Welcome!

2006 Winter Dairy Management Series

“Enhance Dairy Profitability: Achieve Balance Between Crops and Cows”
Why Try to Simplify that that ain’t? The Soils → Feed Dynamic

Physical Resources
- Fixed — Land (Soils)
- Somewhat Changeable — Silos
- Changeable — Equipment, Labor
- Fluid — Seed, Fertilizer, Chemicals

People Resources
- Management
- Labor

Financial Resources
- Available Capital

Knowledge
- BMPs — Best Management Principles
- EVPs — Economically Viable Practices

Inputs → Process → Outputs

Upsetting Unknowns
- Weather — for Planting
- Weather — for Harvest
- Weather — on Crop
- Weather — across Time

“Ethereal”
- Balance
- Ripple Effects

Economics
- Effectiveness: Cost (Efficiency)

Areas of Influence
- Areas of Control (rest)

 Recognizable Components (“Systems”) and Direction →

Problem Solving Process
- Problem Identification — What processes are underperforming? Which are the most limiting?
- Problem Diagnosis — Root cause of “Why” it’s underperforming?
- Generating Alternatives — All possible solutions
- Decision Making — Weighing/selecting best solutions
- Improving — Executing tactical plans
- Controlling — Assessing level of improvement and possible need to reframe
Agenda

✧ **Forage Management System -- *Paving* the Road to Profitability (+Case Farm)**
  
  *Jason Karszes and Cathy Wickswat*

✧ **What Does Your Forage Customer Want? (+Case Farm)**
  
  *Larry Chase and Dave Balbian*

✧ **Agronomy 101 Refresher (+Case Farm)**
  
  *Ev Thomas and Karl Czymmek*

✧ **Innovations in Effective Harvest Management (+Case Farm)**
  
  *Tom Kilcer*

✧ **Conserving all the Goodness and Hard Work – Storage Management (+Case Farm)**
  
  *Bill Stone, John Conway and Jerry Bertoldo*

✧ **Forage Management System -- *Building* the Road to Profitability**
  
  *Jason Karszes and Cathy Wickswat*
Many people across the NYS Dairy Industry had a hand in pulling this together...

... the most important of whom are our Case Farms who you soon will meet. They generously opened their farms' data for our better understanding.
Plato Brook Farms, LLC

Driving the Dairy industry @

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