

NORTH AMERICAN INTERCOLLEGIATE DAIRY CHALLENGE

HOST FARM QUESTIONNAIRE

A. Personal Profile

1. Farm Name:
2. Address (city and state):
3. Names, background, and education of primary owners/operators:
4. Awards and accomplishments (personal and farm):
5. Brief history of the business:

B. Farm Business Profile

Description of the Operation

6. Number of animals:
 - a. Milking Cows _____
 - b. Dry Cows _____
 - c. Youngstock _____
 - d. Other _____
7. Breed(s) of animals: _____
 - a. Percent of herd that is grade _____
 - b. Percent of herd that is registered _____
8. Milking frequency: (circle one) 2x 3x Robots Other (describe):

9. Replacement heifers:

- a. Percent raised under your control _____
- b. Percent raised under contract _____
- c. Percent purchased _____

10. Facilities:

- a. Milking system
 - i. Style (parallel parlor, rotary parlor, robots, etc.):
 - ii. Capacity:
 - iii. Please describe any electronic recording integrated into the milking system:

- b. Housing
 - i. Milking cows:
 - ii. Dry cows:
 - iii. Pre-fresh or close-up cows:
 - iv. Replacement heifers (post weaning):
 - v. Pre-weaned calves:

Ownership and Business Structure

11. Describe the ownership and organizational structure of your farm business, including the names of all owners or operators. Describe each person's major areas of responsibility and role within the operation.

12. Does your dairy business have the following (if so, please include):

- a. Mission statement:

- b. Personal goals for the owners:

- c. Business goals:

d. List of short- and long-term objectives and tasks to achieve the goals established:

13. How has your herd and the management of your dairy farm changed in the last 5 to 10 years?

a. Herd size or location:

b. Facilities:

c. Cow management:

d. Labor management:

e. Other management function:

f. Ownership/business arrangements:

g. Other aspects:

14. How do you expect management of your dairy to change in the next 5 to 10 years?

a. Herd size or location:

b. Facilities:

c. Cow management:

d. Labor management:

e. Other management function:

f. Ownership/business arrangements:

g. Other aspects:

15. How are decisions made in your dairy business? Describe the process for day-to-day decisions as well as the process for major decisions, such as capital purchases. Include a description of tools used to analyze or evaluate decisions (for example, enterprise accounting, partial budgets, personalized spreadsheets, etc.) and sources of new information and ideas (professional consultants, management team, industry publications, etc.).

Labor

16. Please complete the attached Labor Summary to indicate the number of employees you have and the number of hours worked by each for the dairy.
17. How many employees are considered full-time? _____
18. How many employees are considered part-time? _____
19. How many employees (include both full and part-time) have worked on the dairy
- a. Less than 1 year? _____
 - b. 1 year to 3 years? _____
 - c. 3 to 5 years? _____
 - d. 5 to 10 years? _____
 - e. 10 to 20 years? _____
 - f. Over 20 years? _____
20. Are any incentive plans used? If so, please describe.
21. How often do you hold meetings with employees?
22. Do you have a written organizational chart or job descriptions (responsibilities of each employee)? If so, please attach those documents.

C. Herd Management – if you have written protocols that pertain to any area discussed below, please attach them to this questionnaire

Management Goals

23. What are your herd management goals or targets? Please include any goals that are set for specific groups of animals (for example, fresh cows or first lactation animals).
24. How do you monitor if you are achieving those goals? What performance indicators do you use to know whether your management program is performing to expectations?

Cow Comfort and Animal Welfare

28. How do you monitor cow comfort?

29. Do you use animal welfare audits or assessments? If so, how frequently?

Feeding and Feed Management

30. Describe your feed procurement.

a. Acres owned: _____

b. Acres rented: _____

c. Crops grown (forage and grain):

d. Forages purchased:

e. Non-forage feeds purchased:

f. Do you use custom operators for any planting, fertilizing, or harvesting work? If so, please describe.

31. Please attach/provide rations for all cow groups (lactating and dry) that list the ingredients, nutrient composition, and daily cost per animal.

32. Do you utilize any feed management software? If so, please list the software and the key features you use.

33. Describe your feeding management practices.

- a. Number of feedings/day:
- b. Time of each feeding:
- c. Number of times feed is pushed up/day:
- d. Time of each feed push-up:
- e. Method used for pushing up feed:
- f. How often are bunks cleaned, and what is done with the refusals?
- g. What level of feed refusals do you target?
- h. Are refusals weighed? If so, how often?

Calves and Heifers

34. Describe how newborn calves are managed, including where they are born, when and how much colostrum is fed, how long they stay with the dam, and where they move to after leaving the calving area. Is colostrum quality measured? If so, how?

35. Describe the feeding program for pre-weaned calves and the normal procedure for weaning.

36. Please attach/provide rations for all heifer groups from weaning to calving that list the ingredients, nutrient composition, and daily cost per animal. If you do not have formal rations, describe the feeding program for each heifer group.

37. If any of your heifers are contract raised, please outline what age they leave your facility and at what age they return. Also, please describe any details of the contract that you would like to share (services included, monitoring or progress reports, cost, etc.).

Health

38. Describe your vaccination program for all animals (attach any written protocols).

39. Describe your udder health program.

- a. What indicators do you use of udder health?

- b. What prevention or treatment strategies do you use to reduce the incidence and severity of mastitis?

- c. What is your mastitis therapy for lactating cows?

- d. What dry period length are you targeting?

- e. What is the procedure for drying cows off?

40. What prevention or treatment protocols are used to reduce the incidence and severity of common health disorders (including retained placenta, ketosis, milk fever, displaced abomasum, lameness, diarrhea, off-feed, etc.)?

41. What routine assessments of health are done on all fresh cows?

42. If you have a sick cow at any time, describe the standard procedure for assessing the cow and deciding on treatments?

Genetics and Reproduction

43. Percentage of cows and heifers bred by AI:

44. Percentage of cows and heifers bred by bulls:

a. Which animals are bred by bulls:

b. Please identify the location of all bulls:

45. Are you using sexed semen? If so, describe how it is used for heifers and cows (which services and number of services for sexed vs. conventional, selection of animals that will be bred with sexed vs. conventional, etc.).

46. Are you using any beef semen? If so, describe how it is used (which services and number of services used, selection of animals that will be bred to beef, etc.).

47. Describe how heats are detected and who is responsible for heat detection.

48. Describe any synchronization or targeted breeding plans used. Please include the specific details of the program you follow, including whether animals are required to complete the full program or "cherry picked" based on observed heats. Have you made changes to this protocol in the last 12 months?

49. Do you use genomic testing? If so, please describe what animals are tested and how you use the information.

50. Do you do any IVF or embryo work in your operation? If so, please describe your program.

Milking and Milk Marketing

51. Describe your milking procedure and milking times.

52. Describe the premium and discount program offered by the company that buys your milk (criteria that qualify you for a premium or discount and the value of each). Provide two annual summaries of milk shipments and payments (likely the year-end milk check).

53. Does your milk buyer have production caps that currently limit your production or may affect you in the future?

Nutrient Management

54. Is a comprehensive nutrient management plan (manure management plan) used? If so, how often is it reviewed and updated?

55. Manure storage type and capacity (number of days and gallons):

56. When do you apply manure during the year?

57. How many acres are available for manure application?

58. What kind of recordkeeping system does the farm have regarding manure storage and application?

59. How often is a nutrient analysis conducted on the manure?

60. If the farm has ever received complaints from neighbors regarding odor, flies or anything related to manure, please describe the complaints.

Community Outreach and Dairy Promotion

61. Does your farm host any community events or open houses to support the community and showcase agriculture or actively promote your farm or the industry via social media or another outlet? If so, please describe your community outreach efforts.