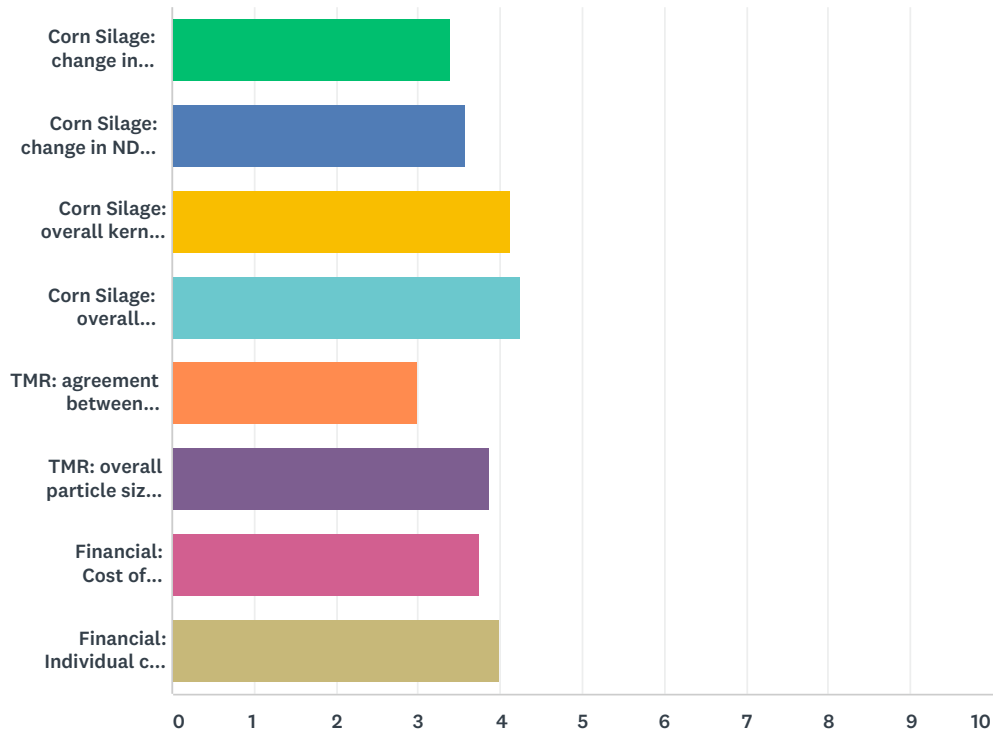


Q1 On a scale from 1 (did not match expected results) to 5 (completely matched expected results) rate how well results (i.e. calculated cost of production, kernel processing score, etc.) matched your operation/client expectations for the following sample and financial topics:

Answered: 8 Skipped: 0



	1 NO AGREEMENT WITH EXPECTED RESULTS	2	3 SOME AGREEMENT WITH EXPECTED RESULTS	4	5 COMPLETELY AGREED WITH EXPECTED RESULTS	TOTAL	WEIGHTED AVERAGE
Corn Silage: change in starch digestibility between samples	0.00% 0	25.00% 2	12.50% 1	62.50% 5	0.00% 0	8	3.38
Corn Silage: change in NDF digestibility between samples	0.00% 0	14.29% 1	28.57% 2	42.86% 3	14.29% 1	7	3.57
Corn Silage: overall kernel processing score	0.00% 0	0.00% 0	37.50% 3	12.50% 1	50.00% 4	8	4.13
Corn Silage: overall particle size analysis	0.00% 0	0.00% 0	12.50% 1	50.00% 4	37.50% 3	8	4.25
TMR: agreement between formulated ration and TMR sample results	12.50% 1	12.50% 1	37.50% 3	37.50% 3	0.00% 0	8	3.00
TMR: overall particle size analysis	0.00% 0	12.50% 1	0.00% 0	75.00% 6	12.50% 1	8	3.88
Financial: Cost of production for the dairy enterprise	12.50% 1	0.00% 0	25.00% 2	25.00% 2	37.50% 3	8	3.75

2017 Crops to Cow Year One Evaluation

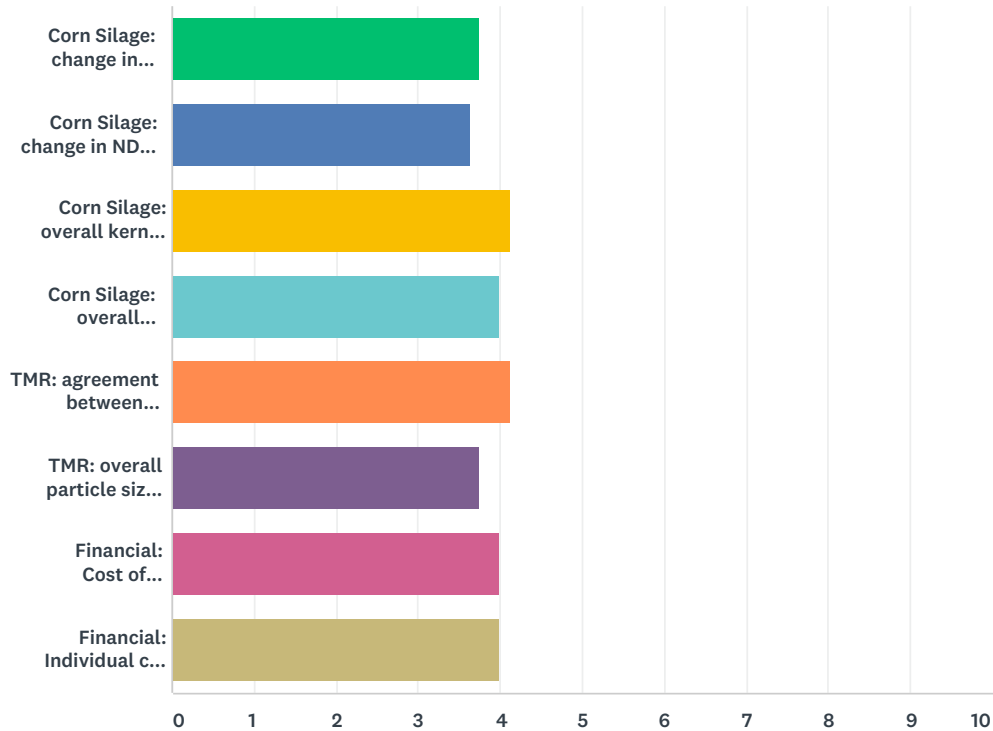
Financial: Individual crop costs (i.e. \$/Ton) for home raised feeds	0.00%	12.50%	0.00%	62.50%	25.00%	8	4.00
	0	1	0	5	2		

#	ADDITIONAL COMMENTS	DATE
1	The starch percent and digestibility between cs samples may due to hybrid differences which may be why we see something different from our expectations.	11/13/2017 9:54 AM
2	Discovering that the TMR analysis did not match the calculated levels was very beneficial to the operation.	10/31/2017 4:06 PM

2017 Crops to Cow Year One Evaluation

Q2 On a scale from 1 (no value) to 5 (high value) rate how valuable the results (i.e. calculated cost of production, kernel processing score, etc.) were to your operation/client for the following sample and financial topics:

Answered: 8 Skipped: 0

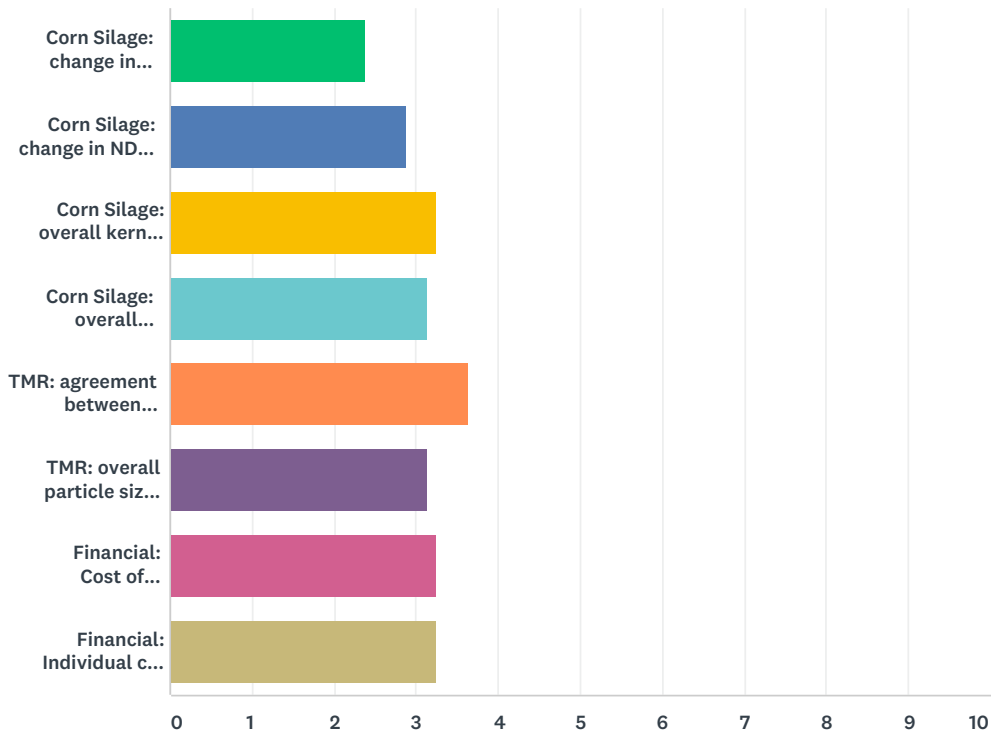


	1 NO VALUE	2	3 SOME VALUE	4	5 HIGH VALUE	TOTAL	WEIGHTED AVERAGE
Corn Silage: change in starch digestibility between samples	12.50%	0.00%	12.50%	50.00%	25.00%	8	3.75
Corn Silage: change in NDF digestibility between samples	12.50%	0.00%	25.00%	37.50%	25.00%	8	3.63
Corn Silage: overall kernel processing score	12.50%	0.00%	12.50%	12.50%	62.50%	8	4.13
Corn Silage: overall particle size analysis	12.50%	0.00%	0.00%	50.00%	37.50%	8	4.00
TMR: agreement between formulated ration and TMR sample results	12.50%	0.00%	0.00%	37.50%	50.00%	8	4.13
TMR: overall particle size analysis	12.50%	0.00%	12.50%	50.00%	25.00%	8	3.75
Financial: Cost of production for the dairy enterprise	12.50%	0.00%	12.50%	25.00%	50.00%	8	4.00
Financial: Individual crop costs (i.e. \$/Ton) for home raised feeds	12.50%	0.00%	12.50%	25.00%	50.00%	8	4.00

#	ADDITIONAL COMMENTS	DATE
	There are no responses.	

Q3 On a scale from 1 (no practice change) to 5 (immediate practice change) rate how likely a practice change occurred for your operation/client based on the results (i.e. calculated cost of production, kernel processing score, etc.) for the following sample and financial topics:

Answered: 8 Skipped: 0



	1 NO PRACTICE CHANGE	2	3 INTEND TO IMPLEMENT PRACTICE CHANGE IN NEAR FUTURE	4	5 IMMEDIATE PRACTICE CHANGE	TOTAL	WEIGHTED AVERAGE
Corn Silage: change in starch digestibility between samples	12.50% 1	62.50% 5	0.00% 0	25.00% 2	0.00% 0	8	2.38
Corn Silage: change in NDF digestibility between samples	12.50% 1	25.00% 2	25.00% 2	37.50% 3	0.00% 0	8	2.88
Corn Silage: overall kernel processing score	12.50% 1	12.50% 1	37.50% 3	12.50% 1	25.00% 2	8	3.25
Corn Silage: overall particle size analysis	12.50% 1	25.00% 2	25.00% 2	12.50% 1	25.00% 2	8	3.13
TMR: agreement between formulated ration and TMR sample results	12.50% 1	12.50% 1	12.50% 1	25.00% 2	37.50% 3	8	3.63
TMR: overall particle size analysis	12.50% 1	37.50% 3	0.00% 0	25.00% 2	25.00% 2	8	3.13
Financial: Cost of production for the dairy enterprise	12.50% 1	25.00% 2	12.50% 1	25.00% 2	25.00% 2	8	3.25
Financial: Individual cost of production for the dairy enterprise	12.50% 1	25.00% 2	12.50% 1	25.00% 2	25.00% 2	8	3.25

2017 Crops to Cow Year One Evaluation

Financial: Individual crop costs (i.e. \$/Ton) for home raised feeds	12.50%	25.00%		12.50%	25.00%	25.00%		
	1	2		1	2	2	8	3.25

#	ADDITIONAL COMMENTS	DATE
	There are no responses.	

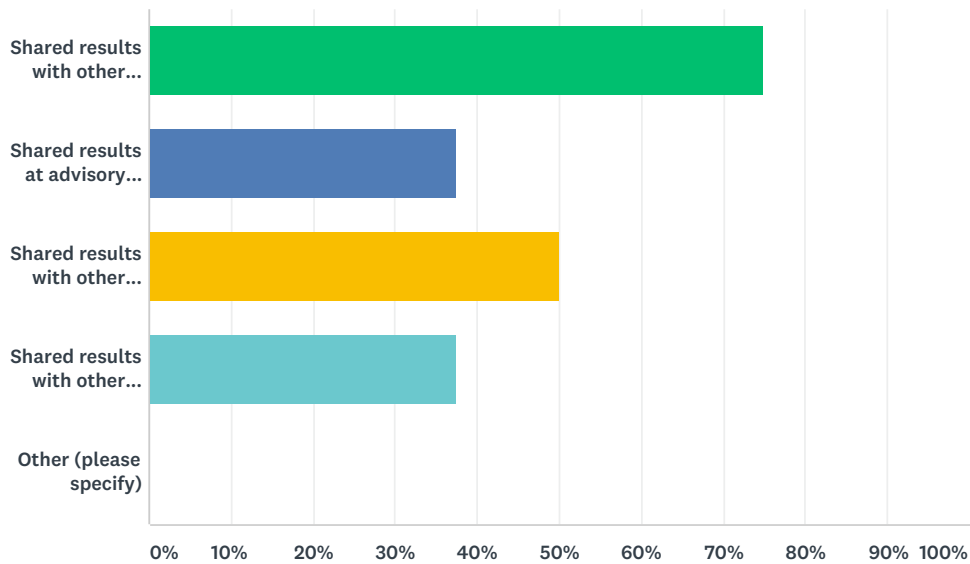
Q4 What changes did you or do you plan to implement as a result of the project?

Answered: 5 Skipped: 3

#	RESPONSES	DATE
1	Increasing corn silage in diet	11/17/2017 2:55 PM
2	We have intensified the management of corn silage harvest including packing, particle length, and processing. We have also worked on increasing the silage inventory.	11/13/2017 10:27 AM
3	Already adjusted the ration based on TMR results Discussing the KP scores was also helpful	11/1/2017 8:26 AM
4	None	10/31/2017 5:28 PM
5	The biggest change was investigating the discrepancy between TMR analysis and calculated levels. Processing score was important to prepare for this year's harvest. The analyses were useful immediately in ration formulation.	10/31/2017 4:13 PM

Q5 Identify the following ways you have shared the results of the project (check all that apply)

Answered: 8 Skipped: 0

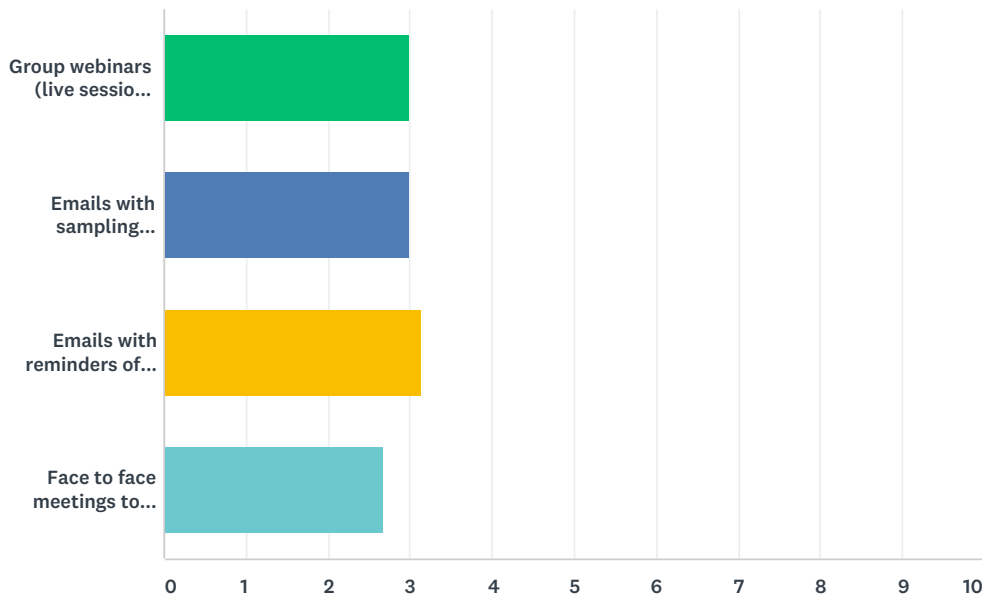


ANSWER CHOICES	RESPONSES	
Shared results with other employees and/or family members of the business	75.00%	6
Shared results at advisory team meetings	37.50%	3
Shared results with other dairy consultants (veterinarian, lender, etc.)	50.00%	4
Shared results with other producers	37.50%	3
Other (please specify)	0.00%	0
Total Respondents: 8		

#	OTHER (PLEASE SPECIFY)	DATE
	There are no responses.	

Q6 Please rate on a scale of 1 (poor) to 5 (excellent) the following methods of communication for project updates

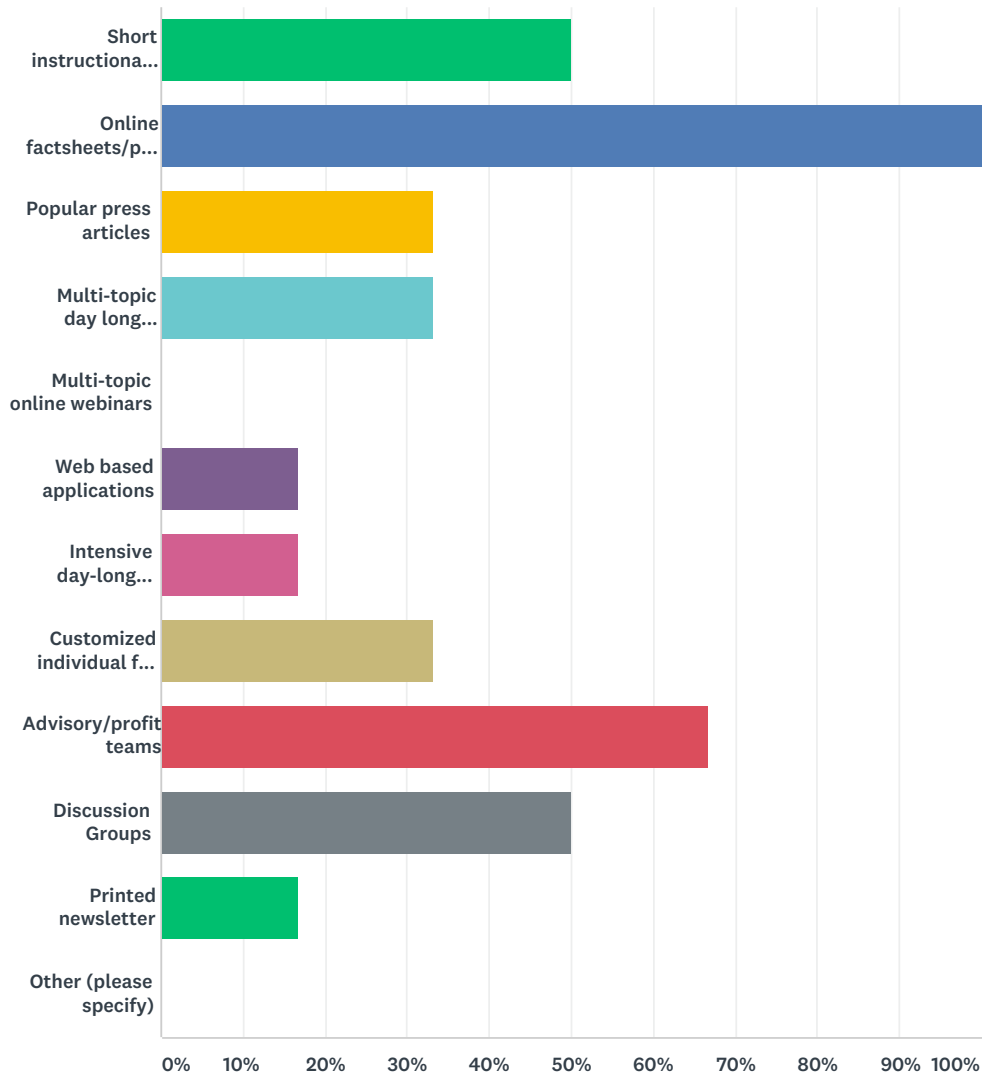
Answered: 7 Skipped: 1



	1 POOR	2 FAIR	3 GOOD	4 EXCELLENT	TOTAL	WEIGHTED AVERAGE
Group webinars (live session or recordings) discussing project results	0.00% 0	0.00% 0	100.00% 5	0.00% 0	5	3.00
Emails with sampling results and assessments	14.29% 1	14.29% 1	28.57% 2	42.86% 3	7	3.00
Emails with reminders of next project steps	0.00% 0	28.57% 2	28.57% 2	42.86% 3	7	3.14
Face to face meetings to share project results	33.33% 2	0.00% 0	33.33% 2	33.33% 2	6	2.67

Q7 Identify which method(s) you would utilize to learn about a specific production or financial practice (Select all that apply)

Answered: 6 Skipped: 2



ANSWER CHOICES	RESPONSES	
Short instructional videos	50.00%	3
Online factsheets/publications	100.00%	6
Popular press articles	33.33%	2
Multi-topic day long workshops	33.33%	2
Multi-topic online webinars	0.00%	0
Web based applications	16.67%	1
Intensive day-long specific topic trainings	16.67%	1
Customized individual farm workshops	33.33%	2
Advisory/profit teams	66.67%	4

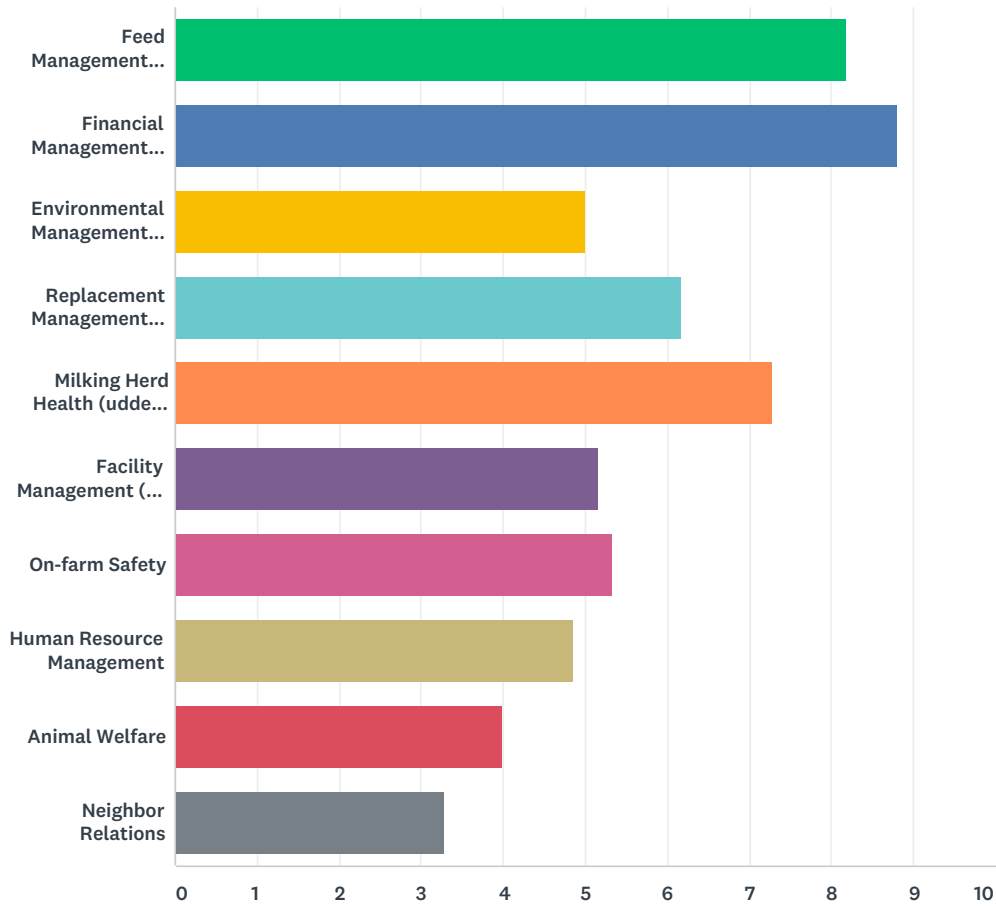
2017 Crops to Cow Year One Evaluation

Discussion Groups	50.00%	3
Printed newsletter	16.67%	1
Other (please specify)	0.00%	0
Total Respondents: 6		

#	OTHER (PLEASE SPECIFY)	DATE
	There are no responses.	

Q8 Prioritize the management areas your operation will focus on to be productive and profitable in the next five years? w

Answered: 7 Skipped: 1



	1	2	3	4	5	6	7	8	9	10	TOTAL	SCORE
Feed Management (forage quality and quantity, best management practices for TMRs, robotics, component feeding, hybrid selections etc.)	50.00%	33.33%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	16.67%	6	8.0
	3	2	0	0	0	0	0	0	0	1		

2017 Crops to Cow Year One Evaluation

Financial Management (annual cost of production estimates, monthly margin/income over feed cost, long term business planning, advisory teams)	20.00% 1	40.00% 2	40.00% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	5	8.0
Environmental Management (manure management, regulations, water and air quality etc.)	16.67% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	16.67% 1	50.00% 3	16.67% 1	0.00% 0	0.00% 0	6	5.0
Replacement Management (feeding, vaccination and treatment, facilities, etc.)	0.00% 0	0.00% 0	0.00% 0	50.00% 3	33.33% 2	0.00% 0	16.67% 1	0.00% 0	0.00% 0	0.00% 0	6	6.0
Milking Herd Health (udder health, reproductive performance, vaccination, etc.)	14.29% 1	14.29% 1	42.86% 3	0.00% 0	0.00% 0	14.29% 1	0.00% 0	14.29% 1	0.00% 0	0.00% 0	7	7.0
Facility Management (new designs, update existing facilities, implement newer technologies, etc.)	0.00% 0	0.00% 0	0.00% 0	16.67% 1	33.33% 2	33.33% 2	0.00% 0	0.00% 0	16.67% 1	0.00% 0	6	5.0
On-farm Safety	0.00% 0	0.00% 0	16.67% 1	16.67% 1	0.00% 0	33.33% 2	16.67% 1	16.67% 1	0.00% 0	0.00% 0	6	5.0
Human Resource Management	14.29% 1	0.00% 0	14.29% 1	0.00% 0	14.29% 1	0.00% 0	0.00% 0	28.57% 2	28.57% 2	0.00% 0	7	4.0
Animal Welfare	0.00% 0	0.00% 0	0.00% 0	0.00% 0	33.33% 2	16.67% 1	0.00% 0	16.67% 1	33.33% 2	0.00% 0	6	4.0
Neighbor Relations	0.00% 0	28.57% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	71.43% 5	7	3.0

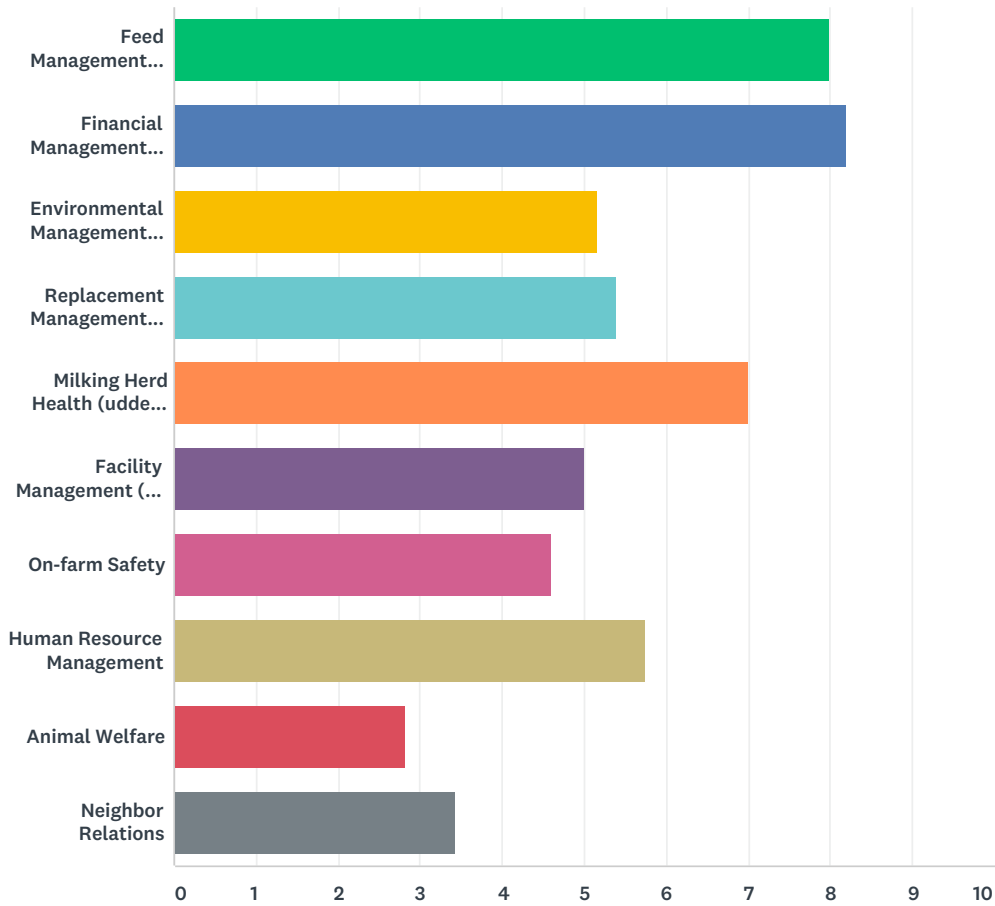
Q9 Besides milk price, what do you see as the biggest challenge to achieving reasonable cost of production in the next year

Answered: 6 Skipped: 2

#	RESPONSES	DATE
1	Milk Basis being inforced	11/20/2017 5:19 AM
2	Herd health. Commodities stabilization	11/17/2017 2:57 PM
3	Maximizing feed inputs.	11/13/2017 10:29 AM
4	Feed Prices Land/Rent Prices	11/1/2017 8:26 AM
5	Making sure we have enough Forage of high quality to lower purchased feed costs	11/1/2017 6:59 AM
6	Ration cost and labor continue to be the two biggest challenges to keep under control.	10/31/2017 4:16 PM

Q10 Prioritize the management areas your operation will focus on to be productive and profitable in the next five years?

Answered: 7 Skipped: 1



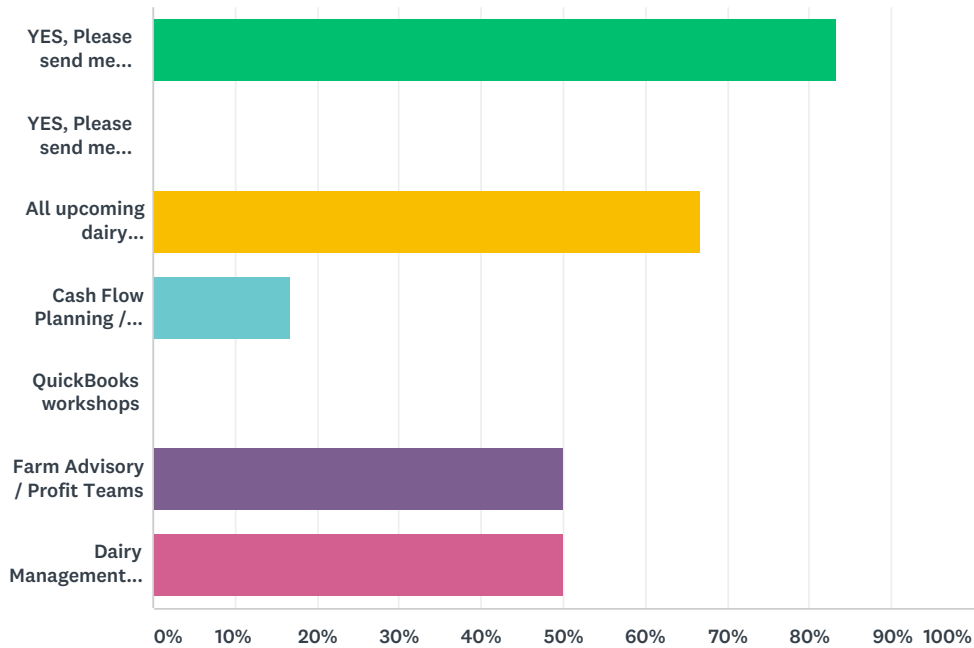
	1	2	3	4	5	6	7	8	9	10	TOTAL	SCORE
Feed Management (forage quality and quantity, best management practices for TMRs, robotics, component feeding, hybrid selections etc.)	60.00%	20.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	20.00%	5	8.0
	3	1	0	0	0	0	0	0	0	1		

2017 Crops to Cow Year One Evaluation

Financial Management (annual cost of production estimates, monthly margin/income over feed cost, long term business planning, advisory teams)	20.00% 1	40.00% 2	20.00% 1	0.00% 0	0.00% 0	20.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	5	8.0
Environmental Management (manure management, regulations, water and air quality etc.)	0.00% 0	0.00% 0	0.00% 0	16.67% 1	16.67% 1	33.33% 2	33.33% 2	0.00% 0	0.00% 0	0.00% 0	6	5.0
Replacement Management (feeding, vaccination and treatment, facilities, etc.)	0.00% 0	0.00% 0	20.00% 1	0.00% 0	40.00% 2	0.00% 0	20.00% 1	20.00% 1	0.00% 0	0.00% 0	5	5.0
Milking Herd Health (udder health, reproductive performance, vaccination, etc.)	0.00% 0	0.00% 0	20.00% 1	60.00% 3	20.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	5	7.0
Facility Management (new designs, update existing facilities, implement newer technologies, etc.)	0.00% 0	0.00% 0	25.00% 1	0.00% 0	25.00% 1	0.00% 0	25.00% 1	0.00% 0	25.00% 1	0.00% 0	4	5.0
On-farm Safety	0.00% 0	0.00% 0	20.00% 1	20.00% 1	0.00% 0	0.00% 0	0.00% 0	40.00% 2	20.00% 1	0.00% 0	5	4.0
Human Resource Management	0.00% 0	25.00% 1	0.00% 0	0.00% 0	25.00% 1	25.00% 1	0.00% 0	25.00% 1	0.00% 0	0.00% 0	4	5.0
Animal Welfare	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	16.67% 1	16.67% 1	16.67% 1	33.33% 2	16.67% 1	6	2.0
Neighbor Relations	0.00% 0	28.57% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	14.29% 1	57.14% 4	7	3.0

Q11 Please indicate below whether you would like more information on dairy management programs from Penn State Extension:

Answered: 6 Skipped: 2

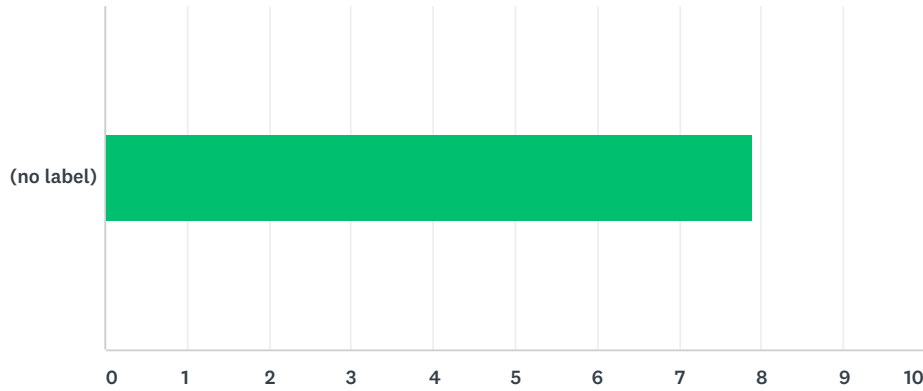


ANSWER CHOICES	RESPONSES	
YES, Please send me information via EMAIL	83.33%	5
YES, Please send me information via standard mail	0.00%	0
All upcoming dairy management workshops	66.67%	4
Cash Flow Planning / Income Over Feed Costs resources and workshops	16.67%	1
QuickBooks workshops	0.00%	0
Farm Advisory / Profit Teams	50.00%	3
Dairy Management Webinars / Online Resources	50.00%	3
Total Respondents: 6		

#	OTHER (PLEASE EXPLAIN)	DATE
	There are no responses.	

Q12 Based on your experience with this program, on a scale of 1-10 how likely is it you would recommend a Penn State Extension program to another producer or colleague?

Answered: 8 Skipped: 0



	1 NOT AT ALL LIKELY	2	3	4	5 SOMEWHAT LIKELY	6	7	8	9	10 EXTREMELY LIKELY	TOTAL	WEIGHTED AVERAGE
(no label)	12.50% 1	0.00% 0	0.00% 0	0.00% 0	12.50% 1	0.00% 0	0.00% 0	12.50% 1	12.50% 1	50.00% 4	8	7.5

Q13 Please provide any comments or suggestions on the program content or delivery below:

Answered: 3 Skipped: 5

#	RESPONSES	DATE
1	I get concerned when the client questions my program bc of extension questioning the He diet and they don't understand the parameters of constraints we are under	11/17/2017 3:02 PM
2	Well organized, informative results	11/1/2017 8:28 AM
3	My answers on this survey are based on my role as veterinarian and nutritional consultant for this dairy, so my rankings emphasize the herd end of the survey.	10/31/2017 4:18 PM

Q14 If you would like to provide feedback or a testimonial as to how this program has influenced your operation in a positive way, please do so below. If you would like us to call you to obtain a quote, please indicate so below.

Answered: 1 Skipped: 7

#	RESPONSES	DATE
1	I am the feed nutritionist	11/1/2017 8:28 AM

Q15 Please call me to obtain a quote:

Answered: 1 Skipped: 7

ANSWER CHOICES	RESPONSES	
Name:	100.00%	1
Phone:	100.00%	1
Email:	0.00%	0

#	NAME:	DATE
1	Steve Halahan	11/1/2017 8:28 AM
#	PHONE:	DATE
1	717-725-4550	11/1/2017 8:28 AM
#	EMAIL:	DATE
	There are no responses.	