

**Dairy Challenge Scorecard**

TEAM # \_\_\_\_\_

<b>1. Material presented - 55 points</b>		<b>Excellent</b>	<b>Good</b>	<b>Average</b>	<b>Fair</b>	<b>Poor</b>
<b>Farm Overview</b>		5	4	3	2	1
General overview of the farm operation (1 point)	<b>5</b>					
Benchmarking of relevant key performance indicators (financial and performance) with regional or national metrics (4 points)						
<b>Assessment</b>		21 - 25	16 - 20	11 - 15	6 - 10	1 - 5
Clear understanding of farm's goals (5 points)	<b>25</b>					
Identification of relevant opportunities within context of the farm's goals, financial position and KPI's (10 points)						
Justification for importance of opportunities based on provided data or information obtained during the farm visit (10 points)						
<b>Recommendations</b>		21 - 25	16 - 20	11 - 15	6 - 10	1 - 5
Recommendations are justified and ranked based on economic significance, farm's goals, and sustainability of the business (e.g., environmental factors, animal welfare, ownership succession planning) (15 points)	<b>25</b>					
Recommendations are practical with a clear implementation strategy (10 points)						
<b>2. Presentation and visual aids - 20 points</b>		<b>Excellent</b>	<b>Good</b>	<b>Average</b>	<b>Fair</b>	<b>Poor</b>
<b>Presence</b>		13 - 15	10 - 12	7 - 9	4 - 6	1 - 3
Enthusiastic, confident and professional (5 points)	<b>15</b>					
Spoke clearly with appropriate volume, speed, grammar and eye contact (10 points)						
<b>Slide Formatting</b>		5	4	3	2	1
Legible, organized, void of excessive wordiness. Images and data provide clear illustrations (5 points)	<b>5</b>					
<b>3. Preparation and organization - 10 points</b>		<b>Excellent</b>	<b>Good</b>	<b>Average</b>	<b>Fair</b>	<b>Poor</b>
Presentation and engagement by all team members (4 points)	<b>10</b>	9 - 10	7 - 8	5 - 6	3 - 4	1 - 2
Knowledge of farm practices by all team members (4 points)						
Effective use of the 20 minute time allocation. Presentation will be stopped at 20 minutes (2 points)						
<b>4. Response to questions - 15 points</b>		<b>Excellent</b>	<b>Good</b>	<b>Average</b>	<b>Fair</b>	<b>Poor</b>
Provided confident and concise answers to questions (5 points)	<b>15</b>	13 - 15	10 - 12	7 - 9	4 - 6	1 - 3
Provided an effective summary of relevant supporting information (5 points)						
All team members involved in answering at least one question (5 points)*						
*Team members may confer briefly but no lengthy conferences						

**Total - 100 points**

TEAM'S SCORE \_\_\_\_\_