2017

http://www.dairychallenge.org/national_contest.php

Computers

- Two computers per team will be needed for the contest.
  - These computers do not have to be checked in
  - Students are encouraged to bring their own computers as well
- Dairy One will be supplying an inventory of computers for the Contest and Academy
  - pre-loaded with the herd data in DairyComp 305, PCDART and DHI Plus programs and all other herd data
  - Students are allowed to move herd data information onto their student computers. However, financial info is provided in printed form.
- School computers will primarily be used to view contest materials and prepare presentations
- Each contest team will also be provided with a USB thumb drive that can be used to transfer files between computers. Teams will save their final presentation on the provided thumb drive and return it at the end of the day on Friday.
- Schools are not required to bring computers for the Academy students.
  - Academy students are however encouraged to bring their own computers for their use during Academy prep

Internet

- Students may use the internet as a tool in their presentation preparation.
  - Students should be reminded that while internet is allowed, we can't always guarantee it's availability – that is real world.
- The purpose of allowing student computers and internet access is to provide a more real-world experience with access to additional resources to help address specific questions that arise during the farm analysis.
- In addition, there are no restrictions this year on the use of pre-planned repositories for contest resources or on what dairy management resources are brought to the contest for use in preparing presentations.

Other tools

- Cameras: If your school has a camera, please bring it.
  - Be sure to bring the cables, cords, etc.
- Use of cell phone, IPad, or other similar cameras is prohibited at the farms and during the contest.
- Schools should bring a calculator, measuring tape, watch/stopwatch, pens and clean notepads.
- Contest students are NOT to wear clothing with identification of their respective school any time during the event.

Printed Data

- Milk Check
- Financials in Dairy Challenge Template Format
- DHI Summary
- Questionnaire from Host Farm
- Farm Map

Financial Information template

Dairy Challenge Farm Financial Data
CONFIDENTIAL
Data are representative of contest farm, but some may not be actual values.

Farm Name:

INCOME STATEMENT

	2015	2016
INCOME		
Milk Sales		
Calf & Cow Sales		
Crop Sales		
Custom Work Income		
Other (Government payments, Miscellaneous)		
TOTAL OPERATING INCOME	$0	$0
EXPENSES (Adjusted for prepaids & account payable changes)		
Bedding		
Contract Heifer Rearing		
Crop Inputs (Seed, Fertilizer, Chemicals)		
Custom Hire - Crops & Machine Work		
Feed Purchased - Forage		
Feed Purchased - Grain & Concentrate		
Fuel & Oil		
Interest		
Labor (Wages, Payroll)		
Milk Marketing (Hauling, Promotion)		
Property Taxes and Insurance		
Rent (Land & Equipment)		
Repairs (Building & Equipment)		
Supplies		
Utilities		
Veterinary, Medicine & Breeding		
Other/Misc.		
TOTAL OPERATING EXPENSES	$0	$0
NET OPERATING INCOME	$0	$0
OTHER EXPENSES		
Depreciation and Section 179 Expense		
Owner Withdrawals		
Capital Purchases (describe: cows, barn, parlor, etc.)		
NOTES		
Milk Sold (cwt)		
Herd Size (lactating and dry cows)		
Hours Worked by All Farm Labor		

This information is confidential and will be collected at the time of your presentation.

Financial information template

- http://www.dairychallenge.org/pdfs/2017_National/Sample_of_Financial_Statements_NAIDC_Template.pdf

Herds

- 1 herd is Jersey
- 3 herds are Holstein
- 1 herd process their own milk
- Largest herd is 6000 cows
  - Students should be aware of this as they plan their time at the farm. They will have 2 ½ hours on the farm.
  - The Jersey herd will not have all cows present at the facility. We will not be going to the other facility.

Herd Data

- All 2017 herds have original data in DC305
- Data will stay in DC305
- Other programs—PCDART, DHI Plus will have herd data, except for health events...these don't transfer accurately
  - Health events by month and DIM will be provided as an Excel Spreadsheet
  - Encourage students to look through herd data spreadsheet end to end. It will be large and there will be a lot of data on it.
  - One dairy processes at DRMS, so that farm will have the dairy metrics report. It is done on a regional basis for this event.

Diets

- PSPS for High Group diet and prefresh/close-up group

- Copies of all diets will be provided

  - Actual forage samples will be at the farms, along with the number data. On the data paper the nutritionist will indicate screen number version they used. Ration data is all PDF.

- Map to match group to ration (be sure to thank Coleen Jones for this!)

Additional Data

- Novus Cow Comfort Assessment for 2 herds

- Zinpro Assessment for 2 herds
  - Zinpro assessment is mostly data, hoping to get a sample report posted on the web site so students can see what it looks like.

- California benchmarks will be supplied

- February is the test date for DHI data
  - Several documents are on the web site now, including benchmarks to help students.
  - The NAIDC Board will be reviewing how much information we give students in the future. Some coaches feel these reports can provide "too much" information for the students, hoping the students know how to do these calculations rather than rely on these reports.

Also available on the NAIDC Resources website:

HERD COMPARISON REPORT

Explanation of Terms

This report provides a comparison of selected management statistics for your herd with your peers. Use this comparison to identify management items that could be improved to make your dairy more profitable. Also, become aware of your management strengths. The groupings to compare your herd with are the State, Local Association and other similar sized herds. The herd size groupings are <250, 250-499, 500-749, 750-999, 1000-1499, 1500-1999, and >1999 cows. For Jersey herds the size grouping is replaced by all Jersey herds. The number of herds in each grouping is listed at the top of the report. Be aware that the values listed are averages for the group
and there may be substantial variation among the
herds.

Contest

- Prep time 1 hour prior to presentation has been eliminated
- Students will gather in a holding area 15 minutes prior to presentation and will be escorted to presentation room.
- Financials will be turned in at this point in time.
  - Coaches are encouraged to remind students Saturday morning to bring their financials to the holding room.

Contest

- One presentation check in time on Friday afternoon, window from 5:45-6:15 rather than assigned turn in times
  - This change should minimize student stress and give them more time to get ready for dinner.
  - Students will be interacting with sponsors Friday evening and should view it as a potential job interview. Encourage them to look appropriate for that evening.
  - Dinner with sponsors was pushed back to a 7 PM start time. Students will select a dinner table that matches their interest.
- Presentation format: Cannot use Google presentation, must use Powerpoint.
  - Students may prepare their presentation using any software; however it is required that they save the final version to submit in Powerpoint.
  - It should not matter whether students prepare their presentations in widescreen (16:9) or standard (4:3) slide size.

Dress Code

- Thursday & Friday-Dress for farm tour
  - Watch the weather: students may wish to pack rain gear.
- Friday evening business casual (for dinner with sponsors and Trivia Night
  - What not to wear-
    - Jeans
    - Pajamas
- Saturday-Professional business for presentation and for the banquet
- Contest will supply fashionable plastic boots for the farm visits
  - We ask you to instruct your students to participate in the Friday night event – this is a true networking activity. The western alumni put together a trivia night. You may wish to remind students that Dairy Challenge is heavily funded by industry. Lodging, meals, many of the student expenses are paid for by our sponsors. Good student participation shows their appreciation for the sponsor support.

Communication is important

- Please respond quickly to e-mails from Ann Marie Magnochi or Molly Kelly
- Please notify Ann Marie Magnochi of any changes to your team. amagnochi@wdexpo.com

- Make certain that your students have filled out the Student Information Form

Thursday Tour Farm

- If your school is participating in the Thursday Tour, please arrive at 9:45 AM at the Airosa Dairy in Tulare, CA
  - Allow 45 minutes to travel between the hotel and the dairy.
- Watch this video with your students:
  - https://www.youtube.com/watch?v=pKCuXDtdJ-o

- If you are not participating in the tour, plan to be in Visalia by 4:00 PM on Thursday.

Due to distance and proximities, coaches will only be able to visit one farm during tour on Friday.

- Coaches will be given the herd summary report (202 herd summary), the map, and a copy of the financials (that you will turn back in).
- Coaches are asked to arrive at their farm by 1 PM.
- A coaches reception will follow the tours.

Friday Evening Event

- Please stay for this event.
- Students do not have to sit by team, encourage them to mingle with sponsors and other students.

- We need to borrow LCD projectors

- Let me know if you can bring one.

See you in Visalia!