,269	443,242
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	85	47
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	0
12 Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	991,778	524,917
Expenses		
13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)	0	0
14 Benefits paid to or for members (Part IX, column (A), line 4)	0	0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	420,820	222,262
16a Professional fundraising fees (Part IX, column (A), line 11e)	0	0
b Total fundraising expenses (Part IX, column (D), line 25) ▶ 0		
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	471,511	231,411
18 Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	892,331	453,673
19 Revenue less expenses Subtract line 18 from line 12	99,447	71,244

Net Assets or Fund Balances	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	276,418	311,267
21 Total liabilities (Part X, line 26)	91,269	54,874
22 Net assets or fund balances Subtract line 21 from line 20	185,149	256,393

RECEIVED APR 1 2013 OGDEN, UT IRS-OSC

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge

Sign Here
▶ Signature of officer — Date 3/20/13
▶ John Frey — Executive Director
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name: Andrew L. Steckbeck — Preparer's signature — Date 3/18/13 — Check ☐ if self-employed — PTIN P00525152

Firm's name ▶ Simon Lever LLP — Firm's EIN ▶ 23-1692578

Firm's address ▶ 444 Murry Hill Circle, Lancaster, PA 17601 — Phone no 717-569-7081

May the IRS discuss this return with the preparer shown above? (see instructions) ☒ Yes ☐ No

SCANNED APR 11 2013

913

6

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III ☐

1 Briefly describe the organization's mission

Coordinate a competitive and profitable dairy industry. Summary of Organizations 2012 achievements and 2012-2013 initiatives are attached.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a (Code) (Expenses $ 395,200 including grants of$) (Revenue $)

Summary of Organizations achievements and 2012-2013 initiatives are attached.

4b (Code) (Expenses $ including grants of$) (Revenue $)

4c (Code) (Expenses $ including grants of$) (Revenue $)

4d Other program services (Describe in Schedule O)

(Expenses $ including grants of$) (Revenue $)

4e Total program service expenses ▶ 395,200

Part IV Checklist of Required Schedules

		Line	Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	1		X
2	Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?	2		X
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	4		
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	9		X
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI	11a	X	
b	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c		X
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? If "Yes," complete Schedule F, Parts I and IV	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or assistance to any organization or entity located outside the United States? If "Yes," complete Schedule F, Parts II and IV	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or assistance to individuals located outside the United States? If "Yes," complete Schedule F, Parts III and IV	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19		X
20a	Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		

Part IV Checklist of Required Schedules (continued)

			Yes	No
21	Did the organization report more than $5,000 of grants and other assistance to any government or organization in the United States on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II	21		X
22	Did the organization report more than $5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3) and 501(c)(4) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	25b		
26	Was a loan to or by a current or former officer, director, trustee, key employee, highest compensated employee, or disqualified person outstanding as of the end of the organization's tax year? If "Yes," complete Schedule L, Part II	26		X
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? If "Yes," complete Schedule L, Part III	27		X
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
a	A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28a		X
b	A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28b		X
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? If "Yes," complete Schedule M	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301 7701-2 and 301 7701-3? If "Yes," complete Schedule R, Part I	33		X
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Parts II, III, or IV, and Part V, line 1	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI	37		X
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? **Note.** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response to any question in this Part V ☐

				Yes	No
1a	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable	1a 6			
b	Enter the number of Forms W-2G included in line 1a Enter -0- if not applicable	1b 0			
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		1c		
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a 10			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?		2b		X
	Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)				
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?		3a		X
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O		3b		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		4a		X
b	If "Yes," enter the name of the foreign country ▶				
	See instructions for filing requirements for Form TD F 90-22 1, Report of Foreign Bank and Financial Accounts				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		5a		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		5b		X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		5c		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		6a		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		6b		
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?		7a		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		7c		
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		7e		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		7f		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		7h		
8	**Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations.** Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?		8		
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the organization make any taxable distributions under section 4966?		9a		
b	Did the organization make a distribution to a donor, donor advisor, or related person?		9b		
10	**Section 501(c)(7) organizations.** Enter				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?		12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state?		13a		
	Note. See the instructions for additional information the organization must report on Schedule O				
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?		14a		X
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O		14b		

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response to any question in this Part VI [X]

Section A. Governing Body and Management

			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year — 1a: 22. If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O			
b	Enter the number of voting members included in line 1a, above, who are independent — 1b: 22			
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person?	3		X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5		X
6	Did the organization have members or stockholders?	6		X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a	X	
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b	X	
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following			
a	The governing body?	8a	X	
b	Each committee with authority to act on behalf of the governing body?	8b	X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9		X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X	
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990			
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a		X
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b		
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c		
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	X	
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions)			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ▶ None

18 Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection Indicate how you made these available Check all that apply

[ ] Own website [ ] Another's website [X] Upon request [ ] Other (explain in Schedule O)

19 Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization ▶ Karen Purnell 2301 N Cameron St Harrisburg PA 17110-9408 717-346-0849

Form 990 (2012) Center for Dairy Excellence 20-1921470 Page **7**

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response to any question in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization's tax year

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation Enter -0- in columns (D), (E), and (F) if no compensation was paid
- List all of the organization's **current** key employees, if any See instructions for definition of "key employee "
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than $100,000 from the organization and any related organizations
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

☐ Check this box if neither the organization nor any related organizations compensated any current officer, director, or trustee

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position: Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
(1) John Frey Director	40.00 0.00	X						70,258	0	0
(2) Brian Reed Board Member	1.00 0.00	X						0	0	0
(3) Chris Waddell Board Member	1.00 0.00	X						0	0	0
(4) Jennifer Heltzel Board Member	1.00 0.00	X						0	0	0
(5) Junia Isiminger Board Member	1.00 0.00	X						0	0	0
(6) Glenn Gorrell Board Member	1.00 0.00	X						0	0	0
(7) Robert Schupper Board Member	1.00 0.00	X						0	0	0
(8) Donald Risser Board Member	1.00 0.00	X						0	0	0
(9) Timothy Kurtz Board Member	1.00 0.00	X						0	0	0
(10) Robert Charles Gooding, Jr Board Member	1.00 0.00	X						0	0	0
(11) Representative Mark Keller Board Member	1.00 0.00	X						0	0	0

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position: Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
(12) Secretary George Greig Board Member	1.00 0.00	X						0	0	0
(13) Gary Heckman Vice Chairman	1.00 0.00			X				0	0	0
(14) Betsy Albright Treasurer	1.00 0.00			X				0	0	0
(15) John Siglow Secretary	1.00 0.00			X				0	0	0
(16) Erick Coolidge Chairman	1.00 0.00			X				0	0	0
(17)										
(18)										
(19)										
1b Sub-total ▶								70,258		
c Total from continuation sheets to Part VII, Section A ▶										
d Total (add lines 1b and 1c) ▶								70,258		

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 in reportable compensation from the organization ▶0

		Yes	No
3 Did the organization list any **former** officer, director, or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual	3		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? If "Yes," complete Schedule J for such individual	4		X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person	5		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization Report compensation for the calendar year ending with or within the organization's tax year

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization ▶ 0

Part VIII Statement of Revenue

Check if Schedule O contains a response to any question in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a				
	b Membership dues	1b				
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e 81,628				
	f All other contributions, gifts, grants, and similar amounts not included above	1f				
	g Noncash contributions included in lines 1a-1f $					
	h Total. Add lines 1a–1f ▶		81,628			
Program Service Revenue		Busn. Code				
	2a PDA - sole source contract		237,574	237,574		
	b Income-Contributions-Other		197,788	197,788		
	c Application & Registration		7,880	7,880		
	d					
	e					
	f All other program service revenue					
	g Total. Add lines 2a–2f ▶		443,242			
	3 Investment income (including dividends, interest, and other similar amounts) ▶		47			47
	4 Income from investment of tax-exempt bond proceeds ▶					
	5 Royalties ▶					

	(i) Real	(ii) Personal
6a Gross rents		
b Less rental exps		
c Rental inc or (loss)		

	(A)	(B)	(C)	(D)
d Net rental income or (loss) ▶				

7a Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other
b Less cost or other basis & sales exps		
c Gain or (loss)		

Other Revenue		(A)	(B)	(C)	(D)
	d Net gain or (loss) ▶				
	8a Gross income from fundraising events (not including $ of contributions reported on line 1c) See Part IV, line 18 a				
	b Less direct expenses b				
	c Net income or (loss) from fundraising events ▶				
	9a Gross income from gaming activities See Part IV, line 19 a				
	b Less direct expenses b				
	c Net income or (loss) from gaming activities ▶				
	10a Gross sales of inventory, less returns and allowances a				
	b Less cost of goods sold b				
	c Net income or (loss) from sales of inventory ▶				

Miscellaneous Revenue	Busn Code	(A)	(B)	(C)	(D)
11a					
b					
c					
d All other revenue					
e Total. Add lines 11a–11d ▶					
12 Total revenue. See instructions ▶		524,917	443,242	0	47

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns All other organizations must complete column (A)

Check if Schedule O contains a response to any question in this Part IX [X]

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to governments and organizations in the U S See Part IV, line 21				
2 Grants and other assistance to individuals in the U S. See Part IV, line 22				
3 Grants and other assistance to governments, organizations, and individuals outside the U S See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	70,259	56,207	14,052	
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	119,670	95,736	23,934	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	5,940	4,752	1,188	
9 Other employee benefits	9,558	7,647	1,911	
10 Payroll taxes	16,835	13,468	3,367	
11 Fees for services (non-employees)				
a Management				
b Legal				
c Accounting	9,368	4,684	4,684	
d Lobbying				
e Professional fundraising services See Part IV, line 17				
f Investment management fees				
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	105	105		
12 Advertising and promotion	2,435		2,435	
13 Office expenses	5,018	2,509	2,509	
14 Information technology				
15 Royalties				
16 Occupancy				
17 Travel	14,972	14,972		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization				
23 Insurance				
24 Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24e If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O)				
a Industry Growth Support	42,734	42,734		
b Contracted services	27,863	27,863		
c Meeting expenses	18,124	18,124		
d Dairy Decisions Consult	15,773	15,773		
e All other expenses	95,019	90,626	4,393	
25 **Total functional expenses.** Add lines 1 through 24e	453,673	395,200	58,473	0
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation Check here ▶ [ ] if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response to any question in this Part X ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest bearing	172,386	1	95,026
	2	Savings and temporary cash investments	34,526	2	34,598
	3	Pledges and grants receivable, net	69,506	3	181,643
	4	Accounts receivable, net		4	
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) Complete Part II of Schedule L		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges		9	
	10a	Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D — 10a: 3,074			
	b	Less accumulated depreciation — 10b: 3,074		10c	
	11	Investments—publicly traded securities		11	
	12	Investments—other securities See Part IV, line 11		12	
	13	Investments—program-related See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets See Part IV, line 11		15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 34)	276,418	16	311,267
Liabilities	17	Accounts payable and accrued expenses	14,714	17	19,709
	18	Grants payable		18	
	19	Deferred revenue	76,555	19	35,165
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability Complete Part IV of Schedule D		21	
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D		25	
	26	**Total liabilities.** Add lines 17 through 25	91,269	26	54,874
Net Assets or Fund Balances		**Organizations that follow SFAS 117 (ASC 958), check here ▶ ☒ and complete lines 27 through 29, and lines 33 and 34.**			
	27	Unrestricted net assets	185,149	27	256,393
	28	Temporarily restricted net assets		28	
	29	Permanently restricted net assets		29	
		Organizations that do not follow SFAS 117 (ASC 958), check here ▶ ☐ and complete lines 30 through 34.			
	30	Capital stock or trust principal, or current funds		30	
	31	Paid-in or capital surplus, or land, building, or equipment fund		31	
	32	Retained earnings, endowment, accumulated income, or other funds		32	
	33	Total net assets or fund balances	185,149	33	256,393
	34	Total liabilities and net assets/fund balances	276,418	34	311,267

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	524,917
2	Total expenses (must equal Part IX, column (A), line 25)	2	453,673
3	Revenue less expenses Subtract line 2 from line 1	3	71,244
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	185,149
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	256,393

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990 ☐ Cash ☒ Accrual ☐ Other ______ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		X
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b		X
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c		
	If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047
2012
Open to Public Inspection

Name of the organization: Center for Dairy Excellence

Employer identification number: 20-1921470

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate contributions to (during year)		
3	Aggregate grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply)

☐ Preservation of land for public use (e g , recreation or education)
☐ Preservation of an historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

			Held at the End of the Tax Year
a	Total number of conservation easements	2a	
b	Total acreage restricted by conservation easements	2b	
c	Number of conservation easements on a certified historic structure included in (a)	2c	
d	Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶

4 Number of states where property subject to conservation easement is located ▶

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, and enforcing conservation easements during the year ▶

7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ $

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items

b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i) Revenues included in Form 990, Part VIII, line 1 ▶ $

(ii) Assets included in Form 990, Part X ▶ $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items.

a Revenues included in Form 990, Part VIII, line 1 ▶ $

b Assets included in Form 990, Part X ▶ $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply)

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange programs
e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII Check here if the explanation has been provided in Part XIII ☐

Part V Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as

a Board designated or quasi-endowment ▶ %

b Permanent endowment ▶ %

c Temporarily restricted endowment ▶ %

The percentages in lines 2a, 2b, and 2c should equal 100%

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by

		Yes	No
(i) unrelated organizations	3a(i)		
(ii) related organizations	3a(ii)		
b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds

Part VI Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment		3,074	3,074	
e Other				
Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c)) ▶				

DAA

Part VII Investments—Other Securities. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 12.) ▶		

Part VIII Investments—Program Related. See Form 990, Part X, line 13

(a) Description of investment type	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 13) ▶		

Part IX Other Assets. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 15) ▶	

Part X Other Liabilities. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 25) ▶	

2. FIN 48 (ASC 740) Footnote In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740) Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements			1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12				
a	Net unrealized gains on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line **1**:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total revenue Add lines **3** and **4c.** (This must equal Form 990, Part I, line 12)			5	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements			1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	
4	Amounts included on Form 990, Part IX, line 25, but not on line **1**:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total expenses Add lines **3** and **4c.** (This must equal Form 990, Part I, line 18)			5	

Part XIII Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b Also complete this part to provide any additional information.

Part XIII Supplemental Information (continued)

SCHEDULE O (Form 990 or 990-EZ)

Department of the Treasury Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

OMB No 1545-0047

2012

Open to Public Inspection

Name of the organization	Employer identification number
Center for Dairy Excellence	20-1921470

Form 990, Part VI, Line 7a - Election of Members and Their Rights

Current board of directors is primarily responsible for nominating and electing members to the governing body.

Form 990, Part VI, Line 7b - Decisions Subject to Approval of Members

Pennsylvania Department of Agriculture gives oversight to the Organization.

Form 990, Part VI, Line 11b - Organization's Process to Review Form 990

Tax return and letter from CPA firm preparing Form 990 are sent to and reviewed by Treasurer and Finance Coordinator.

Form 990, Part VI, Line 15a - Compensation Process for Top Official

The Board of Directors and the Pennsylvania Department of Agriculture executive office approved the executive director's compensation upon his designation as Director.

An independent company was hired to make compensation comparisons for other contractors receiving compensation.

All persons receiving regular payments for services provided have formal job descriptions.

Form 990, Part VI, Line 19 - Governing Documents Disclosure Explanation

Documents made available to the public upon request and various relevant documents are available on the organization's website at http://centerfordairyexcellence.org.

Name of the organization: Center for Dairy Excellence

Employer identification number: 20-1921470

Form 990, Part IX, Line 24e - Other Expenses

Description		Amount	
Profit teams - Reimburs.			
	$ 13,717	$ 0	$ 0
Materials/supplies			
	$ 8,115	$ 2,029	$ 0
On farm summer internship			
	$ 8,000	$ 0	$ 0
Transform. team program			
	$ 7,353	$ 0	$ 0
Membership dues			
	$ 6,350	$ 0	$ 0
Research			
	$ 6,020	$ 0	$ 0
Events and projects			
	$ 5,976	$ 0	$ 0
Scholarships			
	$ 5,915	$ 0	$ 0
Outside computer services			
	$ 4,836	$ 0	$ 0
Staff development			
	$ 4,048	$ 0	$ 0
CDE Website			
	$ 2,007	$ 2,007	$ 0
Meals			
	$ 3,941	$ 0	$ 0
Telephone reimbursement			

Name of the organization: Center for Dairy Excellence

Employer identification number: 20-1921470

	$	3,153	$	0	$	0
Foundation expenses						
	$	3,000	$	0	$	0
Conferences						
	$	2,451	$	0	$	0
Board of Directors						
	$	2,230	$	0	$	0
Sponsorships						
	$	1,650	$	0	$	0
PA Dairy Program						
	$	1,387	$	0	$	0
Postage and shipping						
	$	221	$	220	$	0
Books, subscription, refe						
	$	74	$	74	$	0
Equip. rental and maint.						
	$	130	$	0	$	0
Telephone						
	$	52	$	51	$	0
Banking charges						
	$	0	$	12	$	0

[redacted]

Form **8868** (Rev. January 2012)
Department of the Treasury
Internal Revenue Service

Application for Extension of Time To File an Exempt Organization Return

▶ **File a separate application for each return.**

OMB No. 1545-1709

- If you are filing for an **Automatic 3-Month Extension, complete only Part I** and check this box ▶ [X]
- If you are filing for an **Additional (Not Automatic) 3-Month Extension, complete only Part II** (on page 2 of this form).

Do not complete Part II unless you have already been granted an automatic 3-month extension on a previously filed Form 8868.

Electronic filing (e-file). You can electronically file Form 8868 if you need a 3-month automatic extension of time to file (6 months for a corporation required to file Form 990-T), or an additional (not automatic) 3-month extension of time. You can electronically file Form 8868 to request an extension of time to file any of the forms listed in Part I or Part II with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, which must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit www.irs.gov/efile and click on e-file for Charities & Nonprofits.

Part I Automatic 3-Month Extension of Time. Only submit original (no copies needed).

A corporation required to file Form 990-T and requesting an automatic 6-month extension-check this box and complete Part I only ▶ [ ]

All other corporations (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Enter filer's identifying number, see instructions

Type or print	Name of exempt organization or other filer, see instructions.	Employer identification number (EIN) or
File by the due date for filing your return. See instructions.	Center for Dairy Excellence	[X] 20-1921470
	Number, street, and room or suite no. If a P.O. box, see instructions. 2301 N Cameron St 205	Social security number (SSN) [ ]
	City, town or post office, state, and ZIP code. For a foreign address, see instructions. Harrisburg PA 17110-9408	

Enter the Return code for the return that this application is for (file a separate application for each return) 01

Application Is For	Return Code	Application Is For	Return Code
Form 990	01	Form 990-T (corporation)	07
Form 990-BL	02	Form 1041-A	08
Form 990-EZ	01	Form 4720	09
Form 990-PF	04	Form 5227	10
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12

- The books are in the care of ▶ Karen Purnell
2301 N Cameron St
Harrisburg PA 17110

Telephone No. ▶ 717-346-0849 FAX No. ▶ 717-705-2342

- If the organization does not have an office or place of business in the United States, check this box ▶ [ ]
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) ________ . If this is for the whole group, check this box ▶ [ ] . If it is for part of the group, check this box ▶ [ ] and attach a list with the names and EINs of all members the extension is for.

1 I request an automatic 3-month (6 months for a corporation required to file Form 990-T) extension of time until 02/15/13 , to file the exempt organization return for the organization named above. The extension is for the organization's return for:

▶ [ ] calendar year ________ or

▶ [X] tax year beginning 01/01/12 , and ending 06/30/12 .

COPY

2 If the tax year entered in line 1 is for less than 12 months, check reason: [ ] Initial return [ ] Final return [X] Change in accounting period

3a	If this application is for Form 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	3a	$
b	If this application is for Form 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	3b	$
c	**Balance due.** Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	3c	$

Caution. If you are going to make an electronic fund withdrawal with this Form 8868, see Form 8453-EO and Form 8879-EO for payment instructions.

- If you are filing for an **Additional (Not Automatic) 3-Month Extension, complete only Part II** and check this box ▶ [X]

Note. Only complete Part II if you have already been granted an automatic 3-month extension on a previously filed Form 8868

- If you are filing for an **Automatic 3-Month Extension, complete only Part I** (on page 1).

Part II **Additional (Not Automatic) 3-Month Extension of Time.** Only file the original (no copies needed).

Enter filer's identifying number, see instructions

Type or print File by the due date for filing your return. See instructions	Name of exempt organization or other filer, see instructions Center for Dairy Excellence	Employer identification number (EIN) or [X] 20-1921470
	Number, street, and room or suite no. If a P O box, see instructions. 2301 N Cameron St 205	Social security number (SSN) [ ]
	City, town or post office, state, and ZIP code. For a foreign address, see instructions. Harrisburg PA 17110-9408	

Enter the Return code for the return that this application is for (file a separate application for each return) 01

Application Is For	Return Code	Application Is For	Return Code
Form 990	01		
Form 990-BL	02	Form 1041-A	08
Form 990-EZ	01	Form 4720	09
Form 990-PF	04	Form 5227	10
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12

STOP! Do not complete Part II if you were not already granted an automatic 3-month extension on a previously filed Form 8868.

- The books are in the care of ▶ Karen Purnell, 2301 N Cameron St, Harrisburg PA 17110-9408

  Telephone No. ▶ 717-346-0849 FAX No ▶
- If the organization does not have an office or place of business in the United States, check this box ▶ [ ]
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) ______ . If this is for the whole group, check this box ▶ [ ] . If it is for part of the group, check this box ▶ [ ] and attach a list with the names and EINs of all members the extension is for

4 I request an additional 3-month extension of time until 05/15/13

5 For calendar year , or other tax year beginning 01/01/12 , and ending 06/30/12 .

6 If the tax year entered in line 5 is for less than 12 months, check reason: [ ] Initial return [ ] Final return [X] Change in accounting period

7 State in detail why you need the extension

See Statement 1

8a	If this application is for Form 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions	8a	$
b	If this application is for Form 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made Include any prior year overpayment allowed as a credit and any amount paid previously with Form 8868.	8b	$
c	**Balance due.** Subtract line 8b from line 8a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System) See instructions	8c	$

Signature and Verification must be completed for Part II only.

Under penalties of perjury, I declare that I have examined this form, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete, and that I am authorized to prepare this form.

Signature ▶ Michael A Stoltz Title ▶ CPA Date ▶ 2/15/13

COPY

DAA

Empowering the People, Creating the Partnerships,
Coordinating the Resources to GROW Dairy Profitability In Pennsylvania.

Search [Search]

About CDE / Contact Us / Become an Ally

About the Center for Dairy Excellence

The Center for Dairy Excellence is a non-profit 501C6 organization created in 2004. The organization was created to enhance profitability and viability of the dairy industry, the leading sector of Pennsylvania's number one industry, Agriculture.

The center works closely with the **Pennsylvania Department of Agriculture** and numerous allied industry organizations to support Pennsylvania's dairy farm families. The center's mission is to enhance the profitability of the dairy industry by empowering people, creating partnerships, and increasing the availability and use of resources.

Click here to review the Center's 2010 Annual Summary


Center Board of Directors

Center Board of Directors

Currently, twenty-two individuals serve on the Center for Dairy Excellence board of directors. With the integration of the Pennsylvania Dairy Stakeholders with the Center for Dairy Excellence occuring on Jan. 1, 2011, this board will transition down to thirteen members by December 31, 2012.

Board members of the Center for Dairy Excellence include:

Lolly Lesher, President, Bernville, Pa.
Betsy Albright, Treasurer, Harrisburg, Pa.
Arlin Benner, Mount Joy, Pa.
Erick Coolidge, Wellsboro, Pa.
David Dowler, Meadville, Pa.
Glenn Gorrell, Milan, Pa.
Leon Graves, Syracuse, N.Y.
Jennifer Heltzel, Martinsburg, Pa.
Gordon Hoover, Carlisle, Pa.
David Hunsberger, Mifflintown, Pa.
Junia Isiminger, Union City, Pa.
Gary Heckman, Vice President, Mechanicsburg, Pa.
John Siglow, Secretary, Syracuse, N.Y.
Ron Kline, Troy, Pa.
John Ligo, Grove City, Pa.
Brian Reed, Lititz, Pa.
Steve Reinford, Mifflintown, Pa.
Sam Shannon, Sunbury, Pa.
Vinton Smith, Gettysburg, Pa.
Dr. John Stanton, Sewell, N J.
Christine Waddell, Townville, Pa.
Matt Wanner, Narvon, Pa.

Center Staff

The center has four full-time and one part-time staff. Those are:

John Frey
Executive Director
Phone: 717-346-0849
Fax: 717-705-2342
Email John

Emily Yelser
Dairy Initiatives Manager
Phone: 717-346-0849
Fax: 717-705-2342
Email Emily

Karen Purnell
Accounting & Administration Coordinator
Phone· 717-346-9905
Fax. 717-705-2342
Email Karen

Alan Zepp
Risk Management Program Coordinator
Phone: 717-346-0849
Fax: 717-705-2342
Email Alan

Jayne Sebright
Communications Director
Phone: 717-259-6496
Fax: 717-259-6496
Email Jayne

 About CDE / Event Calendars / Contact Us

CENTER FOR DairyEXCELLENCE

2301 North Cameron Street, Suite 407
Harrisburg, Pennsylvania 17110

Phone: 717-346-0849
Fax: 717-705-2342
E-mail: info@centerfordairyexcellence.org

www.centerfordairyexcellence.org

An initiative of the Pennsylvania Department of Agriculture.
Russell Redding, Secretary of Agriculture

Strengthening Pennsylvania's Dairy Industry...

It's Your Passion... It's Our Purpose.

The Center for Dairy Excellence and
The Pennsylvania Dairy Task Force

ANNUAL SUMMARY

2010 Accomplishments & 2011 Initiatives

A Growing Industry...

A growing dairy industry is vital to the future growth and prosperity of Pennsylvania's economy. Currently, Pennsylvania ranks second in the number of dairy farms in the US. The 7,400 family-owned dairy farms, with 541,000 dairy cows, provide the foundation for an industry that generates more than $4.5 billion in economic revenue and supports more than 45,000 jobs across the dairy supply chain in the commonwealth.

Emerging technology and advancements in the dairy industry have allowed dairy farm families to become increasingly more efficient while at the same time improving the quality of the products they produce. In fact, today Pennsylvania's dairy farms produce 31 percent more milk with 28 percent fewer cows than they did 30 years ago. In just the past two years, milk quality on Pennsylvania's dairy farms has improved by 11 percent.

As we approach 2011, the dairy industry in Pennsylvania remains the 5th largest milk producer in the U.S., but finds itself threatened by a 24-month recession. The Pennsylvania Dairy Task Force, a group of 110+ industry leaders who volunteer their time to shape the direction of the center, identified priorities necessary to help the industry, and individual dairy farms, recover from this recession and rebuild dairy infrastructure.

In 2010, the Center for Dairy Excellence focused much of its efforts on turning those priorities into meaningful resources on the farm and in the industry. Programs put into effect in 2010 resulted directly from ideas generated in the five task force committees, focused on business management, economic development, government relations, communications & information, and education.

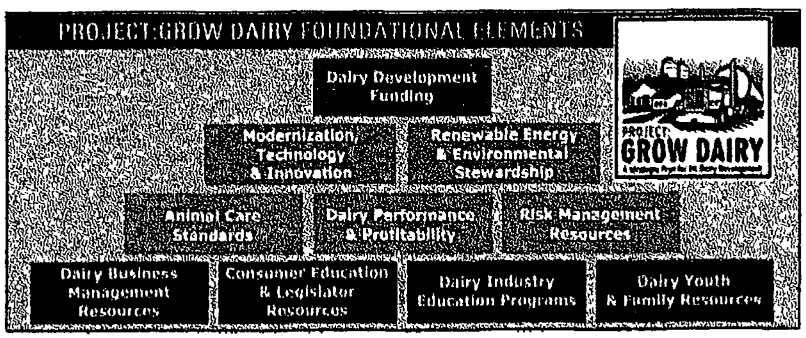
As mounting environmental pressures and an aging farmer population create new challenges for all dairy farms, the Center for Dairy Excellence has recommitted itself to its core foundational elements that provide focus for its efforts.

CDE Scorecard Reflects Dairy Industry Health

Pennsylvania Dairy Industry Performance Scorecard Summary	Oct. 2009 Report	Oct. 2010 Report	Change from last year
Total Monthly Milk Production	862 mill. lbs.	887 mill. Lbs.	▲ 2.9%
Percentage of U.S. Market Share	5.59%	5.59%	—
Milk Cows	539,000 cows	541,000 cows	▲ 0.37%
Rolling 12-Mo. State Milk Production	10.532 bill. lbs.	10.685 bill. lbs.	▲ 1.45%
Wholesale Milk Price	$15.80/cwt.	$20.50/cwt.	▲ 29.7%
Milk Margin (IOFC @ 100 lbs. milk)	$9.98/cwt.	$13.85/cwt.	▲ 38.7%
Milk Production/Cow/Day	59 lbs.	61 lbs.	▲ 2.52%
Average Somatic Cell Count	273,320	271,760	▼ 0.57%
Average Pregnancy Rate	17.21%	14.36%	▼ 16.56%

"Project. Grow Dairy" is the center's strategic plan, developed with input from the Dairy Task Force, for growing Pennsylvania's dairy industry. Revised in 2010, the foundational elements in the plan now include Dairy Youth & Family Resources and Renewable Energy & Environmental Stewardship.

This annual summary includes highlights of the Center for Dairy Excellence's efforts in 2010. On pages 6—7 are highlights from the 2011 strategic plan.



For Our Task Force Partners

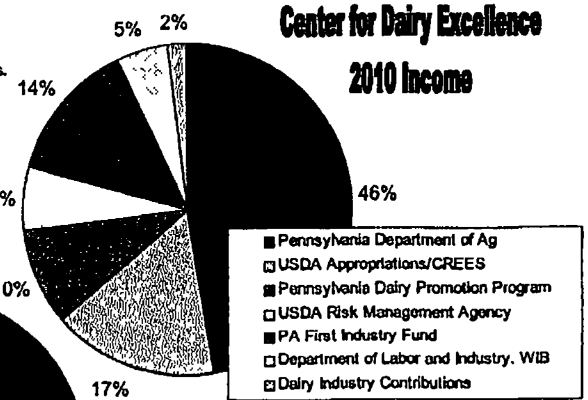
The Center for Dairy Excellence is a 501C6 created to enhance the profitability and viability of the dairy industry, the leading sector in Pennsylvania's number one industry, agriculture. In addition to ongoing support from the Pennsylvania Department of Agriculture, the center relies heavily on grant funding and support from the dairy industry. The funding from the commonwealth acts as seed money for a $900,000 budget to support Pennsylvania's dairy industry.

In 2010, the center introduced its **Allies for Advancement** program to give industry organizations the opportunity to become a partner of the center and to provide annual support for the center's efforts. Ten organizations became Allies for Advancement in 2010 and provided more than $45,000 in support for the organization.

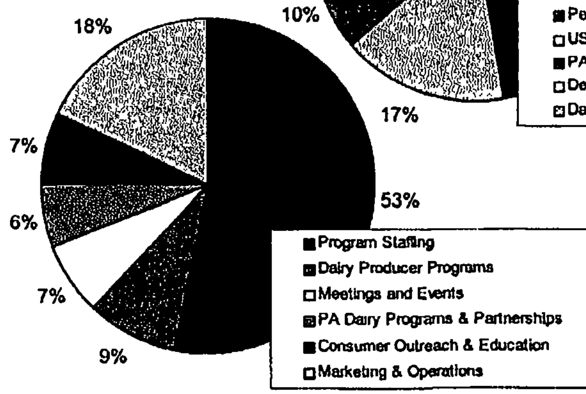
Members of the Pennsylvania Dairy Task Force

In-kind support contributed by the industry leaders who serve on the Pennsylvania Dairy Task Force is also critical to the success of the center. The input from the task force helps guide the center's program and extend its funding farther on behalf of the dairy industry. The in-kind contributions from industry volunteers is estimated at more than $1.2 million over the past six years.

Center for Dairy Excellence 2010 Income



Center for Dairy Excellence 2010 Expenses



For the Future

In the fall of 2010, the Center for Dairy Excellence Board of Directors and staff met to identify key focus areas for 2011. During that meeting, they mapped a vision for the center and identified key areas of focus in 2011. From those discussions came the center's **2011 Strategic Plan.**

Pennsylvania remains the fifth largest in the U.S., but finds itself weakened by a 24-month recession. Both the board members and staff agreed that the center's 2011 Strategic Plan should focus on leading the industry and individual dairy farms on a path of recovery.

Our Vision: To Provide the Leadership, Voice and Programs for a Vibrant Dairy Industry Where Farm Families, Dairy Businesses and Associated Organizations Can Thrive and Be Profitable.

With the **integration of the Pennsylvania Dairy Stakeholders into the Center for Dairy Excellence,** an expanded approach to supporting the dairy industry will begin in 2011. The center will reach out to producer, processor and retail stakeholders to incorporate a comprehensive approach across the entire value chain to respond to industry needs.

The introduction of the **Center for Dairy Excellence Foundation of Pennsylvania** will allow for long-term funding and planning to support education, innovation and entrepreneurship in the industry. The idea of a Foundation was first initiated in the Task Force Economic Development Committee. Fostering initiatives beyond the annual activities of the center, the Foundation will focus on generating the ideas and capital needed to expand the vision for a growing, dynamic dairy industry.

Representation in new areas impacting Pennsylvania's dairy industry will also be critical to moving the industry forward. Those areas include regional and national relationships, environmental, regulatory and energy conservation issues; and the relationship between profitability, technology, growth and public policy.

A new emphasis will be placed on youth and young entrepreneurs, dairy farm family resources, and programs that reach a broader base of producers. The 2011 Plan of Work will also include new methods of communications to all stakeholders to increase the utilization of the center's programs and resources.

The Center for Dairy Excellence has identified six strategic goals to accomplish over the next three years. These goals will guide the center's work in 2011. Those goals include:

1. Leading a growing, profitable dairy industry in Pennsylvania through programs, resources and collaboration.
2. Aggressively growing systems of support, communication and feedback to include all significant dairy stakeholders, including processing and retail sectors.
3. Leveraging the Center for Dairy Excellence Foundation of Pennsylvania to accommodate long-term planning and funding for education, innovation, & entrepreneurship.
4. Vigorously pursuing new and existing partnerships to benefit the dairy industry.
5. Creating opportunities for youth and young entrepreneurs to enter and be part of the dairy industry.
6. Expanding its operational capabilities to support a growing base of programs and resources to challenge and support all dairy farm families in pursuing excellence in the business of dairy farming.

The Center for Dairy Excellence Board and staff also adopted specific key measurables to accomplish by the end of the three-year period. Those include:

- ✓ Having the majority of Pennsylvania dairy farm businesses actively engaged in the center's programs and resources by the end of 2013.
- ✓ Growing the use of existing on-farm programs supported by the center by a minimum of 20 percent by the end of 2013.
- ✓ Having Pennsylvania's dairy farms show ongoing improvements in key herd performance areas documented on the Pennsylvania Dairy Industry Performance Scorecard.
- ✓ Showing a statistical increase each year in Pennsylvania's total milk supply to maintain and strengthen infrastructure, as a result of increased milk production on existing farms and new start-up dairies supported by the center's efforts.

For more information about the Center for Dairy Excellence's strategic plan, call 717-346-0849 or e-mail info@centerfordairyexcellence.org.

For Producers

At the foundation of PA's dairy industry are 7,400 individual dairy farm families. These families need resources to help their businesses strengthen and grow. They also need resources to help them navigate an ever-changing marketplace.

Access to these resources became even more critical in 2010, as farms struggled to dig out from mounting debt built up over the past 24 months. The center introduced new programs and enhanced our menu of resources to help farms recover and rebuild their businesses.

The On-farm Dairy Resource Team Program was revamped in 2010, at the recommendation of the Business Management Committee, to encourage farm families to apply for up to $1,500 in annual support for paid team members and discovery related costs. Three options are available for using the profit team – through a Dairy Profit Team, Target Profit Team or Succession Planning Team.

In a survey conducted by the center, farms establishing a profit team added about $4,000 in monthly revenue to their business through increased milk production, improved management or internal herd growth resulting from recommendations made by the team.

SCORE® Counselors to America's Small Business

The center continues to work closely with Penn State Cooperative Extension to provide training and facilitation to the teams. In 2010, the center also formed a partnership with the Service Core of Retired Executives (SCORE) to have SCORE members, often former leaders of Fortune 500 companies, serve as profit team facilitators.

The center also made risk management a requirement of the program, encouraging farms to visit with the center's risk management program coordinator to better understand their risks and the options for protecting them.

The Dairy Decisions Consultant Program (DDC), also a recommendation of the Business Management Committee, was unveiled in 2010 to assist dairy farm families in navigating through the decision-making process that comes after 18+ months of below breakeven prices. The program provides up to $1,500 in funding for a farm to work with a consultant on farm viability decisions.

Fourteen individuals have been identified as Dairy Decisions Consultants and are working with farms to identify options for the future of their family businesses. After that initial review with the DDC, several farms have initiated profit teams to keep moving forward.

Mastering the Dairy Business conference calls held throughout the year offered insight on key management areas, including strategic planning, business budgeting, risk management, animal care, feed efficiency, relationship building and profitability. The calls were offered at no cost and often had 50 - 60 dairy producers listening in.

Direct Dairy Data was another new resource offered in 2010 to provide real-time information supported by actual farmer feedback for relevant and timely issues identified as top of mind by dairy producers. Published monthly, this resource looks at data gathered from a survey sent out to area dairy farms.

The Center Open House and Dairy Tours showcased three dairies that invested in facility improvements to enhance cow comfort and herd life. With cow comfort directly related to herd performance, the events gave participants an opportunity to learn new best management practices for their own family businesses.

The Pennsylvania Dairy Profitability Forum is hosted annually by the Center for Dairy Excellence, Pennsylvania Dairy Task Force and Pennsylvania Department of Ag to offer participants low-cost solutions to improve dairy profitability. The Task Force Education Committee recommended the 2010 profit forum focus on ideas for the health of the farm, business and family.

To focus on the family aspect of the dairy, the center invited Mike McGrann, director of the S. Dale High Center for Family Business, to share the critical principles for future success in a family business. With 99 percent of Pennsylvania's dairy farms family owned and only 40 percent of family-owned businesses surviving to the third generation, helping farms understand the dynamics of working with family is critical to the future of the dairy industry

The center plans to continue its relationship with the Center for Family Business in 2011, bringing dairy farm families resources and insight to help them strengthen the working relationship between family members involved in the farm business.

For Industry

Pennsylvania's dairy farm families need a strong dairy infrastructure to provide the service and support needed to operate today's multi-faceted, complex and technologically advanced dairy farm businesses. On many farms, veterinarians, nutritionists and other service providers also serve as the management team's first line of communication with the industry.

In 2010, the Center for Dairy Excellence continued to focus on this important group by offering programs and resources to provide information and tools to help them serve as an even greater resource for their farm customers and clients.

DAIRY PROS
AN INITIATIVE OF
The Center For Dairy Excellence and Penn State Dairy Alliance

Dairy PROS was introduced in early 2010 as an initiative of the center and Penn State Dairy Alliance exclusively for dairy industry professionals. Building on the foundation of the Dairy Advocacy and Resource Team (DART) program offered by the center from 2006 - 2009, Dairy PROS offers participants an opportunity to gain new skill sets, learn about new resources, and build stronger networks to help their customers and clients go from "good" to "great."

Dairy PROS workshops were held in three series, with meetings held in April, July and October across the state. Each meeting series offered professional development, along with a look at tools and programs that could be used with dairy farm customers. Each meeting included a "Take It to the Farm" section, led by Penn State educators, that offered specific business tools dairy professionals could share with their farm clients and customers.

In April, Dr. Wayne Weiland from Standard Dairy Consulting spoke about "Decision Making for Maximizing Profitability," showing participants how to help their clients work through the decision making process. Dr. Robert Milligan from Dairy Strategies Inc. spoke at the July meetings and showed participants how to build stronger relationships with their dairy farm customers, specifically in challenging times. In October, members of the Service Core of Retired Executives (SCORE) led a panel discussion on working with farms to develop SMART goals for their business.

The Dairy Lending & Risk Management Workshop was held by the center, in conjunction with the Annual Crop Insurance Conference hosted by the Pennsylvania Department of Agriculture and Risk Management Agency in October 2010. Agricultural lenders who attended the event learned how to better protect their investment by encouraging dairy customers to execute risk management plans on their farms.

The center also continues to provide coordination for the **Northeast Dairy Leadership Team**, a regional alliance initiated by the state agriculture leadership in Pennsylvania, New York and Vermont in 2006. The NEDLT's vision is to advocate and educate for a profitable and growing dairy industry through regional stakeholder interaction and collaboration.

NEDLT

In 2010, the center conducted a survey with NEDLT participants to evaluate the value and effectiveness of the alliance. Fifty-one industry leaders from all facets of the dairy industry in Pennsylvania, New York and Vermont participated in the survey. The survey showed that the NEDLT provided a forum for bringing stakeholders together for meaningful, open discussions. It also provides a regional voice for the industry that is stronger than any individual organization or state, according to the survey.

In the past year, as a result of the center's involvement with the U.S. Coalition on Dairy, the NEDLT and the center also helped to fund a study on the "**Analysis of Proposed Programs to Mitigate Price Volatility in the U.S. Dairy Industry**." The study, conducted by Dr. Mark Stephenson and Dr. Charles Nicholson, evaluated how three dairy price proposals would affect milk pricing and farm revenues over a 20-year period.

The results from study will be used to create dialogue between the NEDLT, other organizations funding the study, and those groups supporting the different proposals. It will also be used to create dialogue with Congress as the new Farm Bill is developed.

For the Community

For dairy farms to continue to thrive in Pennsylvania, we must have supportive policy leaders on the local, state and national level and non-farm neighbors who understand the value dairy farms bring to their community. Reaching out to key groups influencing consumer perceptions about dairy farms and dairy products is also critical to building understanding of today's dairy farms.

The Communications and Information Committee of the task force continues to provide input for consumer outreach initiatives developed by the center.

The center also works closely with the Pennsylvania Dairy Promotion Program and Mid-Atlantic Dairy Association to coordinate two key programs designed to build understanding among the non-farm community. Those programs include the Discover Dairy Lesson Series and the Dairy Farmers Speakers Bureau.

DISCOVER DAIRY
Beyond the Refrigerator

In 2010, four new middle school lessons were introduced as part of the **Discover Dairy Lesson Series** found at www.discoverdairy.com. The middle school lessons include video, lesson plans, reading sections and lab instruction to apply science concepts to the dairy farm. They meet state educational anchors for math, science and reading, and demonstrate to students the role dairy farms play in our world. Currently about 400 educators are registered to use the Discover Dairy curriculum.

The lesson series was approved in 2010 for inclusion on the USDA's list of "Ag in the Classroom" resources available to schools across the country.

TELLING YOUR STORY

Dairy farmers participating in the **Dairy Farmers Speakers Bureau** represent 18 of Pennsylvania's 67 counties. Trained and equipped to share their story about their dairy farm and their commitment to milk quality, animal care and environmental stewardship, these farmers work with a scheduler to speak to the local community about dairy. In 2010, they collectively shared their story with more than 65 civic organizations.

The center also worked with the Pennsylvania Dairymen's Association and PennAg Industries to share a positive story about the dairy farm with **Pennsylvania Farm Show** attendees. Members of the Pennsylvania Dairy Task Force volunteered to help serve ice cream and milkshakes, and were available to discuss today's dairy farms.

A **VIP Dairy Showmanship Contest** was hosted by the center and PennAg Industries Assoc. at the Farm Show to give legislators the opportunity to experience the event first hand while building stronger relationships with their dairy farm constituents. Eleven legislators participated in the event, which teamed them with dairy exhibitors and task force member to show a calf at the Farm Show.

Members of the PA Dairy Task Force were also invited to participate in **Dairy Day at the Capitol**, a priority identified by the Task Force Government Relations Committee. This event was held in conjunction with the Giant Ice Cream Sundae Event hosted by the Pennsylvania Dairy Promotion Program in June.

The center worked with the Professional Dairy Managers of Pennsylvania to organize visits for dairy farmers and task force members with their local legislators and members of the Ag Committees. During the meetings, they emphasized the role dairy farms play in Pennsylvania and the need for dairy-friendly policies and regulations.

The Center for Dairy Excellence and members of the Government Relations Committee also continued to build awareness among key stakeholders influencing the dairy industry. The center meets regular with state legislators and works to educate local leaders about dairy's critical role in Pennsylvania. The center also works with processors and retailers to encourage programs that support dairy awareness within the commonwealth.