

DAIRY FARM MANAGEMENT GOALS FOR  
THE MONTH OF JANUARY 1988

AREA FOR IMPROVEMENT	MEASURE OF PERFORMANCE	MANAGEMENT CHANGE/TASK	GOALS	
			LAST MONTH	THIS MONTH

DAIRY FARM MANAGEMENT CALENDAR FOR JANUARY 1988

JANUARY 1988

- Compile January 1 inventory of cows, feeds, crops, machinery and equipment, and real estate and values.
- Complete January 1 balance sheet (will need loan statements).
- Based on farm produced feed inventory, reallocate farm produced feeds.
- Assemble income tax materials; apply for late filing if necessary.
- Assess crop acreage needs; arrange for rented land if not already completed.
- Clean, inspect, repair farm equipment, check for safety hazards, missing PTO shields, etc.
- Arrange for service check by milking equipment dealer.
- Analyze DHI Dairy Herd Profile.
- File W-2, 1099, and 943 forms by January 31.
- Check to see if there are increases in the Social Security rate or minimum wage rates for farm employees.
- Consider contacting Cooperative Extension agent to do a year-end farm business analysis.

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30/31

MANAGEMENT ACTIVITIES FOR EACH MONTH

	Date to complete	Check when complete	
DAILY MANAGEMENT ACTIVITIES	/ /		- Evaluate performance on last month's goals and establish goals for the coming month.
Finalize activities that will be accomplished and decisions to be analyzed and/or made	/ /		- Pay bills, withdraw family living allowance, evaluate cash flow.
Set priorities for the day and schedule personnel to activities and tasks	/ /		- Analyze accounts payable and consider borrowing to reduce interest charges; search for prepayment and cash discounts.
Calculate milk produced per cow in last day, add to graph, and evaluate trends	/ /		- Evaluate labor force relative to needs.
Collect heat detection information from all personnel, select cows to breed, and call inseminator	/ /		- Consider AIM reports from DHI to analyze weak links in herd performance.
Check heat expectancy chart to see what cows may be coming into heat in the next day or two.	/ /		- Search for less expensive sources of purchased feeds.
Monitor feed bunk, observe cows, check for feed quality changes; if necessary adjust ration composition, quantity fed, and feeding strategy	/ /		- Evaluate feeding management program - send in forage samples as changes are expected.
Analyze new cases of mastitis and other herd health problems, take corrective action, if needed	/ /		- Evaluate reproductive performance of heifers and milking herd, re-evaluate goals.
Check operation of all water cups	/ /		- Body tape sampling of heifers and cows.
Review potential cull list (weekly)	/ /		- Check to be sure calfhooed vaccinations/dehorning /extra teats removed - on schedule.
Establish priority list and decision list for tomorrow and future days	/ /		- Plan dry off decisions based upon expected calvings and animal numbers.
Finalize labor force for tomorrow before employees go home today	/ /		- 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, CIP system, inflations, etc.

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

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

[illegible]

## 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 reapplication for Ag Value Assessment
- File income tax returns (February 28)

### 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
- Check heat expectancy chart to see what cows may be coming into heat in the next day or two.
- Monitor feed bunk, observe cows, check for feed quality changes; if necessary adjust ration composition, quantity fed, and feeding strategy
- 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

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

## FEBRUARY 1988

SUN	MON	TUE	WED	THU	FRI	SAT
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29					

## MANAGEMENT ACTIVITIES FOR EACH MONTH

<u>Date to complete</u>	<u>Check when complete</u>	
___/___/___	___	- 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 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.
___/___/___	___	- Body tape sampling of heifers and cows.
___/___/___	___	- Check to be sure calfhood 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, CIP system, inflations, etc.

DAIRY FARM MANAGEMENT GOALS FOR  
THE MONTH OF MARCH 1988

AREA FOR IMPROVEMENT	MEASURE OF PERFORMANCE	MANAGEMENT CHANGE/TASK	GOALS	
			LAST MONTH	THIS MONTH

DAIRY FARM MANAGEMENT CALENDAR FOR MARCH 1988

- Reinventory 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, PI3 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						
SUN	MON	TUE	WED	THU	FRI	SAT
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

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.
DAILY MANAGEMENT ACTIVITIES			
-- Finalize activities that will be accomplished and decisions to be analyzed and/or made	___/___/___	___	- Evaluate labor force relative to needs.
-- Set priorities for the day and schedule personnel to activities and tasks	___/___/___	___	- Consider AIM reports from DHI to analyze weak links in herd performance.
-- Calculate milk produced per cow in last day, add to graph, and evaluate trends	___/___/___	___	- Search for less expensive sources of purchased feeds.
-- Collect heat detection information from all personnel, select cows to breed, and call inseminator	___/___/___	___	- Evaluate feeding management program - send in forage samples as changes are expected.
-- Check heat expectancy chart to see what cows may be coming into heat in the next day or two.	___/___/___	___	- Evaluate reproductive performance of heifers and milking herd, re-evaluate goals.
-- Monitor feed bunk, observe cows, check for feed quality changes; if necessary adjust ration composition, quantity fed, and feeding strategy	___/___/___	___	- Body tape sampling of heifers and cows.
-- Analyze new cases of mastitis and other herd health problems, take corrective action, if needed	___/___/___	___	- Check to be sure calfhooed vaccinations/dehorning /extra teats removed - on schedule.
-- Check operation of all water cups	___/___/___	___	- Plan dry off decisions based upon expected calvings and animal numbers.
-- Review potential cull list (weekly)	___/___/___	___	- Evaluate peak production and persistency of milking cows.
-- Establish priority list and decision list for tomorrow and future days	___/___/___	___	- Consider culturing high SCC and clinical mastitis cases.
-- Finalize labor force for tomorrow before employees go home today	___/___/___	___	- 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, inflations, etc.

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

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

[illegible]

## 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 seedlings 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

## APRIL 1988

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

## MANAGEMENT ACTIVITIES FOR EACH MONTH

	Date to complete	Check when complete	
-- Analyze quarterly financial data	_ / _ / _	_	
-- Watch newly planted seedlings and small grains for weeds, be prepared to spray	_ / _ / _	_	-- Evaluate performance on last month's goals and establish goals for the coming month.
-- Arrange for custom weed control or check your own sprayer for repairs. Recalibrate each year.	_ / _ / _	_	-- Pay bills, withdraw family living allowance, evaluate cash flow.
-- Check forage allocation and anticipate feed program adjustments as forages from last year are used up	_ / _ / _	_	-- Analyze accounts payable and consider borrowing to reduce interest charges; search for prepayment and cash discounts.
DAILY MANAGEMENT ACTIVITIES			
-- Finalize activities that will be accomplished and decisions to be analyzed and/or made	_ / _ / _	_	-- Evaluate labor force relative to needs.
-- Set priorities for the day and schedule personnel to activities and tasks	_ / _ / _	_	-- Consider AIM reports from DHI to analyze weak links in herd performance.
-- Calculate milk produced per cow in last day, add to graph, and evaluate trends	_ / _ / _	_	-- Search for less expensive sources of purchased feeds.
-- Collect heat detection information from all personnel, select cows to breed, and call inseminator	_ / _ / _	_	-- Evaluate feeding management program - send in forage samples as changes are expected.
-- Check heat expectancy chart to see what cows may be coming into heat in the next day or two.	_ / _ / _	_	-- Evaluate reproductive performance of heifers and milking herd, re-evaluate goals.
-- Monitor feed bunk, observe cows, check for feed quality changes; if necessary adjust ration composition, quantity fed, and feeding strategy	_ / _ / _	_	-- Body tape sampling of heifers and cows.
-- Analyze new cases of mastitis and other herd health problems, take corrective action, if needed	_ / _ / _	_	-- Check to be sure calfhood vaccinations/dehorning /extra teats removed - on schedule.
-- Check operation of all water cups	_ / _ / _	_	-- Plan dry off decisions based upon expected calvings and animal numbers.
-- Review potential cull list (weekly)	_ / _ / _	_	-- Evaluate peak production and persistency of milking cows.
-- Establish priority list and decision list for tomorrow and future days	_ / _ / _	_	-- Consider culturing high SCC and clinical mastitis cases.
-- Finalize labor force for tomorrow before employees go home today	_ / _ / _	_	-- 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, inflations, etc.

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

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AREA FOR IMPROVEMENT

MANAGEMENT  
CHANGE/TASK

## GOALS

LAST MONTH

**THIS MONTH**

[illegible]

## MAY 1988

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

- MANAGEMENT ACTIVITIES FOR EACH MONTH

Date to  
complete

Check  
when  
complete

11

- 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.

11

\_\_\_\_\_ - Search for less expensive sources of purchased feeds.

11

- \_\_\_\_\_ - Evaluate feeding management program - send in forage samples as changes are expected.

11

- \_\_\_\_\_ - Evaluate reproductive performance of heifers and milking herd, re-evaluate goals.

- Body tape sampling of heifers and cows.

\_\_\_\_\_

- Check to be sure calfhood vaccinations/dehorning/extra teats removed - on schedule.

11

\_\_\_\_\_ - Plan dry off decisions based upon expected calvings and animal numbers.

11

\_\_\_\_\_ - Evaluate peak production and persistency of milking cows.

\_\_\_\_\_

- Consider culturing high SCC and clinical mastitis cases.

- \_\_\_\_\_ - Evaluate sire selection, consider new sires.

11

- \_\_\_\_\_ - Inspect machinery and equipment (belts, lubrication, operating efficiency.

— / /

- Check the milking system including the following:  
operation and maintenance of vacuum pump, CIP  
system, inflations, etc.

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# DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF JUNE 1988

[illegible]

## DAIRY FARM MANAGEMENT CALENDAR FOR JUNE 1988

- Complete first cutting hay
- Record hay crop yields by field and quality by storage facility; take samples for forage analysis
- Inventory remaining corn silage and allocate forages for summer feeding
- Evaluate weeds and adjust post-emergence treatments, if necessary
- Sidedress corn and topdress legumes
- Observe crops for weeds, population, fertility, etc.
- Repair forage harvest equipment
- Check reserve air flow capacity of milking system
- Arrange for service check by milking equipment dealer
- Arrange for custom combining of small grains
- Check alfalfa fields for insects
- Check condition of pastures and animals on pastures

JUNE 1988						
SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

## MANAGEMENT ACTIVITIES FOR EACH MONTH

	<u>Date to complete</u>	<u>Check when complete</u>	
-- Check reserve air flow capacity of milking system	<u>   /   /   </u>	<u>      </u>	
-- Arrange for service check by milking equipment dealer	<u>   /   /   </u>	<u>      </u>	
-- Arrange for custom combining of small grains	<u>   /   /   </u>	<u>      </u>	- Evaluate performance on last month's goals and establish goals for the coming month.
-- Check alfalfa fields for insects	<u>   /   /   </u>	<u>      </u>	- Pay bills, withdraw family living allowance, evaluate cash flow.
-- Check condition of pastures and animals on pastures	<u>   /   /   </u>	<u>      </u>	- Analyze accounts payable and consider borrowing to reduce interest charges; search for prepayment and cash discounts.
 DAILY MANAGEMENT ACTIVITIES			
	<u>   /   /   </u>	<u>      </u>	- Evaluate labor force relative to needs.
-- Finalize activities that will be accomplished and decisions to be analyzed and/or made	<u>   /   /   </u>	<u>      </u>	- Consider AIM reports from DHI to analyze weak links in herd performance.
-- Set priorities for the day and schedule personnel to activities and tasks	<u>   /   /   </u>	<u>      </u>	- Search for less expensive sources of purchased feeds.
-- Calculate milk produced per cow in last day, add to graph, and evaluate trends	<u>   /   /   </u>	<u>      </u>	- Evaluate feeding management program - send in forage samples as changes are expected.
-- Collect heat detection information from all personnel, select cows to breed, and call inseminator	<u>   /   /   </u>	<u>      </u>	- Evaluate reproductive performance of heifers and milking herd, re-evaluate goals.
-- Check heat expectancy chart to see what cows may be coming into heat in the next day or two.	<u>   /   /   </u>	<u>      </u>	- Body tape sampling of heifers and cows.
-- Monitor feed bunk, observe cows, check for feed quality changes; if necessary adjust ration composition, quantity fed, and feeding strategy	<u>   /   /   </u>	<u>      </u>	- Check to be sure calfhood vaccinations/dehorning /extra teats removed - on schedule.
-- Analyze new cases of mastitis and other herd health problems, take corrective action, if needed	<u>   /   /   </u>	<u>      </u>	- Plan dry off decisions based upon expected calvings and animal numbers.
-- Check operation of all water cups	<u>   /   /   </u>	<u>      </u>	- Evaluate peak production and persistency of milking cows.
-- Review potential cull list (weekly)	<u>   /   /   </u>	<u>      </u>	- Consider culturing high SCC and clinical mastitis cases.
-- Establish priority list and decision list for tomorrow and future days	<u>   /   /   </u>	<u>      </u>	- Evaluate sire selection, consider new sires.
-- Finalize labor force for tomorrow before employees go home today	<u>   /   /   </u>	<u>      </u>	- Inspect machinery and equipment (belts, lubrication, operating efficiency.
	<u>   /   /   </u>	<u>      </u>	- Check the milking system including the following: operation and maintenance of vacuum pump, CIP system, inflations, etc.

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

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

[illegible]

JULY 1988						
SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30/31

- 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 line
- Analyze DHI Herd Profile
- Check condition of pasture and animals on pasture
- Watch alfalfa fields for leafhopper damage - be prepared to spray if necessary

- 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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- Monitor feed bunk, observe cows, check for feed quality changes; if necessary adjust ration composition, quantity fed, and feeding strategy
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- Check operation of all water cups
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- 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  
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Date to <u>complete</u>	Check when complete
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- 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 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.
- Body tape sampling of heifers and cows.
- Check to be sure calfhood 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, CIP system, inflations. etc.

[illegible]

SUN	MON	TUE	WED	THU	FRI	SAT
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

- 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.
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DAIRY FARM MANAGEMENT GOALS FOR  
THE MONTH OF NOVEMBER 1988

AREA FOR IMPROVEMENT	MEASURE OF PERFORMANCE	MANAGEMENT CHANGE/TASK	GOALS	
			LAST MONTH	THIS MONTH

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 farmstead 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

NOVEMBER 1988						
SUN	MON	TUE	WED	THU	FRI	SAT
		1	2	3	4	5
6	7	8	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

- Vaccinate herd for IBR PI3, BVD, and Lepto
- Complete fall plowing
- Attend at least one self-improvement or farm production educational program
- Analyze quarterly financial data

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
- Check heat expectancy chart to see what cows may be coming into heat in the next day or two.
- Monitor feed bunk, observe cows, check for feed quality changes; if necessary adjust ration composition, quantity fed, and feeding strategy
- 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

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 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.
___/___/___	___	- Body tape sampling of heifers and cows.
___/___/___	___	- Check to be sure calfhood 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, CIP system, inflations, etc.

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

A.E. Extension 87-30  
Animal Science Mimeo Series 101  
Agronomy Mimeo 87-9

[illegible]

## DAIRY FARM MANAGEMENT CALENDAR FOR DECEMBER 1988

- Project income tax liability, evaluate opportunities for income tax management
- Evaluate success at meeting goals for this year
- Establish annual goals for next year
- Prepare cash flow budget for next year
- Determine amount needed for operating loan next year
- Make management resolutions for the new year
- Assess machinery costs, i.e., own versus custom hire

DECEMBER 1988						
SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

## MANAGEMENT ACTIVITIES FOR EACH MONTH

### 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
- Check heat expectancy chart to see what cows may be coming into heat in the next day or two.
- Monitor feed bunk, observe cows, check for feed quality changes; if necessary adjust ration composition, quantity fed, and feeding strategy
- 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

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

- | <u>Date to complete</u> | <u>Check when complete</u> |  |
|-------------------------|----------------------------|--|
| ___/___/___             | ___                        | - 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 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.  |
| ___/___/___             | ___                        | - Body tape sampling of heifers and cows.  |
| ___/___/___             | ___                        | - Check to be sure calfhood 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, CIP system, inflations, etc. |