DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF JANUARY 1988

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<th>AREA FOR IMPROVEMENT</th>
<th>MEASURE OF PERFORMANCE</th>
<th>MANAGEMENT CHARGE/TASK</th>
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DAIRY FARM MANAGEMENT CALENDAR FOR JANUARY 1988

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JANUARY 1988

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MANAGEMENT ACTIVITIES FOR EACH MONTH

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DAILY MANAGEMENT ACTIVITIES

- Finalize activities that will be accomplished and decisions to be analyzed and/or made
- Set priorities for the day and schedule personnel to activities and tasks
- Calculate milk produced per cow in last day, add to graph, and evaluate trends
- Collect heat detection information from all personnel, select cows to breed, and call inseminator
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- Analyze new cases of mastitis and other herd health problems, take corrective action, if needed
- Check operation of all water cups
- Review potential cull list (weekly)
- Establish priority list and decision list for tomorrow and future days
- Finalize labor force for tomorrow before employees go home today

Date to complete
Check when complete
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- Pay bills, withdraw family living allowance, evaluate cash flow.
- Analyze accounts payable and consider borrowing to reduce interest charges; search for prepayment and cash discounts.
- Evaluate labor force relative to needs.
- Consider AIM reports from DH herd health.
- Search for less expensive sources of purchased feeds.
- Evaluate feeding management program - send forage samples as changes are expected.
- Evaluate reproductive performances of heifers and milking herd, re-evaluate goals.
- Body tape sampling of heifers and cows.
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- Consider culturing high SCC and clinical mastitis cases.
- Evaluate sire selection, consider new sires.
- Inspect machinery and equipment (belts, lubrication, operating efficiency).
- Check the milking system including the following: operation and maintenance of vacuum pump, CIP system, inlets, etc.

Source: Cornell Dairy Farm Audit Program
Thomas H. Matsonay	Terry H. Smith
Richard A. Milligan	W. Shaw Reid
DAIRY FARM MANAGEMENT GOALS FOR
THE MONTH OF FEBRUARY 1988

AREA FOR IMPROVEMENT | MEASURE OF PERFORMANCE | MANAGEMENT CHANGE/TASK | GOALS | THIS MONTH
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DAIRY FARM MANAGEMENT CALENDAR FOR FEBRUARY 1988

- Check to be certain all income tax materials are on hand
- Analyze year-end business records, list strengths and weaknesses
- Determine labor needs for critical crop periods; arrange for regular seasonal help
- Determine all seed, fertilizer, and herbicide requirements if not done previously
- Determine cost of lime, fertilizer, and herbicide in alternative forms and/or from alternative sources; order in least cost form and source
- Complete equipment repair
- Assess credit needs and arrange financing
- Clean vacuum line
- Consider an analysis of daily spread manure
- Consider reappraisal for Ag Value Assessment
- File income tax return (February 28)

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FEBRUARY 1988

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DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF MARCH 1988

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DAIRY FARM MANAGEMENT CALENDAR FOR MARCH 1988

- Reinvoratory forages and check allocation; adjust sales or purchase plans
- Arrange for short-term labor needs at critical crop times
- Prepare crop records for another year; plan for recording crop yields by field
- Adjust planter for population
- Plan for IBR, BVD, P13 and leptospirosis and other vaccinations done annually or biannually
- Start fence fixing
- Consider dormant herbicide applications to existing pure alfalfa stands
- Prepare for planting of spring grains and hay seedings
- Finalize crop supply needs if not already completed

MARCH 1988

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Check when complete

Source: Cornell Dairy Farm Audit Program
Thomas R. Mahoney
Terry R. Smith
Robert A. Milligan
W. Shaw Reid
DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF APRIL 1988

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DAIRY FARM MANAGEMENT CALENDAR FOR APRIL 1988

-- Finalize tax returns (if extension was requested) April 15th
-- Observe wet areas and plot on aerial photo of farm for future drainage considerations and crop decisions
-- Plant new seedings and spring grains
-- Plant corn (last week) if weather permits
-- Evaluate legume stands for winter damage; adjust crop plans if necessary
-- Topdress pastures and grass hay crop fields
-- Plan where forages should be stored for optimum allocation next feeding season
-- Clean vacuum line
-- Deworm heifers going onto pasture (3 weeks and 6 weeks after going out)
-- Consider an analysis for stored manure
-- Complete fence fixing
-- Analyze quarterly financial data
-- Watch newly planted seedings and small grains for weeds, be prepared to spray
-- Arrange for custom weed control or check your own sprayer for repairs. Recalibrate each year.
-- Check forage allocation and anticipate feed program adjustments as forages from last year are used up

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Source: Cornell Daily Farm Audit Program
Thomas R. McInnis  Terry R. Smith
Robert A. Milligan  W. Shaw Reid

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## DAILY MANAGEMENT ACTIVITIES

- Adjust post emergence herbicide needs
- Finish corn planting
- Note any repairs to corn planter, seeding equipment, and tillage implements as they are cleaned and lubricated
- Record hay yields by field and quality by storage facility; take samples for forage analysis
- Deworm heifers on pasture second time (3 weeks from first treatment)
- Analyze DHIA Ladder of Progress
- Check alfalfa fields for insect damage - be prepared to spray or harvest early
- Make plans for employee and family vacations
- Make seven purchase decisions
- Determine planned service sires
- Start hay harvest

## DAIRY FARM MANAGEMENT CALENDAR FOR MAY 1988

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## MANAGEMENT ACTIVITIES FOR EACH MONTH

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Source: Cornell Dairy Farm Audit Program
Thomas R. McLain
Terry R. Smith
Robert A. Milligan
W. Shaw Reid
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MANAGEMENT ACTIVITIES FOR EACH MONTH

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- Evaluate performance on last month’s goals and establish goals for the coming month.
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- Check the milking system including the following: operation and maintenance of vacuum pump, CIP system, inflations, etc.

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- Check operation of all water cups.
- Review potential cull list (weekly).
- Establish priority list and decision list for tomorrow and future days.
- Finalize labor force for tomorrow before employees go home today.

Source: Cornell Dairy Farm Audit Program
Thomas R. Maloney Terry R. Smith
Robert A. Milligan W. Shaw Field
DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF JULY 1988

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DAIRY FARM MANAGEMENT CALENDAR FOR JULY 1988

- Continue hay crop harvest (second cut), yield recording, and quality assessments
- Assess credit usage, plan for additional needs and/or repayment of short-term debts
- Observe corn for weeds and fertility
- Ready combine for small grains or finalize arrangements for custom harvest
- Finalize plans for operator and labor vacations
- Clean vacuum lines
- Analyze DHU Herd Profile
- Check condition of pasture and animals on pasture
- Watch alfalfa fields for leafhopper damage - be prepared to spray if necessary

DAILY MANAGEMENT ACTIVITIES

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- Consider culturing high SCC and clinical mastitis cases.
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- Inspect machinery and equipment (belts, lubrication, operating efficiency).
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### DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF AUGUST 1988

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- **Check when complete**: [ ]
- **AUGUST 1988**
  - Evaluates performance on last month's goals and establishes new goals for the coming month.
  - Pay bills, withdraw family living allowance, evaluate cash flow.
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  - Evaluate labor force relative to needs.
  - Consider AIM reports from DHI to analyze weak links in herd performance.
  - Search for less expensive sources of purchased feeds.
  - Evaluate feeding management program - send in forage samples as changes are expected.
  - Evaluate reproductive performance of heifers and milking herd, re-evaluate goals.
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Source: Cornell Dairy Farm Audit Program

Thomas R. Maloney  Terry R. Smith
Robert J. Milligan  W. Shaw Reifel
DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF SEPTEMBER 1988

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DAIRY FARM MANAGEMENT CALENDAR FOR SEPTEMBER 1988

- Corn silage harvest
- Record corn silage yields by field and quality by storage facility; take samples for forage analysis
- Observe weeds in corn fields
- Clean vacuum line
- Analyze DHU Genetic - Environmental Herd Profile
- Consider selling rye cover crop into corn stubble
- Put high priority on safety throughout the harvest season
- Make seed purchase decisions
- Determine planned service sites

SEPTMBER 1988

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- Inspect machinery and equipment (bolts, lubrication, operating efficiency).
- Check the milking system including the following operation and maintenance of washdown equipment, CIP system, inflations, etc.

MANAGEMENT ACTIVITIES FOR EACH MONTH

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Source: Cornell Dairy Farm Audit Program
Thomas R. Mancini Terry W. Smith
Robert A. Milligan W. Shaw Reid
DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF OCTOBER 1988

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DAIRY FARM MANAGEMENT CALENDAR FOR OCTOBER 1988

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Source: Cornell Dairy Farm Audit Program
Thomas R. Macdonell
Robert A. Milligan
W. Shaw Reid
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DAIRY FARM MANAGEMENT CALENDAR FOR NOVEMBER 1988

-- Finalize individual field crop records, complete yield records by crop for annual farm business analysis

-- Consider new hybrids or varieties, order seed for next year

-- Note any equipment parts or replacements needed on any pieces of equipment

-- Store equipment for winter

-- Clean, lubricate, and complete minor repairs on harvest equipment

-- Evaluate accounting records and analyze any proposed changes

-- Re-examine long-term goals, outline investment decisions to be considered

-- Prepare faroasted for winter -- ventilation, insulation, heating

-- Clean vacuum line

-- Analyze DHI Ladder of Progress

-- If cash flow permits, purchase fertilizer, herbicides, and insecticides for next year

-- Vaccinate herd for ISR P13, RVD, and leptos

-- Complete fall plowing

-- Attend at least one self-improvement or farm production educational program

-- Analyze quarterly financial data

DAILY MANAGEMENT ACTIVITIES

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### DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF DECEMBER 1988

<table>
<thead>
<tr>
<th>AREA FOR IMPROVEMENT</th>
<th>MEASURE OF PERFORMANCE</th>
<th>MANAGEMENT CHANCE/TASK</th>
<th>LAST MONTH</th>
<th>GOALS</th>
<th>THIS MONTH</th>
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### DAIRY FARM MANAGEMENT CALENDAR FOR DECEMBER 1988

<table>
<thead>
<tr>
<th>SUN</th>
<th>MON</th>
<th>TUE</th>
<th>WED</th>
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<th>SAT</th>
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### MANAGEMENT ACTIVITIES FOR EACH MONTH

- **Date to complete**
- **Check when complete**

- Evaluate performance on last month's goals and establish goals for the coming month.
- Pay bills, withdraw family living allowance, evaluate cash flow.
- Analyze accounts payable and consider borrowing to reduce interest charges; search for prepayment and cash discounts.
- Evaluate labor force relative to needs.
- Consider ADM reports from DH to analyze weak links in herd performance.
- Search for less expensive sources of purchased feeds.
- Evaluate feeding management program - send in forage samples as changes are expected.
- Evaluate reproductive performance of heifers and milking herd, re-evaluate goals.
- Body tape sampling of heifers and cows.
- Check to be sure calving vaccinations/dehorning/extra teats removed - on schedule.
- Plan dry off decisions based upon expected calvings and animal numbers.
- Evaluate peak production and persistency of milking cows.
- Consider culturing high SCC and clinical mastitis cases.
- Evaluate sire selection, consider new sires.
- Inspect machinery and equipment (belts, lubrication, operating efficiency).
- Check the milking system including the following: operation and maintenance of vacuum pump, CIF system, inflations, etc.