

Dairy NORTH **Challenge** AMERICAN INTERCOLLEGIATE
Tomorrow's Dairy Leaders



2018

[http://www.dairychallenge.org/national_contest.
php](http://www.dairychallenge.org/national_contest.php)

Computers

- **At least two computers** per team will be needed for the contest, not MAC, Window (PC) is the Platform we utilize.
- 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
- School and personal 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 (but, Academy students are ENCOURAGED to bring their personal computers for summarizing, viewing and transferring data)

Internet

- Students may use the internet as a tool in their presentation preparation.
- 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 you or your school has a camera, please bring it.
- Use of cell phone, iPad, or other similar cameras is prohibited at the farms.
- 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/2018_National/Financial_Template.pdf
- Additional resources available at:
 - http://www.dairychallenge.org/national_contest.php
 - Average Income and Expense Report 2016
 - Dairy Farm Operating Trends
 - Dairy Farm Cost Study 2016
 - Herd Comparison Report Explanation
 - Herd Total Report Explanation

Herds

- Contest Herds
 - 3 herds are Holstein
 - 1 herd is Jersey
 - Largest herd is 5500 cows
- Academy Herd – one Academy herd, students divided into two groups.
 - herd is Jersey, ~1600 cows

Herd Data

- All 2018 herds be built of STF files from ATA and Amelikor (DHI-Provo)
- Data will be loaded into DC305, DHI-Plus and PC-DART
- Health events by month and DIM will be provided as an Excel Spreadsheet

Diets

- PSPS for High Group diet and prefresh/close-up group
- Copies of all diets will be provided
- Map to match group to ration (be sure to thank Coleen Jones for this!)

Additional Data

- March is the test date for DHI data

Examples of Appropriate and Inappropriate Questions

- **Invalid:** How much overcrowding do you have in pen one?
- **Allowed:** What is your definition of over-stocking?

- **Invalid:** What is your biggest metabolic problem?
- **Allowed:** The number of ketosis cases in your database indicate a big problem; are these data correct?

- **Invalid:** What is your biggest reproductive problem?
- **Allowed:** The data show that your cows average 120 days open; is that a correct value?

- **Invalid:** How much do your cows eat in one day?
- **Allowed:** Do you weigh the feed provided and feed that is refused daily? Or Are the feed intake data in the TMR management software a true reflection of the cows consumption?

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.

Contest

- One presentation check in time on Friday afternoon, window from 5:45-6:15 rather than assigned turn in times
- Presentation format: Cannot use Google presentation, must use Powerpoint.

Dress Code

- Thursday & Friday-Dress for farm tour
- Friday evening business casual (for dinner with sponsors and Casino Night)
 - What not to wear-
 - Dirty Jeans with holes
 - Pajamas
- Saturday-Professional business for presentation and for the banquet
- Dairy Challenge will supply fashionable plastic boots for the farm visits, **but clean personal boots can be brought to the program**



Dress Code Guidelines

Professional Attire

- ✓ Business suit in a conservative color (navy, gray, or black are preferred); women may wear suits with either a skirt or pants
- ✓ For men: dress shirt and tie
- ✓ For women: blouse that complements the suit; neckline no lower than collarbone; skirt hem should be no more than two inches above the knee
- ✓ Clothes clean and pressed
- ✓ Shoes: for men—wing tips or loafers with dark socks; for women—low/medium heels or flats with neutral hose.

Not-so-Professional Attire

- Khakis, jeans, or sweats
- Shirt tail not tucked in
- Stains or wrinkles
- Shoes run down at the heels, scuffed, or not polished
- White socks
- Colored hose or hose with runs or snags in them
- Low necklines
- Hemlines on skirts more than two inches above the knee; pants above the ankle
- Too tight or too loose clothing
- Revealing or provocative
- Necktie not properly tied

Dress Code Guidelines

Professional -Hair

- ✓ Clean and styled
- ✓ Off your face
- ✓ For men – short hair is preferable; facial hair should be groomed

Not-so-Professional -Hair

- Dirty or unkempt
- Excessively long bangs
- Playing with your hair

Accessories-Professional

- ✓ Minimal jewelry: small earrings (one pair only), necklaces, pins, etc. (wedding/engagement rings are acceptable)
- ✓ Good-quality briefcase or portfolio to hold papers
- ✓ Cell phone is turned off

Accessories-Not-so-Professional

- Visible tattoos or piercings
- Excessive or large jewelry
- Disorganized materials
- Cell phone rings during interview
- Heavy or excessive scents



Communication is important

- Please respond quickly to e-mails from Ann Marie Magnochi or Molly Kelley
- 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 Schedule

- **Breakfast is 7:30-9:30 AM**
- **9:30-10:30 AM--Educational Seminar: Facts & Fiction on Livestock and Climate Change by Frank Mitloehner, UC Davis**
- If your school is participating in the **Thursday Tour, please arrive at 12:15 PM** at the Maddox Dairy in Riverdale, CA
- Watch this video with your students:
<https://www.maddoxdairy.com/new2017/>
- If you are not participating in the tour, plan to be in **Visalia by 6:00 PM on Thursday.**

Coaches Tour of Farms

- **All tours begin at 1:00 PM** at the farm
- Due to distance and proximities, coaches will likely be able to visit one contest farm during tour on Friday, plus the Academy farm.
- Coach reception planned for Friday afternoon, hosted by Ribeiro's. They live on west side of Visalia (on way back to the hotel from the farms)

Friday Evening Event-Casino Night

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

Saturday-when you are NOT presenting

- Please attend the **Career and Innovation Fair**
- Please attend the **Corporate Technology Presentations**
- You will need your cell phone on Saturday evening to complete our survey.
- WE are tracking students attendance... we need your help ensuring your students are attending.



- We need to borrow LCD projectors
- Let me know if you can bring one.
- If you find yourself with a period of time and nothing to do, please check the schedule again, you are probably supposed to be somewhere.