

Project Frame-Up

Product Description

A consulting service which provides a high-level analysis of a dairy's management capabilities and resources. Most importantly, it helps dairymen answer two questions: "How are we doing?" and "What do we do next?"

Resources for Today's Dairy Industry

If you believe in managing change and are considering steps to improve the productivity and efficiency of your business, Dairy Enterprise Services can help you meet your goals. To learn more about Dairy Enterprise Services and how we can help lead your business through the process of managing change, please contact us.

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Many dairy producers throughout the country are asking themselves some very difficult questions: "How are we doing?" "How can we improve?" "We know we need to expand but what size can we successfully manage?" "How will we pay our bills?"

Dairy Enterprise Services offers a consulting service which can provide informed answers to these and other challenges. The Project Frame-Up provides a high-level analysis of a dairy's management capabilities and resources in five key areas:

- ◆ *Human Resource Management*
- ◆ *Financial Resources*
- ◆ *Information Systems*
- ◆ *Production Performance*
- ◆ *Facilities/Land*

The process begins with an analysis of the most recent two to three years' financial and production performance indexed on a per-unit basis. We then follow-up with an on-farm, detailed discussion with all of the business' owners in which historical perspectives, present situations and future goals are outlined. Through these first two steps, we uncover opportunities to capture efficiencies in various aspects of the operation including:

- ◆ *Scale efficiencies*
- ◆ *Financial resources, restructuring*
- ◆ *Support infrastructure (transportation, cropping, etc.)*
- ◆ *Environmental resources & impact, proximity to urban areas*
- ◆ *Management & labor resources*
- ◆ *Management style*

The final step is a presentation and discussion of observed operational and fiscal strengths and weaknesses of the business and an actionable set of recommendations for immediate implementation. 



Dairy Enterprise Services
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