Farm #

By Team X Members: John, Julie, Jennifer, and Jed

Introduction
- State the purpose of your presentation
- Identify yourself

Topics of Discussion
- State the main ideas you will be talking about and prioritize them
  - What is most important based on your assessment.

First Topic
- Use well defined and succinct information

Use Pictures that Tell the Story
Topic Two

The first thing you need to learn is that you want to be sure not to include too much information and text on one slide. As you can tell, reading this slide from a distance is going to be distracting and you will lose the attention of your audience. Stick to the key points and talk through the important information – just give them information that refers back to the main point.

Large Farm Impact

750 Cows, Milking and Dry
Buying all Replacements

Culling Rate 35% 25%
# of Replacements/year 262 188
Total Cost @ $1,100 $288,200 $206,800
Value of Cull Sales @ $300 $78,600 $56,400
Dollar Improvement $81,400 - $22,200 = $59,200
$59,200 / 750 cows = $79/cow
Percentage of Profit/Cow 1995 = 23% 1996 = 19%

Topic Three

Colors......
Fonts
Sizes – must be > 24 pt
Types – clear and readable from a distance
Tables and other information

Common Vision

Example Mission Statement
“To be an economically profitable, viable, and opportunistic family business working and communicating together collectively to maximize profitability for the family, while giving back to the community and land we so depend on.”
Common Vision

Example Mission Statement:
“To be an economically profitable, viable, and opportunistic family business working and communicating together collectively to maximize profitability for the family, while giving back to the community and land we so depend on.”

SWOT Analysis

Strengths
- Vested interest in success and viability of farm and each other
- Visionary business plan and outlook for future
- Hard working labor force
- Business is diverse and profitable
- Trust and transfer of management roles to future generation
- Have started the asset transfer process

Benchmarks

<table>
<thead>
<tr>
<th></th>
<th>Indian Hollow Farm</th>
<th>Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heat Detection Rate</td>
<td>48%</td>
<td>60%</td>
</tr>
<tr>
<td>Conception Rate</td>
<td>39%</td>
<td>40%</td>
</tr>
<tr>
<td>Pregnancy Rate</td>
<td>18%</td>
<td>&gt;20%</td>
</tr>
<tr>
<td>AFC</td>
<td>23 mo</td>
<td>22 mo</td>
</tr>
<tr>
<td>Abortion</td>
<td>1.80%</td>
<td>3%</td>
</tr>
<tr>
<td>DOA</td>
<td>4%</td>
<td>6%</td>
</tr>
<tr>
<td>DA</td>
<td>~2-3%</td>
<td>&lt;5%</td>
</tr>
<tr>
<td>RP</td>
<td>~5%</td>
<td>7-9%</td>
</tr>
</tbody>
</table>

Benchmarks

<table>
<thead>
<tr>
<th></th>
<th>Chrysalis Dairy</th>
<th>Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heifer Cull</td>
<td>4.1%</td>
<td>5%</td>
</tr>
<tr>
<td>Fresh Cow Cull Rate</td>
<td>5.3%</td>
<td>7%</td>
</tr>
<tr>
<td>Cull Rate</td>
<td>30.2%</td>
<td>30%</td>
</tr>
<tr>
<td>Heifer Death Rate</td>
<td>2.9%</td>
<td>3%</td>
</tr>
<tr>
<td>Total Death Rate</td>
<td>3.7%</td>
<td>5%</td>
</tr>
<tr>
<td>Internal Herd Growth</td>
<td>-2.08%</td>
<td>5%</td>
</tr>
<tr>
<td>IHG without Dairy</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Topic Four

- How many slides?
  - No more than one slide per minute
  - Too many slides detracts and distracts
  - Be concise and succinct
Information

- You can add information from your other software
- Pressing the Alt and PrtSc keys at the same time will save what is on your screen
- Then you can Paste it into the PowerPoint slide set

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Days to first breeding for 2+ lactation cows

![Days to first breeding for 2+ lactation cows](image)

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Impact

- Add a strong statement that summarizes the priorities
- Restate the priorities that you want everyone to take away from your analyses - remember the economic component of the opportunities

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Milk Sold per Cow vs Culling Rate

1996 Dairy Farm Business Summary, 64 Farms

![Milk Sold per Cow vs Culling Rate](image)

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Milking Management

- Opportunities
  - Improve worker training to get more consistent milking and lower SCC
  - Lowering the SCC to below 200,000 would generate an additional $36,549/yr

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![Milking Management](image)
Reproduction Returns

- 150 cows X $2.60 = $390
- 122 cows X $5.20 = $634
- 122 cows X $13.70 = $1671
- Total Cost of Presynch = $2695
- Heat detection rate would increase from 48% to 60% yielding a 4% increase in pregnancy rate (0.60 HDR X 0.39 conception rate = ~23% rate from the current ~18%)

Conclusions

- Summarize your findings
- Thank and acknowledge whomever you believe is necessary