Terry R. Smith

W. Shaw Reld

Thomas R. Maloney

Robert A. Milligan

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

	CASURE OF ERFORMANCE	MANAGE CHANGE		GOALS  LAST MONTH THIS MONTH
CONTRACT				
DAIRY FARH MANAGEMENT CALENDAR FOR J.	ANUARI 1900		CIN NO	JANUARY 1988
<ul> <li>Compile January 1 inventory of cows, feeds and equipment, and real estate and values.</li> </ul>	, crops, machinery		SUN MO	1 2
- Complete January 1 balance sheet (will nee	d loan statements).		3	4 5 6 7 8 9
<ul> <li>Based on farm produced feed inventory, reafeeds.</li> </ul>	llocate farm produce	:đ	10	11     12     13     14     15     16       18     19     20     21     22     23
Assemble income tax materials; apply for 1 necessary.	ate filing if		24	25 26 27 28 29 30/31
Assess crop acreage needs; arrange for ren already completed.	ted land if not		<b>.</b>	
Clean, inspect, repair farm equipment, che hazards, missing PTO shields, etc.	ck for safety			en e
Arrange for service check by milking equip	ment dealer.			
Analyze DHI Dairy Herd Profile.				
File W-2, 1099, and 943 forms by January 3	1.			
Check to see if there are increases in the or minimum wage rates for farm employees.	e Social Security ra	te	MAN	AGEMENT ACTIVITIES FOR EACH MONTH
- Consider contacting Cooperative Extension end farm business analysis.	agent to do a year-	Date to	Check when <u>complete</u>	
DAILY MANAGEMENT ACTIVIT	IES		·	- Evaluate performance on last month's goals and establish goals for the coming month.
Finalize activities that will be accomplished to be analyzed and/or made	ed and decisions	_/_/_		- Pay bills, withdraw family living allowance, evaluate cash flow.
Set priorities for the day and schedule peractivities and tasks	sonnel to			- Analyze accounts payable and consider borrowin to reduce interest charges; search for prepaym and cash discounts.
Calculate milk produced per cow in last day and evaluate trends	, add to graph,			- Evaluate labor force relative to needs.
Collect heat detection information from all select cows to breed, and call inseminator	personnel,			- Consider AIM reports from DHI to analyze weak links in herd performance.
Check heat expectancy chart to see what cow into heat in the next day or two.	s may be coming	_/_/_	**************************************	- Search for less expensive sources of purchased feeds.
Monitor feed bunk, observe cows, check for changes; if necessary adjust ration composifed, and feeding strategy	feed quality tion, quantity			- Evaluate feeding management program - send in forage samples as changes are expected.
Analyze new cases of mastitis and other her problems, take corrective action, if needed	d health			- Evaluate reproductive performance of heifers a milking herd, re-evaluate goals.
Check operation of all water cups				<ul><li>Body tape sampling of heifers and cows.</li><li>Check to be sure calfhood vaccinations/dehorni</li></ul>
Review potential cull list (weekly)		/		/extra teats removed - on schedule.
Establish priority list and decision list future days	or tomorrow and			- Plan dry off decisions based upon expected calvings and animal numbers.
- Finalize labor force for tomorrow before em	ployees go home		·	<ul> <li>Evaluate peak production and persistency of milking cows.</li> </ul>
				- Consider culturing high SCC and clinical masticases.
	١		<del></del>	- Evaluate sire selection, consider new sires.
Source: Cornell Dairy Farm Audit Program		1 1		- Inspect machinery and equipment (belts,

lubrication, operating efficiency.

system, inflations, etc.

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

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

		MEASURE OF PERFORMANCE	MANAGEMEN CHANGE/TA		LAST MONTH		GOALS	THIS M	ONTH
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	1		-						
									<u></u>
מַ	AIRY FARM HANAGEMENT CALENDAR FOR	FEBRUARY 1988	·	SUN		RUARY 1: WED		RI SAT	
- Check to	be certain all income tax mater.	ials are on hand		·	1	2 3	4		6
- Analyze	year-end business records, list:	strengths and weaknesse	es	7	8	9 10	11	12 10	3
regular	ne labor needs for critical crop page seasonal help			14	15 10	3 17	18	19 2	0
not don	ne all seed, fertilizer, and herb e previously ne cost of lime, fertilizer, and l			21 28	22 23	24	28	26 2	7
and sour	nd/or from alternative sources; or rce	der in least cost form	ze n				<u> </u>		
- Complete	e equipment repair			МА	ANAGEMENT AC	TIVITIES	FOR EAC	H MONTH	
- Assess	credit needs and arrange financing	5							
	acuum line r an analysis of daily spread manu	ure	Date to complete	Check when <u>complete</u>					
- Consider	reapplication for Ag Value Asses	ssment	_/_/_		- Evaluate	perform	ance on	last mont	h's goals an
	come tax returns (February 28)				establis	h goals s, withd	for the raw fami	coming mo	nth.
	DAILY MANAGEMENT ACTI	VITIES		<del></del>	- Analyze	accounts e intere	payable st charg	and cons es; searc	ider borrowi h for prepay
- Finalize to be a	e activities that will be accomplinalyzed and/or made	shed and decisions		STATE OF The State	- Evaluate				needs. analyze weak
- Set pric	prities for the day and schedule ples and tasks	personnel to			links in	herd pe	rformance	е.	of purchase
and eval	e milk produced per cow in last cuate trends	~ .			feeds Evaluate	feeding	manageme	ent progr	am - send in
select o	heat detection information from a cows to breed, and call inseminate eat expectancy chart to see what o	or 	_/_/_		forage sate for forage	reprodu	ctive per	rformance	ected. of heifers a
into he	at in the next day or two.  feed bunk, observe cows, check fo			<del></del>	- Body tape			-	cows,
changes	; if necessary adjust ration compo d feeding strategy	osition, quantity	_/_/_	<del></del>	- Check to /extra te	be sure eats remo	calfhood oved - or	d vaccina n schedul	tions/dehorni e.
- Analyze problem:	new cases of mastitis and other has, take corrective action, if need	nerd health led	<del>-/-/-</del> .	<del></del>	- Plan dry calvings	off deci	isions ba mal numbe	sed upon ers.	expected
- Check or	peration of all water cups				- Evaluate milking o		duction	and pers	stency of
- Establis	ootential cull list (weekly) sh priority list and decision list	for tomorrow and			_		ng high S	SCC and cl	inical masti
future d	lays		_/_/_		- Evaluate	sire sel	lection,	consider	new sires.
- Finalize today	labor force for tomorrow before				- Inspect m lubricati	achinery	and equ	ipment (1	elts,
	Source: Cornell Dairy Farm Audit Prog Thomas R. Maloney Terry R. Smi Robert A. Milligan W. Shaw Rel	th	_/_/_	<del></del> -	- Check the	milking and mai	g system Intenance	including of vacu	g the followi um pump, CIP

system, inflations, etc.

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

	AREA FOR IMPROVEMENT	MEASURE OF PERFORMANCE	MANAGEMENT CHANGE/TASI	7	LAST MONTH	GOALS	PUTA VA	
			ommon inci	7	LAST MUNIT		THIS MOD	<u>(TH</u>
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	· ·		4					
	DAIRY FARM MANAGEMENT CALENDAR	FOR MARCH 1988	,		MAR	CH 1988		
				SUN			FRI SAT	
Reinven	tory forages and check allocati	on: adjust sales er			i i	2 3	4 5	
purchase	e plans	on, adjust sales or		6	7 8	9 10	11 12	
Arrange	for short-term labor needs at	critical crop times		13	14 15	16 17	18 19	
Prepare yields	crop records for another year;	plan for recording crop		20	21 22	23 24	25 26	
Adjust	planter for population			27	28 29	30 31		
Plan for	r IBR, BVD, PI3 and leptospiros	is and other vaccination	าร	<u>l</u>				•
done ant	nually or biannually							
	ence fixing				MANAGEMENT AC	TIVITIES FOR	EACH MONTH	
Consider stands	r dormant herbicide application	s to existing pure alfal	Lfa	Charle		٠		
Prepare	for planting of spring grains	and hav seedings	Date to complete	Check when				
	e crop supply needs if not alre		<u>comprete</u>	complet	<del></del>			
		, , , , , , , , , , , , , , , , , , , ,	<del>-/-/-</del>	*****	establish	performance h goals for t	on last mont he coming mo	h's goals and nth.
			_/_/_	<del></del> -	- Pay bills	s, withdraw f cash flow.	amily living	allowance,
			/ /					
	DAILY MANAGEMENT AC	TIVITIES			to reduce	iccounts paya ∍ interest ch discounts.	ble and const arges; search	ider borrowing h for prepaymen
Winolia			/ /					
to be an	e activities that will be accomp alyzed and/or made	olished and decisions		•		labor force		
Set prio	rities for the day and schedule es and tasks	e personnel to		<del></del>	links in	AIM reports herd perform	ance.	inalyze weak
	es and tasks e milk produced per cow in last	down add to such	,	<del></del>	- Search fo feeds.	or less expens	sive sources	of purchased
and eval	uate trends	. day, and to graph,			- Evaluate	feeding manag	gement progra	em - cand in
Collect select c	heat detection information from ows to breed, and call insemina	all personnel,		<del></del>	forage sa	mples as char	nges are expe	cted.
eration Settle See a	at expectancy chart to see what				- Evaluate milking h	reproductive erd, re-evalu	performance	of heifers and
into hea	t in the next day or two.	o some may be coming	_/_/_			sampling of	_	COWS
Monitor changes;	feed bunk, observe cows, check if necessary adjust ration com	for feed quality		<del></del>				ions/dehorning
fed, and	feeding strategy	-production, quantity			/extra te	ats removed -	on schedule	
Analyze problems	new cases of mastitis and other , take corrective action, if ne	herd health eded	_/_/_	<del></del> ,	- Plan dry calvings	off decisions and animal nu	s based upon umbers.	expected
	eration of all water cups		_/_/_		- Evaluate	peak producti		stency of
Review p	otential cull list (weekly)		, ,		milking c	ows.		
Establis	h priority list and decision li	st for tomorrow and		<del>***</del>	- Consider o	culturing hig	th SCC and cl	inical mastitis
future d	ays	•	_/_/_		- Evaluate	sire selectio	n, consider	new sires.
Finalize today	labor force for tomorrow befor	e employees go home	_/_/_		- Inspect ma	achinery and	equipment (b	elts,
	Source: Cornell Dairy Farm Audit P Thomas R. Maloney Yerry R.	rogram	/ /			on, operating	<u>-</u>	AL - C **
	Thomas R. Maloney Terry R. Shaw	Reid	<del></del>	<del></del>	operation	mliking syst and maintena iflations, et	nce of vacuum	the following:

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

		AREA FOR IMPROVEMENT	MEASURE OF PERFORMANCE	MANAGEMENT CHANGE/TASK		LAST MONTH	GOALS	THIS MON	<u>TH</u>
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									<del></del>
	Finalize	DAIRY FARM MANAGEMENT CALENDA tax returns (if extension was	· · · · - · · ·						- Transmission (Control of Control of Contro
		vet areas and plot on aerial p	· · ·			AD	DII 1000		
		considerations and crop decis			SUN	MON TUE	RIL 1988 WED THU	FRI SAT	
	Plant nev	seedings and spring grains						1 2	•
	Plant com	n (last week) if weather perm	its		3	3 4 5	6 7	8 9	
	Evaluate necessary	legume stands for winter dama	ge; adjust crop plans if		10	11 12	13 14	15 16	
	Topdress	pastures and grass hay crop f	ields		17	7 18 19	20 21	22 23	
	Plan whe	re forages should be stored fo season	r optimum allocation next	:	24	25 26	27 28	29 30	
. <b></b> .	Clean va	cuum line							
	Deworm he going out	eifers going onto pasture (3 w	reeks and 6 weeks after						
	Consider	an analysis for stored manure		,		MANAGEMENT A	CTIVITIES FOR	R EACH MONTH	
	Complete	fence fixing							
	Analyze	quarterly financial data		Date to	Check when				
		wly planted seedings and small to spray	grains for weeds, be	complete	complet	- Evaluat	e performance	e on last mont	h's goals and
		for custom weed control or che Recalibrate each year.	ck your own sprayer for	_/_/_		- Pay bil	ls, withdraw	family living	
		rage allocation and anticipate es from last year are used up	e feed program adjustments	· · · · · · · · · · · · · · · · · · ·		- Analyze			ider borrowing
		DAILY MANAGEMENT A	CTIVITIES	, ,		and cas	h discounts.		ch for prepaymen
		activities that will be accom	mplished and decisions		<del></del>			relative to	
	Set prio	alyzed and/or made rities for the day and schedul	le personnel to			links i	n herd perfor		-
		es and tasks			-	- Search : feeds.	for less expe	ensive sources	of purchased
	and eval	e milk produced per cow in las uate trends		_/_/_	<del></del>			nagement progr nanges are exp	
	select c	heat detection information from to breed, and call insemin	nator				e reproductiv herd, re-eva		of heifers and
		at expectancy chart to see what in the next day or two.	at cows may be coming	_/_/_	<del></del>	- Body ta	pe sampling o	of heifers and	l cows.
	changes;	feed bunk, observe cows, check if necessary adjust ration co feeding strategy						fhood vaccina l - on schedul	tions/dehorning e.
	Analyze	new cases of mastitis and other, take corrective action, if r			<del></del>		y off decisions and animal	ons based upor numbers.	expected
	-	eration of all water cups				- Evaluato milking		ction and pers	istency of
	•	otential cull list (weekly)		, ,				of the SCC and -	linical mastiti
	Establis	h priority list and decision :	list for tomorrow and	<del>-                                    </del>		cases.			
		ays  labor force for tomorrow before	ore employees go home	_/_/_		- Inspect	machinery ar	ion, consider nd equipment (	belts,
	today							ing efficiency	
			it Program R. Smith aw Reid	-/-/-		operation		nance of vacu	g the following um pump, CIP

system, inflations, etc.

# DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF MAY 1988

MANAGEMENT

MEASURE OF

Adjust post energence butbacked meads  Picials came planting  Rits any justifies in some planting. Seeing equipment, and tillings Injustments on they are element and bubbletered  Rits any justifies in some planting. Seeing equipment, and tillings Injustments on they are element and bubbletered  Rits any justifies in some planting. Seeing equipment, and tillings Injustments on they are element and bubbletered  Rits any justifies in some planting. Seeing equipment, and tillings Injustments on they are element and bubbletered  Rits any justifies to income disease.  Record to pyticide typical and quality by storage feelility; take  Record to pyticide typical and quality by storage feelility; take  Record to pyticide typical and quality by storage feelility; take  Rits any justifies of progress  Administration of progress  Administration for income dumps - be proposed to apply or burses early  MARK assume provides decisions  Rits any justifies of traggers  Administration planting for the seed of traggers  Rits any planting for the seed from the seed of traggers  Administration planting for the seed from the seed of traggers  Rits any planting planting for the seed from the seed of traggers  Administration planting for the seed from the seed of traggers  Rits any provides decision and the seed of traggers  Rits any provides and the seed of traggers  Rits any planting for the seed of traggers  Rits any provides and the seed of traggers  Rits any planting for the seed of traggers  Rits any provides and the seed of traggers  Rits any planting for the seed of traggers  Rits any provides and the seed of traggers  Rits any provides an		AREA FOR IMPROVEMENT	MEASURE OF PERFORMANCE	MANAGEMENT CHANGE/TASK		LAST MONTH	GOALS	THIS MONTH	
DAILY FARM MANAGEMENT CALEDSAM FOR MAY 1988  **Adjust pust weregroup bachietoe teeds  **Finish corn planting  **Partiah c									_
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DAILY FARM MANAGEMENT CALEDSAM FOR MAY 1988  **Adjust pust weregroup bachietoe teeds  **Finish corn planting  **Partiah c			· · · · · · · · · · · · · · · · · · ·		<del></del> -			· · · · · · · · · · · · · · · · · · ·	_
DAILY FARM MANAGEMENT CALEDSAM FOR MAY 1988  **Adjust pust weregroup bachietoe teeds  **Finish corn planting  **Partiah c				·					
DAILY FARM MANAGEMENT CALEDSAM FOR MAY 1988  **Adjust pust weregroup bachietoe teeds  **Finish corn planting  **Partiah c		:							
Adjust post emergence herbfolds mands  Finish corn planning  Record hay yields by fisied and quality by aborage facility: take samples for forage analyzed and quality by aborage facility: take samples for forage analyzed and quality by aborage facility: take samples for forage analyzed and quality by aborage facility: take samples for forage analyzed and quality by aborage facility: take samples for forage analyzed and quality by aborage facility: take samples for forage analyzed and quality by aborage facility: take samples for forage analyzed and quality by aborage facility: take samples for forage analyzed and quality by aborage facility: take samples for forage analyzed and quality by aborage facility: take samples for forage analyzed and quality vacacions  Date or Scenaria for samples for sampl									· ·
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Adjust post emergence herbicide needs  Finish corm planting  Bote emy repairs to occupianter, seeding equipment, and tillage implements as they are cleared and lubricated  Record bay yields by field and quality by storage facility; take samples for forage analysis  Analyse BNI ladder of Progress  Check slight fields for insect damaga - be prepared to spray or  Make plans for employee and family vacations  Bate to samples for forage analysis  Analyse BNI ladder of Progress  Check slight fields for insect damaga - be prepared to spray or  Make plans for employee and family vacations  Bate to samples for employee and family vacations  Analyse BNI ladder of Progress  Check slight fields for insect damaga - be prepared to spray or  MAMAGEMENT ADTIVITIES FOR EACH MONTE  Check when samples for employee and family vacations  Determine planned service sizes  - Final season purchase decisions  DAILY MAMAGEMENT ACTIVITIES  DAILY HAMAGEMENT ACTIVITIES FOR EACH MONTE  Check but secure search and consider bereath bereath of prepared activities and decisions to be prepared to be active benefits and consider prepared to be active benefits and co		DAIRY FARM MANAGEMENT CALEND	AR FOR MAY 1988		*	MA	Y 1988		
Adjust post emergence harbicide meads  Finish corn planting  Kate any repairs to corn planter, seeding equipment, and tillings Laplements us they are cleaned and lubricated  Record bay yields by field and quality by storage facility; take samples for forage analysis  Deworm heifers on pasture second time (3 weeks from first  Lecalment)  Analyse BHI Ladder of progress  Check alfalia fields for insect damage - be prepared to spray or  Barrest early  Make plans fer employes and family vacations  Determine planted service sires  Determine planted service sires  Seath by harvest  DAILY MANAGEMENT ACTIVITIES  ANALYSE accounts payable and consider borror to radiose interest. Calculate mild propores from BHI to smallyze we into analyzed analyze made and accounts for small carbot forage samples as changes are expected.  Calculate mild produced per now in last day, add to graph, and excitate facting indicated forage samples as changes are expected.  Calculate mild produced per now in last day, add to graph, and excitate in the naxe day or two.  Calculate mild produced per now in last day, add to graph, and excitate in the naxe day or two.  Calculate mild produced per now in last day, add to graph, and excitate in the naxe day or two.  Calculate mild produced per now in last day, add to graph, and excitate in the naxe day or two.  Calculate mild produced per now in last day, add to graph, and excitate in the naxe day or two.  Calculate mild produced per now in last day, add to graph, and excitate in the naxe day or two.  Calculate mild produced per now in last day, add to graph, and excitate in the naxe day or two.  Calculate mild produced per now in last day, add to graph, and excitate in the naxe day or two.  Calculate mild produced per now in last day, add to graph, and excitate in the naxe day or two.  Calculate mild produced per now in last day, add to graph, and excitate in the naxe day or two.  Calculate mild produced per now in last day.  Calculate mild produced per now in last day.  Calculate mild produced per no					SUN	MON TUE W	/ED THU		
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Samples for Torsigo analysis  Devors helfers on pasture second time (3 weeks from first creatment)  Analyse Bill Ladder of Progress  Check slifalfa fields for insect damage - be prepared to spray or harveve early  Make plans for employee and family vacations  Date to Additionable of the committee of the day and schodule personnel to analyzed out/or made  Finalize activities that will be accomplished and decisions to be analyzed out/or made  Finalize activities that day and schodule personnel to analyzed out/or made  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and evaluate frends  Calculates milt produced per cow in last day, add to graph, and	- Note and implement	y repairs to corn planter, see nts as they are cleaned and lu	ding equipment, and till bricated	age	15	16 17	18 19	20 21	
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- Make semen purchase decisions  - Determine planned service sites  - Evaluate performance on last month's goals establish goals for the coming month.  - Start hay harvest  - Pay bills, withdraw family living allowance evaluate cach flow.  - Analyze accounts payable and consider borror to reduce interest charges; search for prep and cash discounts.  - Finalize activities that will be accomplished and decisions to be analyzed and/or made  - Start hay harvest  - Pay bills, withdraw family living allowance evaluate cach flow.  - Analyze accounts payable and consider borror to reduce interest charges; search for prep and cash discounts.  - Evaluate labor force relative to meds.  - Consider AIM reports from DHI to analyze we links in herd performance.  - Search for less expensive sources of purchan feeds.  - Calculate milk produced per cow in last day, add to graph, and evaluate trends  - Calculate milk produced per cow in last day, add to graph, and evaluate trends  - Calculate milk produced per cow in last day, add to graph, and evaluate trends  - Calculate milk produced per cow in last day, add to graph, and evaluate trends  - Calculate milk produced per cow in last day, add to graph, and evaluate trends  - Calculate milk produced per cow in last day, add to graph, and evaluate trends  - Calculate milk produced per cow in last day, add to graph, and evaluate trends  - Calculate milk produced per cow in last day, add to graph, and evaluate trends  - Evaluate feeding management program - send forage samples as changes are expected.  - Evaluate feeding management program - send forage samples as changes are expected.  - Evaluate performance of heifer milking herd, re-evaluate goals.  - Check to be sure calfibod vaccinations/dehor/extra teats removed - on schedule.  - Check to be sure calfibod vaccinations/dehor/extra teats removed - on schedule.  - Plan dry off decisions based upon expected calvings and arimal numbers.  - Evaluate sire selection, consider new sires.  - Evaluate sire selection, consider new sires.  -	- Make pl	ans for employee and family va	cations		when				*** ****
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DAILY MANAGEMENT ACTIVITIES    Timalize activities that will be accomplished and decisions	- Start h	ay harvest		_/_/_		- Pay bills,	withdraw far		
DAILY MANAGEMENT ACTIVITIES    Timalize activities that will be accomplished and decisions						- Analyze acc	counts payabl	le and conside	r borrowing
- Finalize activities that will be accomplished and decisions to be analyzed and/or made  - Consider AIM reports from DHI to analyze we. links in herd performance.  - Set priorities for the day and schedule personnel to activities and Lasks  - 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)  - Search for less expensive sources of purchating feeds.  - Evaluate feeding management program - send forage samples as changes are expected.  - Evaluate reproductive performance of heifer: milking herd, re-evaluate goals.  - Check to be sure calfhood vaccinations/dehorient feeds bunk, observe cows, check for feed quality /extra teats removed - on schedule.  - Plan dry off decisions based upon expected calvings and animal numbers.  - Evaluate peak production and persistency of milking cows.  - Evaluate peak production and persistency of milking cows.  - Evaluate peak production and persistency of milking cows.  - Evaluate sire selection, consider new sires.  - Evaluate sire selection, consider new sires.  - Finalize labor force for tomorrow before employees go home force for tomorrow before employees go home force for concell Daily Farm Audil Program		DAILY MANAGEMENT A	CTIVITIES			to reduce i	interest char	rges; search f	or prepaymen
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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 Dalty Farm Audit Program  - Search for less expensive sources of purchangeed.  - Evaluate feeding management program - send forage samples as changes are expected.  - Evaluate reproductive performance of heifer: milking herd, re-evaluate goals.  - Evaluate reproductive performance of heifer: milking herd, re-evaluate goals.  - Check to be sure calfhood vaccinations/dehor /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 mast cases.  - Evaluate sire selection, consider new sires.  - Evaluate peak production and persistency of milking cows.	to be ar	nalyzed and/or made		/		- Consider Al links in he	M reports fi erd performan	rom DHI to ana	lyze weak
- Evaluate feeding management program - send forage samples as changes are expected.  - 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)  - Evaluate feeding management program - send forage samples as changes are expected.  - Evaluate reproductive performance of heifer miking herd, re-evaluate goals.  - Check to be sure calfhood vaccinations/dehor /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 mas cases.  - Evaluate sire selection, consider new sires.  - Finalize labor force for tomorrow before employees go home today  - Check the milking system including the falls.  - Check the milking system including the falls.			le personnel to		<del></del>	- Search for			purchased
- 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  - Consider culturing high SCC and clinical mas cases.  - Finalize labor force for tomorrow before employees go home today  - Check to be sure calfhood vaccinations/dehor /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 mas cases.  - Finalize labor force for tomorrow before employees go home today  - Check the milking system including the following system inc	Calculat and eval	e milk produced per cow in la: uate trends	st day, add to graph,			- Evaluate fe forage samp	eding manage les as chang	ement program tes are expect	- send in ed.
- 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  - Check the milking system including the follows.  - Check the milking system including the follows.  - Check the milking system including the follows.	- Collect select o	heat detection information from the cows to breed, and call inseminations.	om all personnel, nator			- Evaluate re	productive p	erformance of	
changes; if necessary adjust ration composition, quantity fed, and feeding strategy	- Check he into hea	eat expectancy chart to see what in the next day or two.	at cows may be coming	_/_/_		•	•		ws,
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  Source: Cornell Dairy Farm Audit Program  Calvings and animal numbers.  Evaluate peak production and persistency of milking cows.  Consider culturing high SCC and clinical mast cases.  Evaluate sire selection, consider new sires.  Inspect machinery and equipment (belts, lubrication, operating efficiency.	changes;	if necessary adjust ration co	k for feed quality omposition, quantity	<u> </u>	<del></del>	/extra teat	s removed -	on schedule.	
Check operation of all water cups  - Evaluate peak production and persistency of milking cows.  Review potential cull list (weekly)  - Consider culturing high SCC and clinical mass cases.  Establish priority list and decision list for tomorrow and future days  - Evaluate sire selection, consider new sires.  Finalize labor force for tomorrow before employees go home  - Inspect machinery and equipment (belts, lubrication, operating efficiency.  Source: Cornell Dalry Farm Audit Program				_/_/		calvings an	id animal num	ibers.	
Establish priority list and decision list for tomorrow and future days  Finalize labor force for tomorrow before employees go home  Today  Cases.  Evaluate sire selection, consider new sires.  Inspect machinery and equipment (belts, lubrication, operating efficiency.  Source: Cornell Dairy Farm Audit Program  Check the milking system including the follows:		•						on and persist	ency of
Establish priority list and decision list for tomorrow and future days  - Evaluate sire selection, consider new sires.  Finalize labor force for tomorrow before employees go home - Inspect machinery and equipment (belts, lubrication, operating efficiency.  Source: Cornell Dairy Farm Audit Program - Check the milking system including the follows:	Review p	otential cull list (weekly)		_/_/_			lturing high	SCC and clin	ical mastitis
Source: Cornell Dairy Farm Audit Program  // - Check the milking system including the following the	Establis future d	h priority list and decision lays	list for tomorrow and				re selection	ı, consider ne	w sires.
Source: Cornell Dairy Farm Audit Program Check the milking system including the following th		labor force for tomorrow befo	ore employees go home	_/_/_		- Inspect mac lubrication	hinery and e , operating	quipment (beli efficiency.	ts,
Thomas R. Maloney Terry R. Smith Robert A. Milligan W. Shaw Reid operation and maintenance of vacuum pump, CI system, inflations, etc.		Thomas R. Maloney Terry R. S	Smith	/	<del></del>	operation a	nd maintenan	ice of vacuum p	ne following: pump, CIP

GOALS

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

MANAGEMENT

MEASURE OF

	AREA FOR IMPROVEMENT	PERFORMANCE	CHANGE/TASK		LAST }	ONTH			TH	IS MONT	<u>eh</u>	
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	DAIRY FARM MANAGEMENT CAL	ENDAR FOR JUNE 1988		SUN	MON	JU TUE	NE 1988 WED		FRI "	SAT		
			•				1	2	3	4		
- Comp	lete first cutting hay	3		5	6	7	8	9	10	11		
	rd hay crop yields by field an samples for forage analysis	d quality by storage facil	ity;	12	13	14	15	16	17	18		
- Inve	ntory remaining corn silage an ing	d allocate forages for sum	nmer	19	20	21	22	23	24	25		
	uate weeds and adjust post-eme ssary	ergence treatments, if		26	27	28	29	30				
- Side	dress corn and topdress legume	s										
- Obse	rve crops for weeds, population	n, fertility, etc.		1	MANAGE	MENT A	CTIVITI	ES FOR I	EACH M	ONTH		
- Repa	ir forage harvest equipment			Check								
- Chec	k reserve air flow capacity of	milking system	Date to complete	when complete	e							
	nge for service check by milki		_/_/		- <del>-</del>	valuate	e perfo	rmance o	on las	t mont	n's goa	ls and
	nge for custom combining of sm	all grains						s for th				
	k alfalfa fields for insects						ls, wit e cash	hdraw fa flow.	amily	living	allowa	nce,
·- Chec	k condition of pastures and ar	nimals on pastures	_/_/									orrowing
	DAILY MANAGEME	NO ACOUTOTEC					ce inte h disco		arges;	searc	h for p	prepayment
	DAILI MANAGEME	MI AUITVILLES			': <u>-</u>	Evaluat	e labor	r force	relati	ive to	needs,	
	alize activities that will be be analyzed and/or made	accomplished and decisions			-			reports perform		DHI to	analyz	e weak
	priorities for the day and so ivities and tasks	hedule personnel to			•	Search feeds.	for le	ss expe	nsive	source	s of pu	ırchased
	culate milk produced per cow i evaluate trends	n last day, add to graph,			-			ing man				
	lect heat detection information ect cows to breed, and call in		_/_/_		-			oductiv re-eva			e of he	eifers and
	ck heat expectancy chart to se o heat in the next day or two					·	-	pling o				
cha	itor feed bunk, observe cows, nges; if necessary adjust rati			***************************************	•	/extra	teats	removed decisio	- on	schedu	le.	/dehorning
	lyze new cases of mastitis and blems, take corrective action		_/_/_			calvin	gs and	animal :	number	s.		
Che	ck operation of all water cups	S				milkin	g cows.					
Rev	iew potential cull list (week	Ly)				Consid	er cult	uring h	igh SC	C and	clinica	al mastitis
	ablish priority list and decis	sion list for tomorrow and	_/_/_		•			select				
Fir	aalize labor force for tomorro	w before employees go home	_/_/_		. <b>-</b>			nery an operati				,
	Source: Cornell Dairy Farm Thomas R. Maloney	Audit Program Ferry R. Smith W. Shaw Reid	_/_/_		-	operat	ion and	king sy I mainte Itions,	nance			following: mp, CIP

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

	AREA FOR IMPROVEMENT	MEASURE OF PERFORMANCE	MANAGEMENT CHANGE/TAS		GOALS  LAST MONTH  THIS MONTH
	and the second s				
			**************************************	· · · · · · · · · · · · · · · · · · ·	
				•	
				<u> </u>	
		·			JULY 1988
	DAIRY FARM MANAGEMENT CALEND	AR FOR JULY 1988		SUN	MON TUE WED THU FRI SAT
					1 2
-	Continue hay crop harvest (second cut quality assessments	t), yield recording, and		3	4 5 6 7 8 9
	Assess credit usage, plan for addition of short-term debts	onal needs and/or repayme	nt	10	
	Observe corn for weeds and fertility			24	25 26 27 28 29 30/31
	Ready combine for small grains or fir custom harvest	nalize arrangements for			
	Finalize plans for operator and labor	vacations		· M	IANAGEMENT ACTIVITIES FOR EACH MONTH
	Clean vacuum line			Check	
	Analyze DHI Herd Profile  Check condition of pasture and animal	la an	Date to complete	when complete	
	Watch alfalfa fields for leafhopper	•		****	- Evaluate performance on last month's goals and
	spray if necessary	Jo propulation	, ,		establish goals for the coming month.
			·	<u></u>	<ul> <li>Pay bills, withdraw family living allowance, evaluate cash flow.</li> </ul>
	DAILY MANAGEMENT	ACTIVITIES		•••	<ul> <li>Analyze accounts payable and consider borrowing to reduce interest charges; search for prepayment and cash discounts.</li> </ul>
- <b>-</b>	Finalize activities that will be acceto be analyzed and/or made	omplished and decisions			- Evaluate labor force relative to needs.
	Set priorities for the day and schedu activities and tasks	ıle personnel to	_/_/_	<del></del>	<ul> <li>Consider AIM reports from DHI to analyze weak links in herd performance.</li> </ul>
	Calculate milk produced per cow in la and evaluate trends	ast day, add to graph,	/_/_	<del></del>	<ul> <li>Search for less expensive sources of purchased feeds.</li> </ul>
	Collect heat detection information for select cows to breed, and call insemi		<del>/-/-</del>		- Evaluate feeding management program - send in forage samples as changes are expected.
	Check heat expectancy chart to see when into heat in the next day or two.	nat cows may be coming	/ /	***************************************	<ul><li>Evaluate reproductive performance of heifers and milking herd, re-evaluate goals.</li><li>Body tape sampling of heifers and cows.</li></ul>
	Monitor feed bunk, observe cows, checkness; if necessary adjust ration of	ck for feed quality			- Check to be sure calfhood vaccinations/dehorning
	fed, and feeding strategy			<del></del>	/extra teats removed - on schedule.
	Analyze new cases of mastitis and oth problems, take corrective action, if			<u> </u>	- Plan dry off decisions based upon expected calvings and animal numbers.
	Check operation of all water cups  Review potential cull list (weekly)			<u></u>	<ul> <li>Evaluate peak production and persistency of milking cows.</li> </ul>
	Establish priority list and decision future days	list for tomorrow and			- Consider culturing high SCC and clinical mastitis cases.
	Finalize labor force for tomorrow be	fore employees go home	_/_/_		- Evaluate sire selection, consider new sires.
	today				<ul> <li>Inspect machinery and equipment (belts, lubrication, operating efficiency.</li> </ul>
		t Program R. Smith aw Reld	/_/_	<del></del> .	<ul> <li>Check the milking system including the following: operation and maintenance of vacuum pump, CIP system, inflations, etc.</li> </ul>

Robert A. Milligan

W. Shaw Reid

operation and maintenance of vacuum pump, CIP

system, inflations, etc.

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

	AREA	FOR IMPROVEMENT	MEASURE OF PERFORMANCE	MANAGEM CHANGE/			LAST M	ONTH		GOALS	TH	IS MONT	<u> </u>
	••••							<del></del>					<u>.</u>
													<del>" ,,, ,</del>
	**************************************												·
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				<u> </u>		· · ·		<del> </del>			·	·	— ************************************
	DAIRY F	ARM MANAGEMENT CALENI	NAP FOR AHOHEM 1000										
		THE THE PROPERTY OF THE PROPER	ARE FOR AUGUST 1988					AUGI	UST 19	88			
Conti	nue hav cr	op harvest (third cu	t), yield recording, and	,		SUN	MON	TUE	WED	THU	FRI	SAT	
quali	ty assessm	ent	c), yield recording, and				'	2	3	4	5	6	
	st small g					7	8	9	10	11	12	13	
		r weeds and fertilit				14	15	16	17	18	19	20	•
silag	ate remain e and rema	ding corn silage; planding hay crop	n storage allocation for	corn		21	22	23	24	25	26	27	
Make	fall hay s	eedings				28	29	30	31				
- Conti	nue to mon	itor hay fields for	insect damage		·	·		- · ·		<del>1</del> 11			•
- Consid	der aerial	seeding of rye into	silage corn			•							
- Check with l	condition	of pasture and supp	lement animals on pasture	2		MAN	AGEMENT	. ACTIV	ITIES 1	FOR EAC	H MONT	H	
- Check	all farm		repairs, safety hazards,	Date to	Che wh	en							
- Obtain	n straw fo	r bedding needs		/ /	COMP		Erro I			-			
		for fall harvest			***************************************	<u> </u>	estab	lish go	ciorman	or the c	eoming	month.	goals and
- Analyz	ze quarter	ly financial data		_/_/_			· Pay b evalu	ills, tate cas	withdra	w famil	y livi	ing allo	owance,
	·	DAILY MANAGEMENT	ACTIVITIES			<del></del>	Analy	ze acco	ounts p	ayable charge	and co	nsider irch fo	borrowinį r prepayme
- Finali	ze activi	ties that will be acc	complished and decisions	_/_/_	-		Evalu	ate lab	oor for	ce rela	tive t	o need:	s.
- Set pr		for the day and sched	dule personnel to				Consi links	der AIN in her	f repor	ts from ormance	DHI t	o analy	ze weak
- Calcul	ate milk praluate tre	produced per cow in l ends	last day, add to graph,				feeds	•					ourchased
- Collect	t heat des	tection information f breed, and call insem	rom all personnel, minator				forage	e sampl	es as	changes	are è	xpected	
- Check into h	heat expedient in the	ctancy chart to see w e next day or two.	what cows may be coming				milki	ng herd	l, re-e	valuate	goals	•	eifers an
change	s; if nece	nk, observe cows, che essary adjust ration g strategy	eck for feed quality composition, quantity				Check	to be	sure c	of hei alfhood ed - on	vacci	nations	/dehornin
- Analyz	e new case	es of mastitis and ot corrective action, if	her herd health				Plan o	dry off	decis	ions ba l numbe	sed up		cted
		of all water cups		_/_/_						uction .		rsisten	cy of
		cull list (weekly)		, .			milkir	ng cows	•				
	ish priori	-	a list for tomorrow and	_/_/_			Consid cases.		turing	high S	CC and	clinic	al mastit
	J	force for tomorrow be	fore employees go home	/_/_						ction, d			
today		Source: Cornell Dairy Far	m Audit Program				Inspec	t mach	inery a	and equi	ipment ficiend	(belts by.	1
		Thomas R. Maloney Robert A. Milligan	Terry R. Smith W. Shaw Reid	_/_/_			Check	the mi	lking :	system i	includ:	ing the	followin

# DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF SEPTEMBER 1988

AREA FOR IMPROVEMENT	PERFORMANCE	MANAGEMENT CHANGE/TASK		LAST 1	ONTH		GOALS	THIS MC	NTH
W. C.		<del>*************************************</del>		*		<del></del>			
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ballet established		<del>•</del>	<del></del>		<del></del>				
			· · · · · · · · · · · · · · · · · · ·						<del></del>
Get to the control of								·	
	•				SEPTEME	BER 198	38		
•			SUN	MON	TUE W	/ED 1	THU F		
							1	2 3	·
DAIRY FARM MANAGEMENT CALENDAR	FOR SEPTEMBER 1988		4	5	6	7	8	9 10	
			11	12	13	14	15	16 17	
 Corn silage harvest	·								
-			18	19	20	21	22	23 24	·
 Record corn silage yields by field a facility; take samples for forage an		, 🕻	25	26	27	28	29	30	
 Observe weeds in corn fields				1	L				
 Clean vacuum line	•			*****				_	
 Analyze DHI Genetic - Environmental	Herd Profile			MANAG.	SMENT AC	TIVITI	ES FOR	EACH MONTH	
		• ,	Check	ς					
Consider selling rye cover crop into		Date to complete	when comple	_					
 Put high priority on safety througho	ut the harvest season	/ /	Jompie		71	£.		<b>.</b>	.1.
 Make semen purchase decisions				-	svaruace establis	e perro Sh goal	rmance s for t	on last moments	nth's goals and month.
 Determine planned service sires		_/_/			Pay bill	s, wit	hdraw f	amily livi	ng allowance,
	•				evaluate	cash	flow.		
DAILY MANAGEMENT	ACTIVITIES	//				e inte	rest ch		nsider borrowing rch for prepaymen
 Finalize activities that will be acc	omplished and decisions		<del></del>	_ :	Evaluate	labor	force	relative t	o needs.
to be analyzed and/or made				_ = 1	Consider	AIM r	eports	from DHI t	o analyze weak
 Set priorities for the day and sched activities and tasks	ule personnel to				links in				-
 Calculate milk produced per cow in 1 and evaluate trends	ast day, add to graph,		***************************************	:	feeds.				es of purchased
 Collect heat detection information f	rom all personnel,							gement pro nges are e	gram - send in xpected,
select cows to breed, and call insem	inator	/		<b>-</b> ]	Evaluate	repro	ductive	performan	ce of heifers and
 Check heat expectancy chart to see w into heat in the next day or two.	hat cows may be coming	/_		1	nilking	herd,	re-eval	uate goals heifers a	•
 Monitor feed bunk, observe cows, che changes; if necessary adjust ration	ck for feed quality	/ /	-						nations/dehorning
fed, and feeding strategy	composition, quantity		-					- on sched	
 Analyze new cases of mastitis and ot problems, take corrective action, if			<del> </del>		Plan dry Palvings				on expected
 Check operation of all water cups		_/_/_					product	ion and pe	rsistency of
 Review potential cull list (weekly)		,			ilking				
 Establish priority list and decision future days	list for tomorrow and			(	cases.				clinical mastiti
 Finalize labor force for tomorrow be	fore employees go home	/_/_		- }	Evaluate	sire	selecti	on, conside	er new sires.
Source: Cornell Dairy Farm Audit P								equipment g efficien	
Thomas R. Maloney Terry R. S Robert A. Milligan W. Shaw	Smith	_/_/_	<del></del>	(		n and	mainten	ance of va	ing the following cuum pump, CIP

# DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF OCTOBER 1988

	AREA FOR IMPROVEMENT	MEASURE OF PERFORMANCE	MANAGEMEN CHANGE/TA:	_	LAS	T MONT	<u>H</u>	GOA	LS	THIS MONTH	<del></del> -
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			<del></del>	<u></u>							<del></del>
	-										-
	***************************************	•									_
				01111			BER 19				
	DAIRY FARM MANAGEMENT CALENDAR	FOR OCTOBER 1988		SUN M	ON 31	TUE	WED	THU	FRI S	SAT 1	
				2	3	4	5	6	7	8	
	Finish corn silage harvest and recordi	ing yields		9	10	11	12	13	14	15	
	Corn grain harvest			16	17	18					
	Lime new seedings, if needed						19	20	21	22	
	Finalize forage inventories, allocate plan forage sales or purchases	forages for the season,		23	24	25	26	27	28	29	
	Take needed soil samples			•							
	Evaluate DHI options used and available deletions to meet needs			:	MANA	GEMENT	ACTIVI	TIES FO	OR EACH	MONTH	
	Inspect and treat for lice and other e	external parasites	_	Check						•	
	Whitewash barn		Date to complete	when <u>complet</u>	<u>e</u>						
	Consider fall plowing				-	Evalua	te per	formanc	e on 1	ast month's	goals and
			, ,							oming month.	
					Ī	evalua	ite cas	h flow.	ramil	y living all	owance,
	DAILY MANAGEMENT AC			<del></del>	-	to red	luce in	unts pa terest counts.	charges	and consider s; search fo	borrowing r prepayment
	Finalize activities that will be accome to be analyzed and/or made	plished and decisions		<del></del>	-	Evalua	te lab	or forc	e rela	tive to need	s,
	Set priorities for the day and schedul activities and tasks	e personnel to		<del>-</del>	-	Consid links	ler AIM in her	report d perfo	s from	DHI to anal	yze weak
	Calculate milk produced per cow in las and evaluate trends	t day, add to graph,	_/	<del></del>	-	Search feeds.	for 1	ess exp	ensive	sources of	purchased
	Collect heat detection information from select cows to breed, and call insemin		_/_/_		<del>-</del> .	Evalua forage	te fee sampl	ding ma es as c	nagemer hanges	nt program - are expecte	send in
	Check heat expectancy chart to see wha into heat in the next day or two.	t cows may be coming		<del></del>	-	Evalua milkin	te rep g herd	roducti , re-ev	ve peri aluate	formance of goals.	heifers and
	Monitor feed bunk, observe cows, check changes; if necessary adjust ration companies to the contract of the co	for feed quality							•	fers and cow	
	fed, and feeding strategy  Analyze new cases of mastitis and othe		_/_/_		-	Check /extra	to be : teats	sure ca remove	lfhood d - on	vaccination schedule.	s/dehorning
	problems, take corrective action, if n  Check operation of all water cups	eeded			-	Plan d calvin	ry off gs and	decisi animal	ons bas number	ed upon expense.	ected
	Review potential cull list (weekly)				-	Evalua milkin	te peal	k produ	ction a	and persister	ncy of
	Establish priority list and decision 1 future days	ist for tomorrow and			-				high SC	C and clinic	cal mastitis
	Finalize labor force for tomorrow befo	re employees go home				-	te sire	e selec	tion, c	onsider new	sires.
	Source: Cornell Dairy Farm Audit Pro Thomas R. Maloney Terry R. S			<del></del>	-	Inspec lubric	t machi ation,	inery a operat	nd equi ing eff	pment (belts iciency.	S ,
	Robert A. Milligan W. Shaw I				-	Check	the mil	lking sy	ystem i	ncluding the	following:

system, inflations, etc.

AREA FOR IMPROVEMENT

THIS MONTH

GOALS

LAST MONTH

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

MANAGEMENT

CHANGE/TASK

MEASURE OF

PERFORMANCE

			<del></del> -	
	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			NOVEMBER 1988
	Note any equipment parts or replacements needed on any pieces o equipment	of	SUN	MON TUE WED THU FRI SAT
	Store equipment for winter		6	7 8 10 11 12 13
	Clean, lubricate, and complete minor repairs on harvest equipment		14	15 16 17 18 19 20
	Evaluate accounting records and analyze any proposed changes		21	22 23 24 25 26 27
-	Re-examine long-term goals, outline investment decisions to be considered		28	29 30
-	Prepare farmstead for winter ventilation, insulation, heating	ng		
-	Clean vacuum line			
-	Analyze DHI Ladder of Progress			
-	If cash flow permits, purchase fertilizer, herbicides, and insecticides for next year			ANAGEMENT ACTIVITIES FOR EACH MONTH
-	Vaccinate herd for IBR PI3, BVD, and Lepto	Date to	Check when <u>complete</u>	
•	Complete fall plowing	<u>Comprece</u>	Complete	
-	Attend at least one self-improvement or farm production educational program			- Evaluate performance on last month's goals and establish goals for the coming month.
-	Analyze quarterly financial data		*****	<ul> <li>Pay bills, withdraw family living allowance, evaluate cash flow.</li> </ul>
	DAILY MANAGEMENT ACTIVITIES	<del>-/-/-</del>	***	<ul> <li>Analyze accounts payable and consider borrowing to reduce interest charges; search for prepaymen and cash discounts.</li> </ul>
-	Finalize activities that will be accomplished and decisions to be analyzed and/or made		<del></del>	- Evaluate labor force relative to needs.
-	Set priorities for the day and schedule personnel to activities and tasks	_/_/_	<del></del> .	<ul> <li>Consider AIM reports from DHI to analyze weak links in herd performance.</li> </ul>
-	Calculate milk produced per cow in last day, add to graph, and evaluate trends		<del></del>	- Search for less expensive sources of purchased feeds.
-	Collect heat detection information from all personnel, select cows to breed, and call inseminator		<del></del>	<ul> <li>Evaluate feeding management program - send in forage samples as changes are expected.</li> </ul>
-	Check heat expectancy chart to see what cows may be coming into heat in the next day or two.	. —/	dentera	<ul> <li>Evaluate reproductive performance of heifers and milking herd, re-evaluate goals.</li> </ul>
-	Monitor feed bunk, observe cows, check for feed quality			- Body tape sampling of heifers and cows.
	changes; if necessary adjust ration composition, quantity fed, and feeding strategy		***************************************	<ul> <li>Check to be sure calfhood vaccinations/dehorning /extra teats removed - on schedule.</li> </ul>
-	Analyze new cases of mastitis and other herd health problems, take corrective action, if needed			<ul> <li>Plan dry off decisions based upon expected calvings and animal numbers.</li> </ul>
	Check operation of all water cups	_/_/_		<ul> <li>Evaluate peak production and persistency of milking cows.</li> </ul>
	Review potential cull list (weekly)  Establish priority list and decision list for tomorrow and	_/_/_		- Consider culturing high SCC and clinical mastitis cases.
	future days  Finalize labor force for tomorrow before employees go home	_/_/_		- Evaluate sire selection, consider new sires.
	Source: Cornell Dalry Farm Audit Program			<ul> <li>Inspect machinery and equipment (belts, lubrication, operating efficiency.</li> </ul>
	Thomas R. Maloney Terry R. Smith Robert A. Milligan W. Shaw Reld	<del>/-/-</del>	<del></del>	<ul> <li>Check the milking system including the following: operation and maintenance of vacuum pump, CIP system, inflations, etc.</li> </ul>

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

	AREA FOR IMPROVEMEN	MEASURE OF	MANAGEMEN	· <del>-</del>	GOALS	
	AREA FOR INTROVENED	<u>PERFORMANCE</u>	CHANGE/TA	<u> ISK</u>	LAST MONTH THIS MONTH	
			*			
			*			
					, , , , , , , , , , , , , , , , , , , ,	
				, <u>.</u>		
					DEGETTED 4000	
				SUN N	DECEMBER 1988 MON TUE WED THU FRI SAT	
					1 2 3	
	DAIRY FARM MANAGEMEN	T CALENDAR FOR DECEMBER 1988		4	5 6 7 8 9 10	
				11	12 13 14 15 16 17	
	Project income tax liabilit	y, evaluate opportunities for inc	ome			
	tax management		- <del></del>	18	19 20 21 22 23 24	
	Evaluate success at meeting Establish annual goals for			25	26 27 28 29 30 31	
	Prepare cash flow budget fo	r next year	•		•	
	Determine amount needed for	operating loan next year		МА	ANAGEMENT ACTIVITIES FOR EACH MONTH	
	Make management resolutions	for the new year			ACTIVITIES FOR EACH MONTH	
• •	Assess machinery costs, i.e	., own versus custom hire	Date to	Check when <u>complete</u>		
			_/_/		- Evaluate performance on last month's goals ar	
				<del></del>	establish goals for the coming month.	ıa
			<del>/</del>		<ul> <li>Pay bills, withdraw family living allowance, evaluate cash flow.</li> </ul>	
	DAILY MA	NAGEMENT ACTIVITIES	_/_/_		<ul> <li>Analyze accounts payable and consider borrowi to reduce interest charges; search for prepay and cash discounts.</li> </ul>	.ng ment
- <b>-</b> ;	Finalize activities that witto be analyzed and/or made	ll be accomplished and decisions		<del></del>	- Evaluate labor force relative to needs.	
			_/_/_		- Consider AIM reports from DHI to analyze weak	:
	Set priorities for the day a activities and tasks	and schedule personnel to			links in herd performance.	
~ (	Calculate milk produced per and evaluate trends	cow in last day, add to graph,		***************************************	- Search for less expensive sources of purchase feeds.	
- (	Collect heat detection infor select cows to breed, and ca	mation from all personnel, all inseminator		<del></del>	<ul> <li>Evaluate feeding management program - send in forage samples as changes are expected.</li> </ul>	
- (	Check heat expectancy chart into heat in the next day or	to see what cows may be coming two.	_/_/_		- Evaluate reproductive performance of heifers milking herd, re-evaluate goals.	and
- 1	Monitor feed bunk, observe o	ows, check for feed quality			- Body tape sampling of heifers and cows.	
1	ied, and feeding strategy	ration composition, quantity	//	<del>118</del> 4	- Check to be sure calfhood vaccinations/dehorn /extra teats removed - on schedule.	ing
F	Analyze new cases of mastiti problems, take corrective ac	tion, if needed	_/_/_	<del></del>	<ul> <li>Plan dry off decisions based upon expected calvings and animal numbers.</li> </ul>	
	Check operation of all water	-	_/_/	<del></del>	- Evaluate peak production and persistency of milking cows.	
	Review potential cull list (	-	_/_/		- Consider culturing high SCC and clinical masti	(++-
- E	Establish priority list and Euture days	decision list for tomorrow and		<del></del>	cases.	.cis
- F	Finalize labor force for tom	orrow before employees go home		Total	- Evaluate sire selection, consider new sires.	
_	Source: Cornell Dairy F Thomas R. Maloney	arm Audit Program Terry R. Smith		<del></del>	<ul> <li>Inspect machinery and equipment (belts, lubrication, operating efficiency.</li> </ul>	
	Robert A. Milligan	W. Shaw Reld	_/_/_		- Check the milking system including the following operation and maintenance of vacuum pump, CIP system inflations atc	.ng: