

Farm

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

Introduction

- State the purpose of your presentation
- Identify yourself

Topics of Discussion

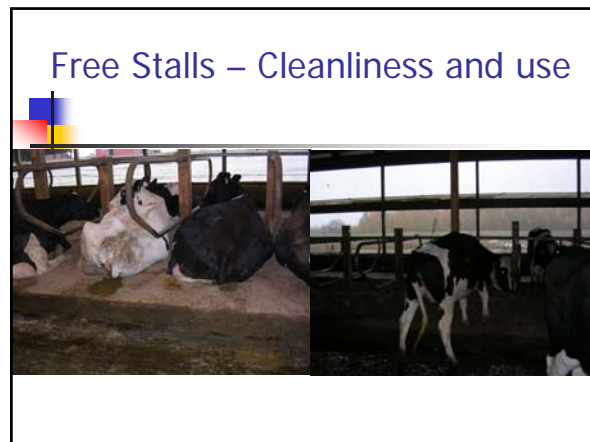
- State the main ideas you will be talking about and prioritize them
 - What is most important based on your assessment.

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.

Topic Three

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

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%

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."



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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

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Benchmarks

	Indian Hollow Farm	Goal
Heat Detection Rate	48%	60%
Conception Rate	39%	40%
Pregnancy Rate	18%	>20%
AFC	23 mo	22 mo
Abortion	1.80%	3%
DOA	4%	6%
DA	~2-3%	<5%
RP	~5%	7-9%

Benchmarks



	Chrysalis Dairy	Goal
Heifer Cull	4.1%	5%
Fresh Cow Cull Rate	5.3%	7%
Cull Rate	30.2%	30%
Heifer Death Rate	2.9%	3%
Total Death Rate	3.7%	5%
Internal Herd Growth IHG without Dairy	-2.08%	5%

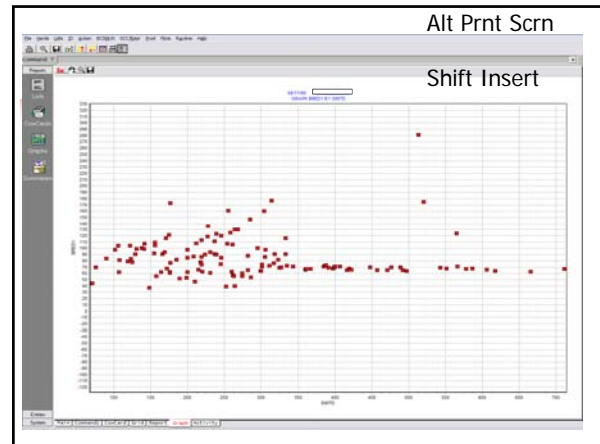


Topic Four

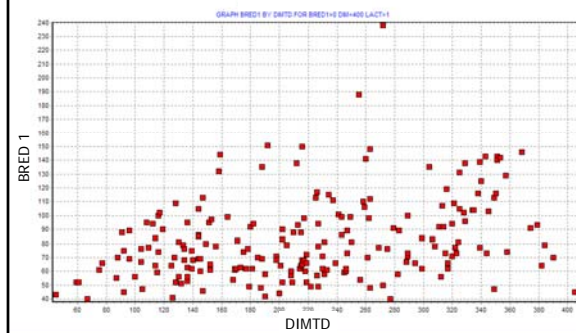
- How many slides?
 - No more than one slide per minute
 - Too many slides detracts and distracts
 - Be concise and succinct

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

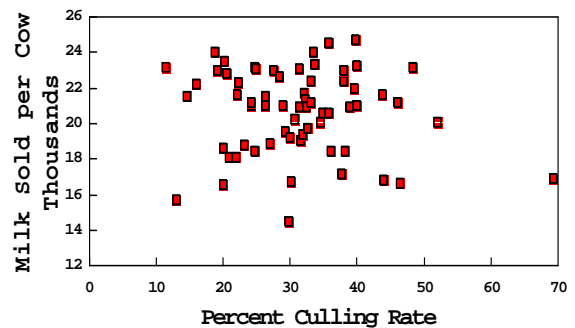


Days to first breeding for 2+ lactation cows



Milk Sold per Cow vs Culling Rate

1996 Dairy Farm Business Summary, 64 Farms



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

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





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