



DAIRY ADVISORY TEAMS

Sample Meeting Minutes 1

U.S. Dairy Advisory Team Meeting

Date:	November 26, 2001
Last Meeting:	April 12, 2001
Location:	Farmers Family Restaurant
Secretary:	Dan Randolph

Attendees

First and Last Name	Phone	Fax

Minutes

Topic	Discussion
Herd Numbers	<ul style="list-style-type: none"> ◆ Cow numbers for March were 588. This continues to be a downward trend. ◆ There are concerns with the cows to be milking report. The cow numbers do not appear to be correct. This is something that needs attention. ◆ Operation looking at option of purchasing cows for this summer & selling extras this fall. This would keep the cows in milk at the projected level; however, there is concern as to how many to buy with the cows to be milking report being incorrect. ◆ Key to the cash flow continues to be milk shipped per month of slightly over 1.1 million pounds at an average price of \$14.53 per cwt. <p><i>Goal for 2000 = maintain 600 cows or more (approximately 530 cows milking at all times)</i></p>



DAIRY ADVISORY TEAMS

<p>Cull Rate</p>	<ul style="list-style-type: none"> ◆ Cull rate is up. On an annualized basis, the cull rate for the 3/20/00 testing date was 66.4%. ◆ This is a concern as the goal for 2000 is under 30% and the current 12-month average is 41%. <p><i>Goal for 2000 = 30% or less</i></p>
<p>Production</p>	<ul style="list-style-type: none"> ◆ Production for March was 75.5 pounds per cow per day. ◆ This continues to be shy of the goal. ◆ SCC count has declined. ◆ RHA starting to increase again. ◆ Still looking at herd management programs. <p><i>Goal for 2000 = by mid April is: 80 lbs/day/cow or 85/lbs/day/cow on a standardized 150-day milk</i></p>
<p>Ration</p>	<ul style="list-style-type: none"> ◆ Continuing to monitor it on an ongoing basis. ◆ Looking at some minor changes of adding additional soybeans.
<p>Reproduction</p>	<ul style="list-style-type: none"> ◆ Have started a moderate aggressive breeding program/protocol ◆ Days to 1st services on all cows were 87 days. ◆ Observing 61% of all heats. ◆ Projected minimum calving interval is 13.9 months. <p><i>Goal for 2000: Days to first service = 70-75 Voluntary waiting period = 60 days</i></p>
<p>Calf Health</p>	<ul style="list-style-type: none"> ◆ Weight gains still a concern. ◆ The cause of the white scours is salmonella. ◆ The calves are fed 2X for the first week. <p><i>Goal for 2000: Rate of gain by June = 1.5 #/day</i></p>



DAIRY ADVISORY TEAMS

<p>Herd Health</p>	<ul style="list-style-type: none"> ◆ Have some thin cows in high group. Need to try & improve this. ◆ Was suggested that cows being dried off are to be body scored, and all cows under a score of 3 should be put in the close-up dry group & not the far-off dry group. This could help with thin cows in the high group.
<p>Cost Per Cwt.</p>	<ul style="list-style-type: none"> ◆ Calculated net margin per cwt. was \$1.13 per cwt. ◆ The cash flow net cash per cwt. was (\$3.61) per cwt. ◆ The income over feed costs at \$13.50 milk was \$2,516.88 per cow/year. ◆ Actual milk price was 12.96, and even at this the income over feed cost was \$2,376.23. <p>Goal for 2000: Income over Feed costs \$/Head/Year = \$2,000 or greater</p>
<p>Posilac</p>	<ul style="list-style-type: none"> ◆ Posilac trial continues. ◆ For the most recent test day seeing 6.5 # higher production from Posilac group. ◆ On the projected average 305-day ME milk seeing about 1,369 pound increase by the Posilac group.



DAIRY ADVISORY TEAMS

Milk Market	<ul style="list-style-type: none"> ◆ Switch to DairyMark still to take place 5/1.
Management Items	<ul style="list-style-type: none"> ◆ Continue to want to milk entire herd 3X. ◆ Still looking at adding 2nd 6000-gallon tank to accommodate the 3X milking; however, is dependent on the income tax liability for 1998 & 1999. ◆ Having some problems with accountant and working on refilling 1998 and completing 1999 income taxes. ◆ Prices for tank were gathered - \$33,000 for tank & \$7,000 to install
Actions	Continue to think about what actions or goals need to be revised or added to the list.
<i>Next Meeting</i>	Wednesday, May 24, at Farmers Restaurant. 11:30 Lunch, 12:30 Meeting

Action Items

Item	Person Responsible	Deadline
Correct cows to be milking report	Will & Ray	5/24/00
Develop postpartum reproduction management protocol	Dan, Will, Dr. Stanley, & others involved in reproduction	3/00
1 st quarter actual income compared to budget	Mary G.	5/24/00
Implement new vaccination protocol	Dan & Will	Ongoing
Posilac trial	Will & Chuck	Ongoing
Other financial goals: Term Debt coverage ratio to be increased from 100% to 130% or greater (10% a year would be an acceptable increase) Improve liquidity position to 2.0 (will be hard to achieve without the above improvement)	Dan & Jack Monitored by Mary G (will try and report this on a quarterly basis with YTD comparison to budget)	Ongoing