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December 1987

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

DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF JANUARY 1988

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

DAIRY FARM MANAGEMENT CALENDAR FOR JANUARY 1988

JANUARY 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

-- 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.

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

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DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF FEBRUARY 1988

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

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	28	26	27
28	29					

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.

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DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF MARCH 1988

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

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

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.
__/__/__	____	- 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.

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DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF APRIL 1988

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

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

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

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	
__/__/__	____	- 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.

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DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF MAY 1988

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

DAIRY FARM MANAGEMENT CALENDAR FOR MAY 1988

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				

-- 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 DHI Ladder of Progress

-- Check alfalfa fields for insect damage - be prepared to spray or harvest early

-- Make plans for employee and family vacations

-- Make semen purchase decisions

-- Determine planned service sires

-- Start hay harvest

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

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.

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DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF JUNE 1988

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

DAIRY FARM MANAGEMENT CALENDAR FOR JUNE 1988

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		

-- 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

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.
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__/__/__	____	- 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.
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__/__/__	____	- 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
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DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF JULY 1988

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

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 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

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

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
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DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF AUGUST 1988

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

DAIRY FARM MANAGEMENT CALENDAR FOR AUGUST 1988

-- Continue hay crop harvest (third cut), yield recording, and quality assessment

-- Harvest small grains

-- Observe corn for weeds and fertility

-- Allocate remaining corn silage; plan storage allocation for corn silage and remaining hay crop

-- Make fall hay seedings

-- Continue to monitor hay fields for insect damage

-- Consider aerial seeding of rye into silage corn

-- Check condition of pasture and supplement animals on pasture with hay as needed

-- Check all farm buildings for needed repairs, safety hazards, make checklist of needed repairs

-- Obtain straw for bedding needs

-- Ready equipment for fall harvest

-- Analyze quarterly financial data

AUGUST 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			

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

December 1987

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

DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF SEPTEMBER 1988

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

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 DHI Genetic - Environmental Herd Profile
- -- Consider selling rye cover crop into corn stubble
- -- Put high priority on safety throughout the harvest season
- -- Make semen purchase decisions
- -- Determine planned service sires

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

SEPTEMBER 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	
__/__/__	____	- 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.

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DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF OCTOBER 1988

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

DAIRY FARM MANAGEMENT CALENDAR FOR OCTOBER 1988

-- Finish corn silage harvest and recording yields

-- Corn grain harvest

-- Lime new seedings, if needed

-- Finalize forage inventories, allocate forages for the season, plan forage sales or purchases

-- Take needed soil samples

-- Evaluate DHI options used and available, make additions or deletions to meet needs

-- Inspect and treat for lice and other external parasites

-- Whitewash barn

-- Consider fall plowing

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

OCTOBER 1988

SUN	MON	TUE	WED	THU	FRI	SAT
30	31					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

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.

December 1987

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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	GOALS 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
- -- 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

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				

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
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December 1987

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DAIRY FARM MANAGEMENT GOALS FOR THE MONTH OF DECEMBER 1988

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

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

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
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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

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