NORTH AMERICAN INTERCOLLEGIATE DAIRY CHALLENGE

CONTEST DAIRY 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

<u>Description of the Operation</u>

6. Herd inventory:
    a. Milking cows _____
    b. Dry cows _____
    c. Replacement heifers _____
        i. Percent raised under your control _____
        ii. Percent raised under contract _____
        iii. Percent purchased _____
    d. Bulls _____
    e. Beef x dairy crossbreds_____

7. Breed(s) of animals: _____

    a. Percent of herd that is grade _____
    b. Percent of herd that is registered _____
    c. Percent of herd that is crossbred_____

8. Milking frequency: (circle all that apply) 2x 3x Robotic Other (describe):

9. Facilities:

    a. Milking system

        i. Style (parallel parlor, rotary parlor, robots, etc.):

        ii. Capacity (number of stalls):

        iii. Milk storage: Bulk Tank or Direct Ship

        iv. Please describe any electronic recording systems used in the milking parlor:

    b. Housing

        i. Milking cows:

        ii. Dry cows:

        iii. Pre-fresh or close-up cows:

        iv. Replacement heifers:

        v. Pre-weaned calves:

        vi. Beef x dairy crossbreds:

<u>Business and Organizational Structure</u>

10. Describe the ownership and organizational structure of your business, including the names of all owners and/or operators. Describe each person's key areas of responsibility and role(s) within the business.

11. 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 pursue and achieve those goals:

12. How has your herd and the management of your dairy changed in the past 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. Others:

13. 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. Others:

14. 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.

15. What analyses and processes of evaluation do you use in decision making? Describe any tools used to analyze or evaluate decisions (for example, enterprise accounting, partial budgets, personalized spreadsheets, etc.)

16. Has or does your business use(d) professional consultants and how?

17. What are your primary sources of new information and how do you use this information? Has or does your business use research and extension information from universities and how?

Milk Marketing and Risk Management

18. Does your processor manage production through a base or quota? If yes, please describe the program.

19. 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 the most recent year's annual summary of milk shipments and payments (likely the year-end milk check).

20. Are price risk management tools used? If yes, please list tools and/or programs.

Labor

21. Please complete the attached Farm Labor Summary to indicate the number of employees you have, and the number of hours worked by each. (complete the attached Farm Labor Summary or below questions)

22. How many employees are considered full-time? _____

23. How many employees are considered part-time? _____

24. How many employees (include both full and part-time) have worked on the dairy operation for:

    a. Less than 1 year. _____
    b. 1 to 3 years _____
    c. 3 to 5 years _____
    d. 5 to 10 years _____
    e. 10 to 20 years _____
    f. Greater than 20 years _____

25. Are incentive plans used? If so, please describe.

26. Are management and employee meetings held? If so, what is the frequency?

27. Do you have a written organizational chart or job descriptions (responsibilities of each employee)? If so, please include these documents.

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

Management Goals

28. 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).

29. How do you monitor if you are achieving those goals? What performance indicators do you use to know whether your management program is meeting expectations?

30. Does your herd utilize wearable sensor technology to collect data such as activity, rumination, etc.? If so, please list the technology, describe the data collected, whether the information is integrated with your herd management software, and how is this data/technology used in your management?

31. What herd management software(s) do you use for recording events on the farm?

___ DairyComp305

___ PCDART

___ DHI-Plus

___ Other (E.g. BoviSync, Delpro, DairyPlan, Horizon, Animal): _____

32. Are the following events recorded in the management software system?

___ birth
___ vaccinations
___ health events and treatments
___ pen location
___ heats
___ breeding
___ pregnancies
___ aborts
___ sire
___ do not breed (DNB)
___ culling reasons
___ death and reason

___ milk weights, indicate frequency: ___ daily ___ monthly ___ other: _____

___ milk components and SCC, indicate frequency: ___ monthly ___ other: _____

Grouping

33. What criteria are used to group animals on your farm?

34. Please provide group names and their pen numbers or location. (Can be completed below or as an attachment)

Group Name/Number	Description (if not obvious)	Location	Ration

Feeding and Feed Management

35. Describe your feed procurement.

a. Acres owned: _____
b. Acres rented: _____
c. Crops grown (forage and grain):
    i. _____
    ii. _____
    iii. _____

iv. _____
v. _____
vi. _____

d. Forages purchased:
   i. _____
   ii. _____
   iii. _____
   iv. _____
   v. _____
   vi. _____

e. Non-forage feeds purchased:
   i. _____
   ii. _____
   iii. _____
   iv. _____
   v. _____
   vi. _____

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

36. Please provide rations for all cows groups (lactating and dry) that lists the ingredients, nutrient composition, and daily cost per animal.

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

38. 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. Method used for pushing up feed

e. How often are bunks cleaned, and what is done with the refusals?

f. What is the target level of feed refusals?

g. Are refusals weighed? If so, how often?

Bedding Materials and Bedding Management:

39. What bedding material(s) are used for each group listed (sand, biosolids, bedding pack, mattresses, sawdust, straw, open lot, other)?
    a. Milking cows

    b. Dry cows (far off and close up)

    c. Calving Pen (s)

    d. Heifers

    e. Calves

40. What is your bedding frequency and maintenance protocol for each group?

    a. Milking cows

    b. Dry cows

    c. Calving Pen (s)

    d. Heifers

    e. Calves

    f: If using recycled bedding materials (sand, manure solids, etc), please provide protocols for recycled bedding handling (storage location, time in storage, testing frequency, target dry matter % and bacteria count minimum, etc)

Calves and Heifers

41. Describe how newborn calves are managed:
    a. Where are they born?

    b. When and how much colostrum is fed?

    c. Is colostrum quality measured and if so, how?

d. How long do calves stay with the dam?

e. Where do calves move to after the calving area?

42. Describe the feeding program for pre-weaned calves and the normal procedure for weaning. List the type of milk used (replacer, pasteurized, waste milk, etc.), amount of milk fed per day, times fed per day, types of additional feeds offered, and how much of those feeds is offered?

43. Please 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.

44. 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.).

<u>Beef x Dairy Crossbred</u>

45. At what time are beef x dairy crossbreds sold (< 1 week of age, 500 lbs, or as finished cattle, etc.), is ownership retained, and what are the distribution channels used?

46. If rearing beef x dairy crossbreds, please describe how they are managed.

Health and Animal Welfare

47. Describe your vaccination program for all animals and provide any written protocols.

48. 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.)? Please include the definition used for each health disorder.

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

50. If you have a sick cow, do you have a standard procedure for assessing the cow and deciding on the treatments? Please describe.

51. Do you conduct animal welfare audits or assessments? If so, how frequently?

52. How are calves dehorned? Is there any pain mitigation used during the dehorning process?

Milking Center Management and Milk Quality

53. Describe your milking procedure (including # of operators and tasks), milking times, and pen order. If there is more than 1 milking facility, please describe each facility separately.

    a: Robotic facility, what are your milk access and feed table settings (i.e. min/max number of visits allowed, as well as robot concentrate allowed, by stage of lactation and parity) –screenshots of these settings can be appended

    b: Conventional milking procedures

54. Describe your protocols for mastitis and drying off cows:

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

    b. What is your mastitis therapy for lactating cows?

    c. What is your target dry period length?

    d. What is the protocol for drying off cows?

Genetics and Reproduction

55. Percentage of herd bred using AI:
    a. Cows

    b. Heifers

56. Percentage of herd bred using bulls:

    a. Cows

    b. Heifers

    c. Please identify the location of all bulls:

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

58. Describe what semen types (sexed, conventional and/or beef) are being used, the selection criteria, and how semen type is allocated based on parity (heifers vs. cows) and service number.

    Heifers:

    Cows:

59. Describe the reproductive management used for breeding-age heifers. Please include specific details on the breeding eligibility (VWP; age, weight, height, etc.), first service insemination strategy, resynchronization strategy, and details regarding detection of estrus.

60. Describe the reproductive management used for lactating cows. Please include specific details on the voluntary waiting period, first service insemination strategy, resynchronization strategy, and details regarding detection of estrus.

61. Do you transfer any conventional or IVF embryos? If so, please describe the program including details such as embryo procurement, selection of recipients, recipient synchronization, etc.

Nutrient Management

62. Is a comprehensive nutrient management plan used?

63. How is manure stored and at what capacity (number of days and gallons)?

64. When do you apply manure during the year?

65. How many acres are available for manure application?

66. What kind of record keeping system does the farm have regarding manure storage and application?

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

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