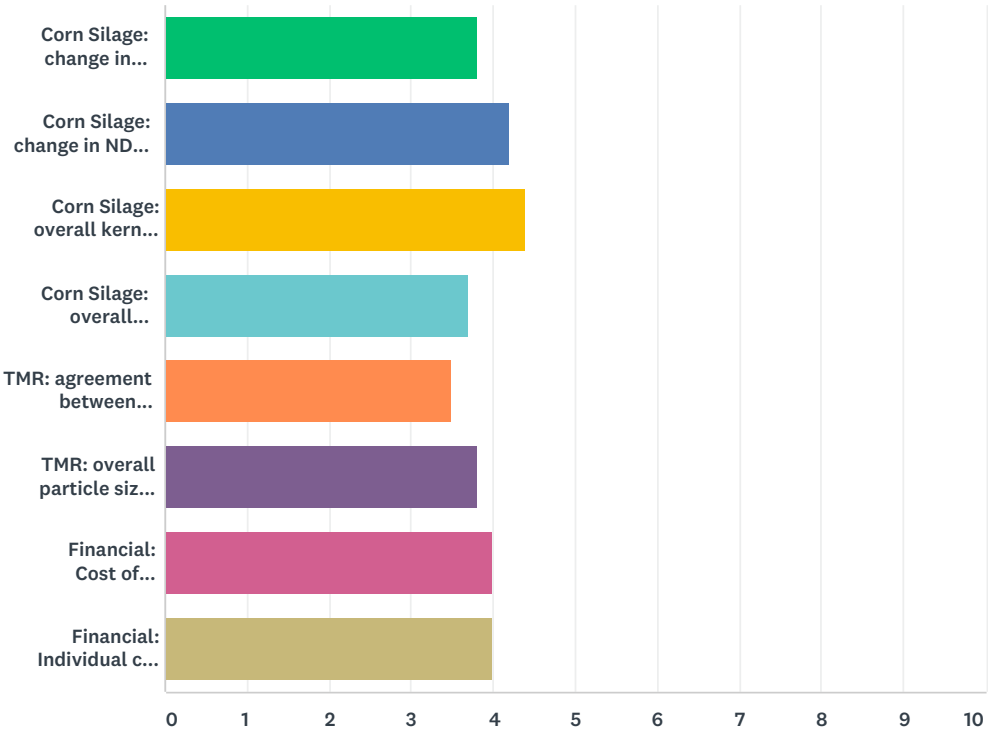
Q1 On a scale from 1 (did not match expected results) to 5 (completely matched expected results) rate how well results (i.e. calculated cost of production, kernel processing score, etc.) matched your operation/client expectations for the following sample and financial topics:

Answered: 10 Skipped: 0



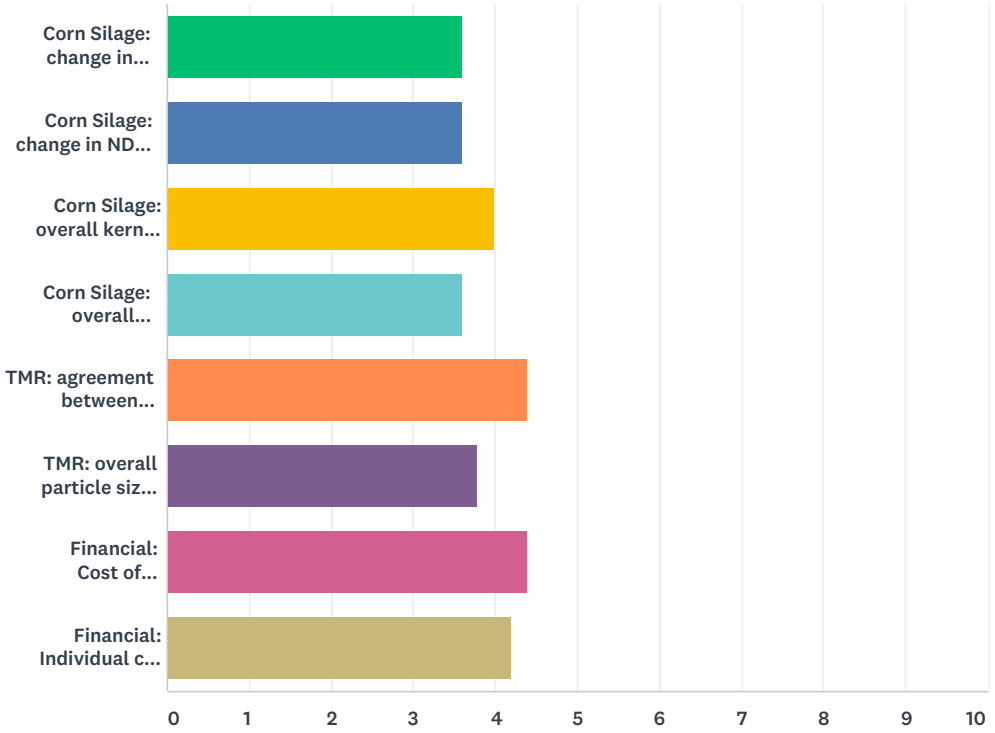
	1 NO AGREEMENT WITH EXPECTED RESULTS	2	3 SOME AGREEMENT WITH EXPECTED RESULTS	4	5 COMPLETELY AGREED WITH EXPECTED RESULTS	TOTAL	WEIGHTED AVERAGE
Corn Silage: change in starch digestibility between samples	10.00% 1	0.00% 0	20.00% 2	40.00% 4	30.00% 3	10	3.80
Corn Silage: change in NDF digestibility between samples	0.00% 0	0.00% 0	10.00% 1	60.00% 6	30.00% 3	10	4.20
Corn Silage: overall kernel processing score	0.00% 0	0.00% 0	10.00% 1	40.00% 4	50.00% 5	10	4.40
Corn Silage: overall particle size analysis	0.00% 0	0.00% 0	40.00% 4	50.00% 5	10.00% 1	10	3.70
TMR: agreement between formulated ration and TMR sample results	0.00% 0	20.00% 2	20.00% 2	50.00% 5	10.00% 1	10	3.50
TMR: overall particle size analysis	0.00% 0	0.00% 0	30.00% 3	60.00% 6	10.00% 1	10	3.80
Financial: Cost of production for the dairy enterprise	0.00% 0	0.00% 0	30.00% 3	40.00% 4	30.00% 3	10	4.00

Financial: Individual crop costs (i.e. $/Ton) for home raised feeds	0.00% 0	0.00% 0	30.00% 3	40.00% 4	30.00% 3	10	4.00

#	ADDITIONAL COMMENTS	DATE
1	Our corn silage samples came from 2 different varieties and the initial sample was Pioneer 2088 which I was told has particularly bad starch values after harvest. I was not aware of that prior to this project.	11/9/2017 9:56 AM

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: 10 Skipped: 0

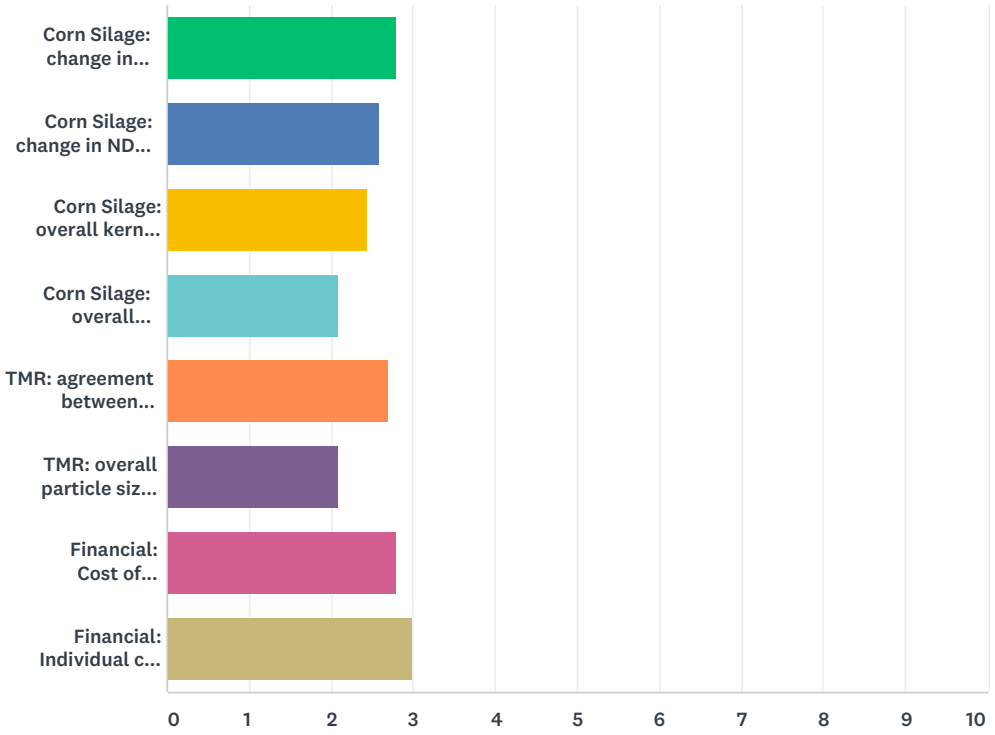


	1 NO VALUE	2	3 SOME VALUE	4	5 HIGH VALUE	TOTAL	WEIGHTED AVERAGE
Corn Silage: change in starch digestibility between samples	0.00% 0	0.00% 0	50.00% 5	40.00% 4	10.00% 1	10	3.60
Corn Silage: change in NDF digestibility between samples	0.00% 0	0.00% 0	50.00% 5	40.00% 4	10.00% 1	10	3.60
Corn Silage: overall kernel processing score	0.00% 0	0.00% 0	30.00% 3	40.00% 4	30.00% 3	10	4.00
Corn Silage: overall particle size analysis	0.00% 0	0.00% 0	50.00% 5	40.00% 4	10.00% 1	10	3.60
TMR: agreement between formulated ration and TMR sample results	0.00% 0	0.00% 0	0.00% 0	60.00% 6	40.00% 4	10	4.40
TMR: overall particle size analysis	0.00% 0	0.00% 0	33.33% 3	55.56% 5	11.11% 1	9	3.78
Financial: Cost of production for the dairy enterprise	0.00% 0	0.00% 0	10.00% 1	40.00% 4	50.00% 5	10	4.40
Financial: Individual crop costs (i.e. $/Ton) for home raised feeds	0.00% 0	0.00% 0	30.00% 3	20.00% 2	50.00% 5	10	4.20

#	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: 10 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	30.00% 3	10.00% 1	10.00% 1	50.00% 5	0.00% 0	10	2.80
Corn Silage: change in NDF digestibility between samples	30.00% 3	10.00% 1	30.00% 3	30.00% 3	0.00% 0	10	2.60
Corn Silage: overall kernel processing score	44.44% 4	22.22% 2	0.00% 0	11.11% 1	22.22% 2	9	2.44
Corn Silage: overall particle size analysis	50.00% 5	20.00% 2	10.00% 1	10.00% 1	10.00% 1	10	2.10
TMR: agreement between formulated ration and TMR sample results	40.00% 4	10.00% 1	10.00% 1	20.00% 2	20.00% 2	10	2.70
TMR: overall particle size analysis	60.00% 6	10.00% 1	0.00% 0	20.00% 2	10.00% 1	10	2.10
Financial: Cost of production for the dairy enterprise	20.00% 2	10.00% 1	50.00% 5	10.00% 1	10.00% 1	10	2.80

Financial: Individual crop costs (i.e. $/Ton) for home raised feeds	20.00% 2	10.00% 1		30.00% 3	30.00% 3	10.00% 1	10	3.00

#	ADDITIONAL COMMENTS	DATE
1	Our farm needs to improve in almost every category. First, I go over our kernel processor every year. I just rebuilt it 2 years ago (total rebuild) and we still cannot achieve highest standards for kernel processing. Therefore we cannot implement a change. More immediately we are making changes to the ration and feed storage. A higher corn silage diet is our goal and we are already achieving this, increasing from 18 to 22.5 dry mAtter pounds of corn silage. We are also working on our fermented feed base, not only on corn silage but high moisture shelled corn as well. I don't feel that we will be make any changes to our hybrid selections however. We feed mostly bmr and are satisfied with the results from that.	11/19/2017 9:51 AM
2	The biggest change will be in product selection. If there is a variety that has poor feed values soon after harvest, we will either not use that variety or put it in the silo first so it has time to ferment before it is fed, in order to get the most out of it.	11/9/2017 9:59 AM
3	We were in a severe drought last year and therefore results were off.	10/31/2017 5:31 PM

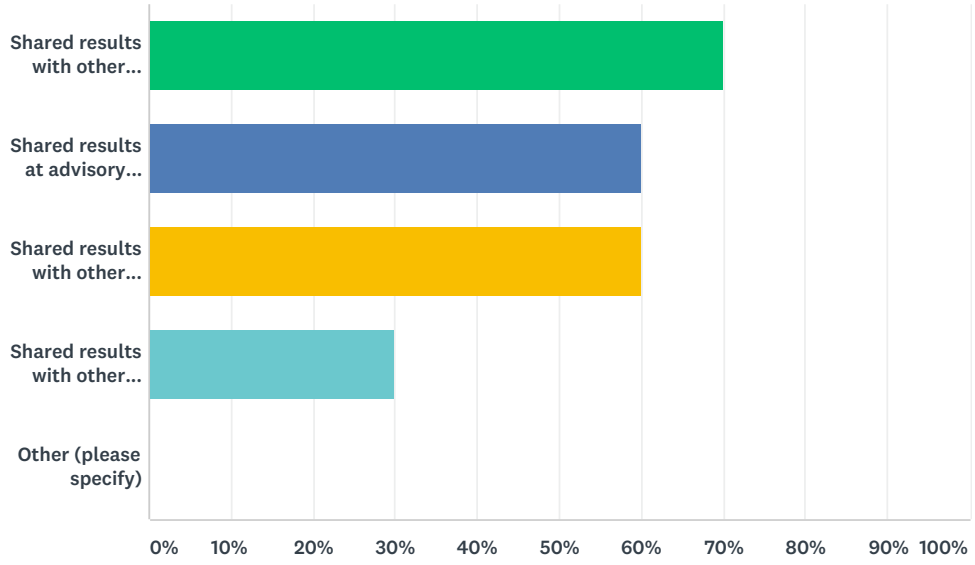
Q4 What changes did you or do you plan to implement as a result of the project?

Answered: 8 Skipped: 2

#	RESPONSES	DATE
1	Higher corn silage in the dairy ration, increased from 18 to 22.5 dry matter pounds. Increased fermented feed base	11/19/2017 9:56 AM
2	We plant less varieties. Focus on kernel processing. Understand better what practical expectations are for forage evaluations	11/17/2017 4:10 PM
3	marked in the upright silo variety changes and resampled whenever we got to the change	11/16/2017 9:30 PM
4	changed nitogen application, tightened the proseser roles on the harvester, custom hire larger packing tractor	11/16/2017 8:33 AM
5	We have not made any wide sweeping changes at this point. The biggest change is just making sure we plant varieties that should not be fed right away, first so that they can be chopped and put on the bottom of the silo.	11/9/2017 10:09 AM
6	Monitoring more closely the relationship between paper ration and cow side ration. Monitoring particle size of ration on a more regular basis.	11/6/2017 3:29 PM
7	Use cost of production and cost of homegrown feeds to determine what to grow.	10/31/2017 5:40 PM
8	Keep a closer eye on the forage harvester.	10/31/2017 5:36 PM

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

Answered: 10 Skipped: 0

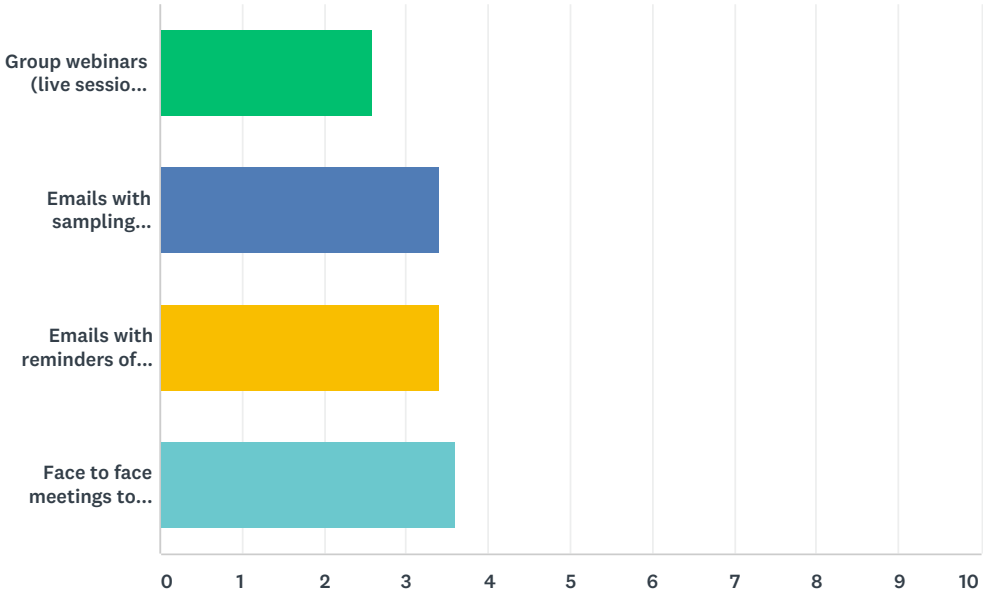


ANSWER CHOICES	RESPONSES	
Shared results with other employees and/or family members of the business	70.00%	7
Shared results at advisory team meetings	60.00%	6
Shared results with other dairy consultants (veterinarian, lender, etc.)	60.00%	6
Shared results with other producers	30.00%	3
Other (please specify)	0.00%	0
Total Respondents: 10		

#	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

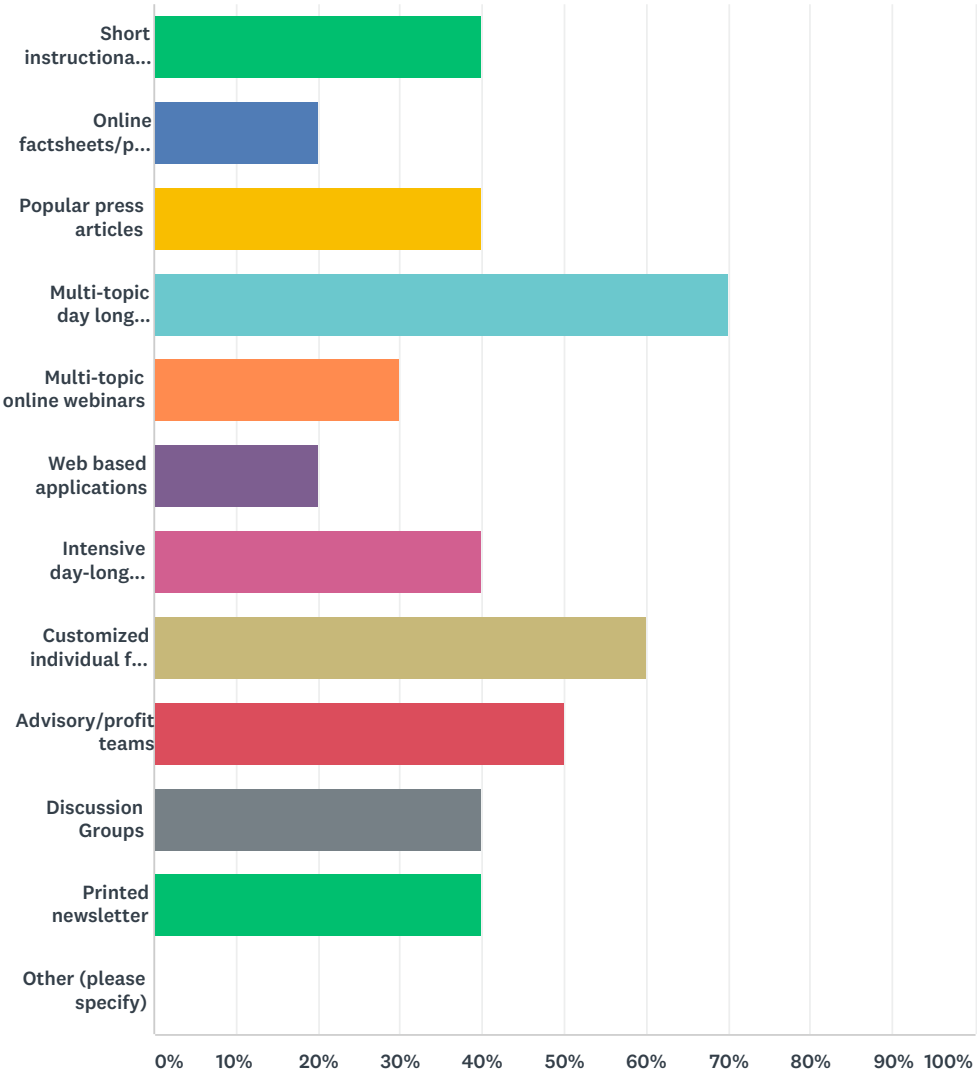
Answered: 10 Skipped: 0



	1 POOR	2 FAIR	3 GOOD	4 EXCELLENT	TOTAL	WEIGHTED AVERAGE
Group webinars (live session or recordings) discussing project results	0.00% 0	40.00% 4	60.00% 6	0.00% 0	10	2.60
Emails with sampling results and assessments	0.00% 0	0.00% 0	60.00% 6	40.00% 4	10	3.40
Emails with reminders of next project steps	0.00% 0	0.00% 0	60.00% 6	40.00% 4	10	3.40
Face to face meetings to share project results	0.00% 0	0.00% 0	40.00% 4	60.00% 6	10	3.60

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

Answered: 10 Skipped: 0



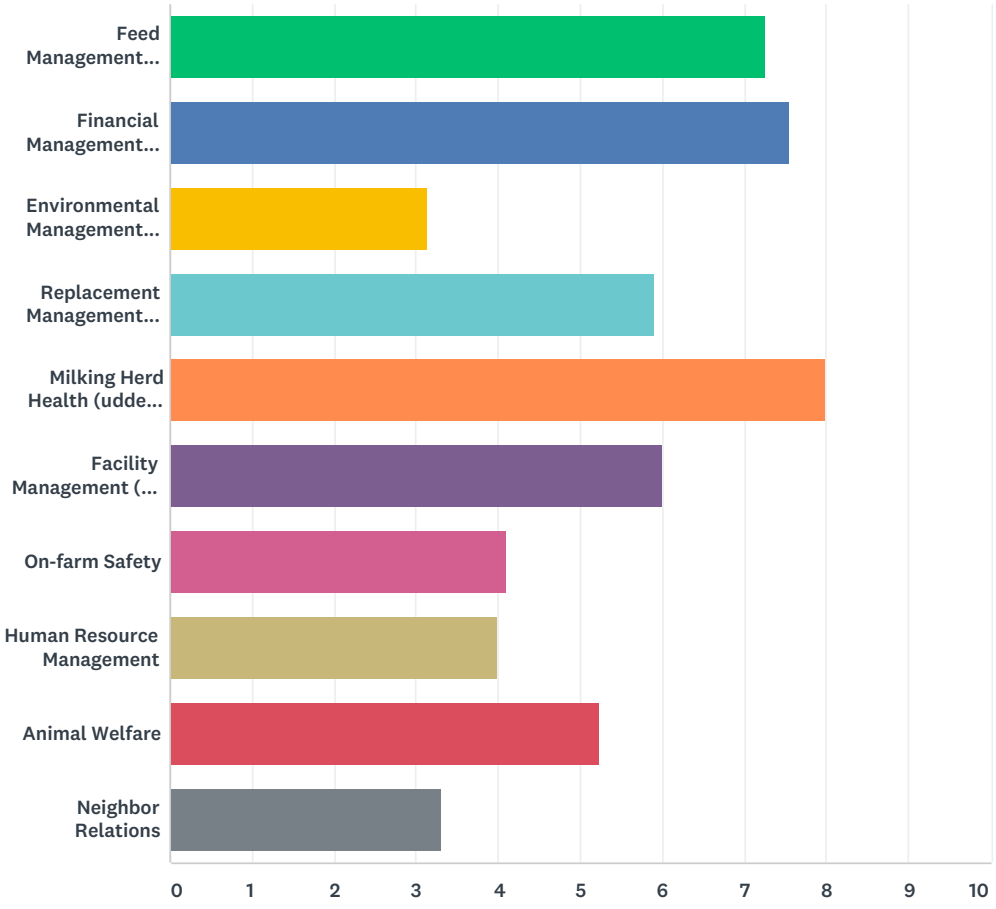
ANSWER CHOICES	RESPONSES	
Short instructional videos	40.00%	4
Online factsheets/publications	20.00%	2
Popular press articles	40.00%	4
Multi-topic day long workshops	70.00%	7
Multi-topic online webinars	30.00%	3
Web based applications	20.00%	2
Intensive day-long specific topic trainings	40.00%	4
Customized individual farm workshops	60.00%	6
Advisory/profit teams	50.00%	5

Discussion Groups	40.00%	4
Printed newsletter	40.00%	4
Other (please specify)	0.00%	0
Total Respondents: 10		

#	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: 10 Skipped: 0



	1	2	3	4	5	6	7	8	9	10	TOTAL	SCOR
Feed Management (forage quality and quantity, best management practices for TMRs, robotics, component feeding, hybrid selections etc.)	12.50% 1	50.00% 4	0.00% 0	0.00% 0	12.50% 1	12.50% 1	0.00% 0	0.00% 0	0.00% 0	12.50% 1	8	7.:

Financial Management (annual cost of production estimates, monthly margin/income over feed cost, long term business planning, advisory teams)	33.33% 3	11.11% 1	33.33% 3	0.00% 0	0.00% 0	0.00% 0	0.00% 0	11.11% 1	11.11% 1	0.00% 0	9	7.5
Environmental Management (manure management, regulations, water and air quality etc.)	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	25.00% 2	25.00% 2	0.00% 0	37.50% 3	12.50% 1	8	3.
Replacement Management (feeding, vaccination and treatment, facilities, etc.)	0.00% 0	0.00% 0	11.11% 1	44.44% 4	22.22% 2	0.00% 0	11.11% 1	0.00% 0	0.00% 0	11.11% 1	9	5.
Milking Herd Health (udder health, reproductive performance, vaccination, etc.)	33.33% 3	22.22% 2	11.11% 1	11.11% 1	11.11% 1	0.00% 0	0.00% 0	11.11% 1	0.00% 0	0.00% 0	9	8.
Facility Management (new designs, update existing facilities, implement newer technologies, etc.)	0.00% 0	22.22% 2	11.11% 1	11.11% 1	11.11% 1	0.00% 0	33.33% 3	11.11% 1	0.00% 0	0.00% 0	9	6.
On-farm Safety	0.00% 0	0.00% 0	11.11% 1	11.11% 1	11.11% 1	11.11% 1	11.11% 1	11.11% 1	11.11% 1	22.22% 2	9	4.
Human Resource Management	0.00% 0	0.00% 0	0.00% 0	25.00% 2	0.00% 0	25.00% 2	0.00% 0	25.00% 2	0.00% 0	25.00% 2	8	4.
Animal Welfare	0.00% 0	0.00% 0	11.11% 1	11.11% 1	22.22% 2	22.22% 2	11.11% 1	22.22% 2	0.00% 0	0.00% 0	9	5.
Neighbor Relations	10.00% 1	0.00% 0	0.00% 0	0.00% 0	10.00% 1	0.00% 0	10.00% 1	10.00% 1	40.00% 4	20.00% 2	10	3.

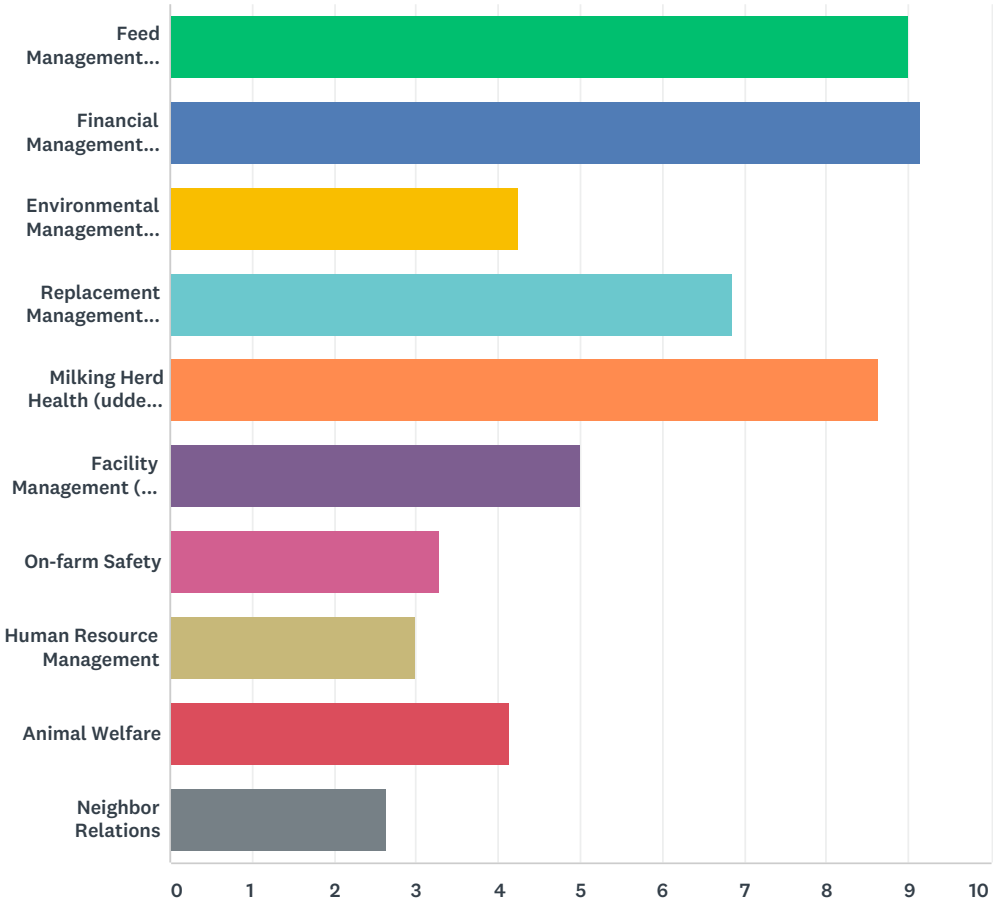
Q9 Besides milk price, what do you see as the biggest challenge to achieving reasonable cost of production in the next year

Answered: 8 Skipped: 2

#	RESPONSES	DATE
1	management feed cost.	11/19/2017 10:00 AM
2	production	11/17/2017 4:11 PM
3	production increase	11/16/2017 9:32 PM
4	labor, old facilities	11/16/2017 8:36 AM
5	Related to milk price, but the oversupply issues we are dealing with right now. Land O Lakes is trying to keep production in check, but if they are the only ones who try to limit production, it will not help everyone anyway and the price will continue to be poor.	11/9/2017 10:09 AM
6	Labor	11/6/2017 3:30 PM
7	Feed cost and employee costs	10/31/2017 5:41 PM
8	Expected crop results not beinget due to wild weather patterns.	10/31/2017 5:41 PM

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

Answered: 8 Skipped: 2

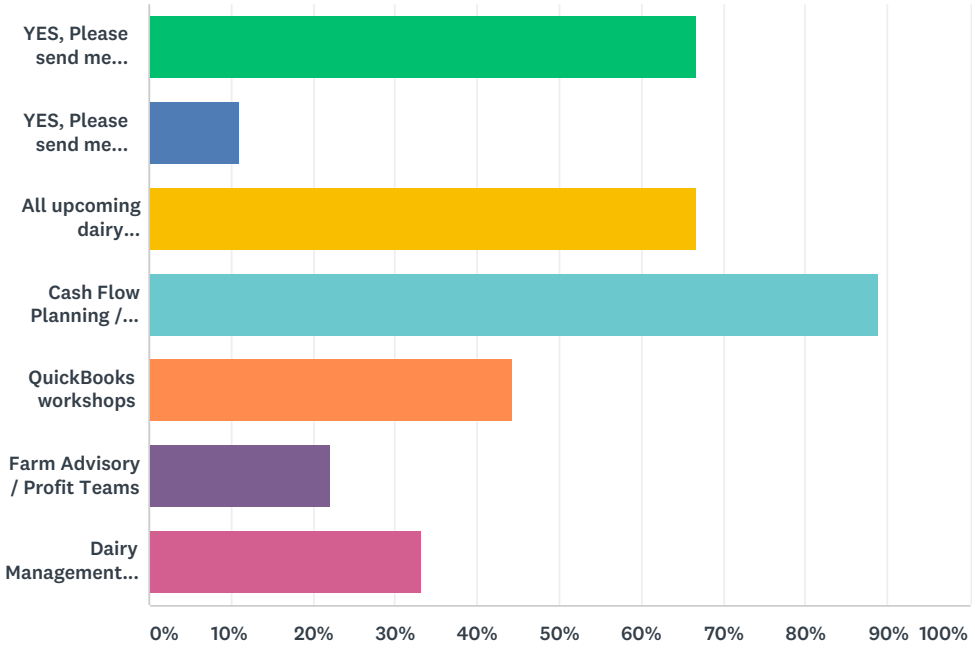


	1	2	3	4	5	6	7	8	9	10	TOTAL	SCOR
Feed Management (forage quality and quantity, best management practices for TMRs, robotics, component feeding, hybrid selections etc.)	14.29% 1	71.43% 5	14.29% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	7	9.(

Financial Management (annual cost of production estimates, monthly margin/income over feed cost, long term business planning, advisory teams)	42.86% 3	28.57% 2	28.57% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	7	9.
Environmental Management (manure management, regulations, water and air quality etc.)	0.00% 0	0.00% 0	0.00% 0	12.50% 1	0.00% 0	37.50% 3	25.00% 2	0.00% 0	25.00% 2	0.00% 0	8	4.
Replacement Management (feeding, vaccination and treatment, facilities, etc.)	0.00% 0	0.00% 0	14.29% 1	57.14% 4	28.57% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	7	6.
Milking Herd Health (udder health, reproductive performance, vaccination, etc.)	37.50% 3	12.50% 1	25.00% 2	25.00% 2	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	8	8.
Facility Management (new designs, update existing facilities, implement newer technologies, etc.)	0.00% 0	0.00% 0	14.29% 1	14.29% 1	14.29% 1	14.29% 1	0.00% 0	42.86% 3	0.00% 0	0.00% 0	7	5.
On-farm Safety	0.00% 0	0.00% 0	0.00% 0	0.00% 0	14.29% 1	14.29% 1	28.57% 2	0.00% 0	14.29% 1	28.57% 2	7	3.
Human Resource Management	0.00% 0	0.00% 0	0.00% 0	0.00% 0	28.57% 2	0.00% 0	0.00% 0	14.29% 1	28.57% 2	28.57% 2	7	3.
Animal Welfare	0.00% 0	0.00% 0	0.00% 0	0.00% 0	14.29% 1	28.57% 2	28.57% 2	14.29% 1	14.29% 1	0.00% 0	7	4.
Neighbor Relations	0.00% 0	0.00% 0	0.00% 0	0.00% 0	12.50% 1	0.00% 0	12.50% 1	25.00% 2	12.50% 1	37.50% 3	8	2.

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

Answered: 9 Skipped: 1

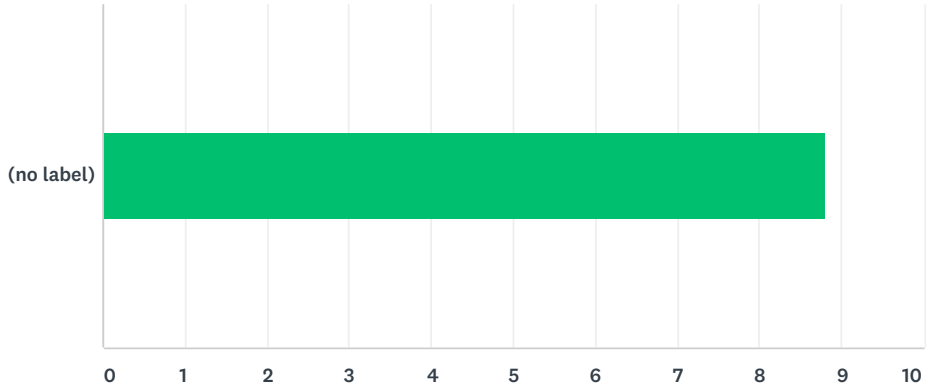


ANSWER CHOICES	RESPONSES	
YES, Please send me information via EMAIL	66.67%	6
YES, Please send me information via standard mail	11.11%	1
All upcoming dairy management workshops	66.67%	6
Cash Flow Planning / Income Over Feed Costs resources and workshops	88.89%	8
QuickBooks workshops	44.44%	4
Farm Advisory / Profit Teams	22.22%	2
Dairy Management Webinars / Online Resources	33.33%	3
Total Respondents: 9		

#	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: 10 Skipped: 0



	1 NOT AT ALL LIKELY	2	3	4	5 SOMEWHAT LIKELY	6	7	8	9	10 EXTREMELY LIKELY	TOTAL	WEIGHTE AVERAG
(no label)	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	50.00% 5	20.00% 2	30.00% 3	10	8.

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

Answered: 3 Skipped: 7

#	RESPONSES	DATE
1	This was a great program. I'm the next generation on our farm, and it help me to understand how decisions impact our profitability.	11/19/2017 10:05 AM
2	It would be good if there were an online check off list. So we could see what information was due and when.	11/17/2017 4:23 PM
3	good program for both large or small dairy. Small group gives you a lot more one on one time	11/16/2017 8:42 AM

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: 2 Skipped: 8

#	RESPONSES	DATE
1	This program compares characteristics of corn silage harvest, storage, and feeding on different dairies. The focus on this profit driver is explored with discussion from other producers creating a more interactive learning experience.	11/17/2017 4:23 PM
2	just makes you pay more attention to cost and herd health	11/16/2017 8:42 AM

Q15 Please call me to obtain a quote:

Answered: 1 Skipped: 9

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

#	NAME:	DATE
1	Anthony J. Martin	11/16/2017 9:34 PM
#	**PHONE:**	**DATE**
1	717-202-5795	11/16/2017 9:34 PM
#	**EMAIL:**	**DATE**
1	martinfmam@gmail.com	11/16/2017 9:34 PM