



CARING DAIRY ASSESSMENT

To complete and score the assessment:

- 1) Select either one or multiple answers for each question, as noted.
- 2) Each answer's score is in parentheses after the answer. Tally each question's score in the green box below each question.
- 3) Total all questions' scores at the end of the section.
- 4) Divide your score by the maximum number of points you could have earned to compare your score to the rating system. For answers selected that score 0/0, those questions are not included in calculating the % score for the section.

FARM INFO

Farm Name		Review Period	
Producer ID#		Contact info	Email? Phone?

1 SOIL HEALTH AND FERTILITY

1.1 HOW DO YOU EVALUATE SOIL HEALTH?

Choose all that apply, and write appropriate answer(s) in green box below.

a. Soil samples are taken less frequently than every three years. (0)	b. Soil samples are regularly taken (once every three years or more frequently) and evaluated and crop response is documented to evaluate farming practices. (1)	c. Biological evaluations such as the Cornell Soil Health, Visual Soil Assessment (VSA, G. Shepherd) or something equivalent are used to evaluate the impacts of my cropping practices over time. (1)
d. Fields are scouted regularly to evaluate soil health indicators such as crusting, earthworm activity, soil compaction, rooting depth, smell, and soil structure with a soil consultant or crop advisor. (1)	e. Field records are maintained and include yields and soil health indicators on different fields and are used to make appropriate management changes and cropping decisions to improve soil health. (1)	

ANSWERS TO 1.1

/4 maximum number of points possible

1.2 HOW DO YOU MEASURE AND MANAGE SOIL ORGANIC MATTER?

Choose all that apply, and write appropriate answer(s) in green box below.

a. Soils are sampled and tested infrequently, and organic matter is not monitored. (0)	b. Soil testing is done once every three years, and soil organic content is monitored. (1)	c. Manure and/or compost applications are focused on fields measuring low in organic matter content. (1)
d. Field records are evaluated along with observations of soil organic matter by digging test plots in fields and monitoring color and smell as indicators as organic matter content in soil or scoring my fields with a visual assessment system. (1)	e. Cover crops are grown to add organic matter and reduce the impacts of organic matter losses through erosion and tillage. (1)	f. Soil tests are used that evaluate particulate organic matter (POM) or biological respiration as a means of measuring soil organic matter cycling. (1)
g. Pre-plant soil nitrogen tests are used to evaluate potentially mineralizable nitrogen and adjustments in nutrient applications are made accordingly. (1)		

ANSWERS TO 1.2

/6 maximum number of points possible

1.3 HOW DO YOU PRIORITIZE THE APPLICATION OF MANURE AND COMPOST AMENDMENTS ON YOUR FARM?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Manure is spread based on average nutrient values ("book values") and field accessibility. (1)	b. Manure or compost or other organic amendments are spread according to soil test recommendations and an analysis of the amendment. (2)	c. In addition to above, organic amendments are spread on annual crop fields and applications are prioritized on fields that have been in annual crops longer than 3 years. (3)
d. In addition, manure or compost application are prioritized on fields that are testing low in nutrients and organic matter, even if they are more distant from the manure storage. (4)		

ANSWERS TO 1.3

/4 maximum number of points possible

1.4 HOW DO YOU MANAGE ANNUAL CROPS AND ROTATIONS?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Annual crops are not grown on fields that are considered Highly Erodible Land (HEL) unless an approved NRCS rotation is implemented, but I have fields where I grow annual crops for more than 5 consecutive years without rotating in a perennial crop. (1)	b. Annual crops are rotated so that they are never grown more than 5 years on a field on continuous basis, and perennial crops are grown for a minimum of 2 years in each rotation. (2)	c. Annual crops are grown for a maximum of 3 years and a cover crop is used so green cover is maintained as close as possible to year-round. (3)
d. Annual crops are rotated at least every two years, cover crops are utilized and different annual crops are grown to increase diversity. These could include crops like small grains, sorghum sudan, millet, peas, brassicas, or a combination of these crops. (4)	e. I do not grow any annual crops. (0/0)	

ANSWER TO 1.4

/4 maximum number of points possible. If answer e is selected, this question is not included in the final tally for the section.

1.5 ARE COVER CROPS USED ON THE FARM?

Choose the answer that best reflects your farm, and write it in the box below.

a. I do not grow any annual crops. (0/0)	b. Cover crops are grown on less than 50% of my annual crop ground. (1)	c. Cover crops are grown on at least 50% of annual crop fields every fall. (2)
d. Cover crops are grown on 100% of fields every fall with cover crop seeding after corn or other annual crops after harvest. (3)	e. Cover crops are interseeded on all corn at sidedress or when the corn is growing, to start a cover crop pre-harvest. Or cover crops are planted before October 1 st because short season corn was used allowing timely harvest so effective cover crops can be grown. (4)	f. In addition to above, a diverse mixture of cover crops is used to provide biodiversity and improve soil health. (5)

ANSWER TO 1.5

/4 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

1.6 HOW DO YOU USE COVER CROPS?

Choose all that apply, and write appropriate answer(s) in box below.

a. Annual crops are not grown. (0/0)	b. Cover crops are not used. (1)	c. A cover crop (such as winter rye) is grown and harvested as forage in spring or plowed under before planting. (1)
d. Cover crops are grown and killed before planting corn without using tillage. (1)	e. A mixture of cover crops (including winter grains) is used to provide greater biodiversity. (1)	f. A diversity of cover crops is used and fertilizer applications are reduced the following year giving credit to the nutrient scavenging ability of the cover crops. (1)

ANSWERS TO 1.6

/5 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

1.7 HOW DO YOU MANAGE TILLAGE ON ANNUAL CROPS?

Choose the answer that best reflects your farm, and write it in the box below.

a. We do not do any tillage on our farm. (0/0)	b. Tillage is only conducted primarily in the spring when soil conditions allow. (1)	c. In addition, reduced tillage practices such as chisel plowing are used. (2)
d. No-till practices of annual crop establishment are used on some acres and fields prone to erosion and soil loss are prioritized. (3)	e. No-till establishment of annual crops is used on over 50% of acres and sown into harvested cover crops. (4)	f. No-till establishment of annual crops is used on a majority of acres, and annual crops are sown into cover crops that are not harvested, but instead are left in the field to maximize soil organic matter accumulation and soil surface cover. (5)

ANSWER TO 1.7	/5 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.
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1.8 HOW DO YOU MANAGE TILLAGE ON PERENNIAL CROPS?

Choose the answer that best reflects your farm, and write it in the box below.

a. We do not do any tillage on perennial crops. (0/0)	b. Moldboard plowing is used. (1)	c. Perennial crops are established by tilling/plowing in early spring and a nurse crop is used, or tillage is conducted in late summer to establish new perennial crops before winter. (2)
d. No-till methods are used to establish perennial sods when and where appropriate. (3)		

ANSWER TO 1.8	/3 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.
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1.9 HOW DO YOU MANAGE PERENNIAL SOD CROPS?

Choose the answer that best reflects your farm, and write it in the box below.

a. Perennial sods are managed as a single species crop. (1)	b. Perennial sods are managed for a diversity of plants, including grasses and legumes. (2)	c. In addition, annual crops are occasionally sown into perennial forages or pasture for increased crop diversity, yield and/or season extension. (3)
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ANSWERS TO 1.9	/3 maximum number of points possible.
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1.10 HOW DO YOU MANAGE SOIL AND CROPPING RECORDS?

Choose all that apply, and write appropriate answer(s) in the box below.

a. Soil tests are recorded and reviewed annually. (1)	b. All nutrient applications are recorded on a field basis and reviewed yearly. (1)	c. Fields are scouted on a regular basis during the growing season and issues are documented on a field record keeping system. (1)
d. Harvest yields are recorded by weights or some other method to evaluate cropping practices. (1)	e. Cropping histories are reviewed, including field/soil observations, tillage practices, yields, amendments, hybrid selections, pesticides, on a yearly basis and appropriate changes are made to improve soil quality and health. (1)	

ANSWERS TO 1.10	/5 maximum number of points possible.
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SCORING SECTION 1 SOIL HEALTH AND FERTILITY

Tally your scores for each question below. Then total them up.

- 1.1 /4
- 1.2 /6
- 1.3 /4
- 1.4 /4 Do not include this question if answer e was selected.
- 1.5 /4 Do not include this question if answer a was selected.
- 1.6 /5 Do not include this question if answer a was selected.
- 1.7 /5 Do not include this question if answer a was selected.
- 1.8 /3 Do not include this question if answer a was selected.
- 1.9 /3
- 1.10 /5

TOTAL /41 Total maximum is 20 if questions 1.4-1.8 were answered with answers scoring 0/0

What does your score mean?

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.
 Under 50%: RED Management changes are recommended.
 50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.
 75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.

2 SOIL LOSS

2.1 HOW DO YOU MANAGE SOIL TO PREVENT EROSION?

Choose the answer that best reflects your farm, and write it in the green box below.

a. The farm does not have a soil conservation plan. (1)	b. Regular evaluations with soil consultants, crop advisors, or USDA NRCS are conducted to review crop rotations. (2)	c. The two previous answers, plus cropping practices to reduce soil loss, such as strip cropping, diversions, land in permanent sod and/or land management conservation practices are implemented. At least 50% of annual crop land is cover cropped during non-growing season. (3)
d. In addition to the previous 3 answers, less than 20% of cropland is in annual crops and 100% of fields covered with living plants during the non-growing season, or I do not grow any annual crops. (4)		

ANSWERS TO 2.1

/4 maximum number of points possible

2.2 HOW DO YOU MANAGE TILLAGE?

Choose the answer that best reflects your farm, and write it in the green box below.

a. We do not do any tillage on our farm. (0/0)	b. Traditional methods of tillage including moldboard plowing and harrowing are utilized. (1)	c. In addition to (b), fields are only tilled when soil conditions are appropriate (not saturated or desiccated) and bare soil is kept to a minimum. (2)
d. Reduced tillage measures such as chisel plows are used to reduce soil disturbance and maintain some crop residue. (3)	e. Reduced tillage and no-tillage methods for crop establishment are used. (4)	f. No-till methods for crop establishment are used and the farm plants into cover crops, cover crop residue or existing sod. (5)

ANSWERS TO 2.2

/5 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

2.3 HOW ARE CROP RESIDUES MANAGED?

Choose all that apply, and write appropriate answer(s) in the green box below.

a. Annual crops are not grown, and permanent sod is maintained throughout the year on all my fields. (0/0)	b. Annual crops are managed to keep as much residue on the surface as possible. (1)	c. All annual crop fields are cover cropped through the winter. (1)
d. Cover crops are plowed as a green manure. (1)	e. Annuals are managed so cover crops are established before October 1 st . (1)	f. Annuals are managed so cover crops are interseeded during the growing season. (1)
g. Cover crops are killed or managed to leave effective residue when establishing the following crop. (1)		

ANSWERS TO 2.3

/6 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

2.4 HOW IS SOIL COMPACTION ADDRESSED ON THE FARM?

Choose all that apply, and write appropriate answer(s) in the green box below.

a. Traffic is minimized or contained to certain sections of the field especially when soils are wet. (1)	b. Methods such as high flotation tires are used to reduce heavy traffic on fields. (1)	c. Compaction is regularly measured (penetrometer) or evaluated by digging pits and addressed when using deep tillage. (1)
d. Compaction is measured and addressed using deep-rooted cover crops in a rotation. (1)	e. Tile drainage is installed to limit areas of saturated soils. (1)	

ANSWER TO 2.4

/5 maximum number of points possible.

2.5 IF USING PASTURES, ARE THEY MANAGED IN A WAY TO REDUCE EROSION?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Pastures are not used as a feed source for our cattle. (0/0)	b. Animals are allowed to graze freely and pasture is not subdivided into paddocks. (1)	c. Paddocks are grazed for more than 3 days before animals are moved to a new paddock. (2)
d. Paddocks are rotated frequently (maximum of 3 days grazing) and given adequate non-grazing periods to avoid overgrazing and limited post grazing residue. (3)	e. Lactating animals are moved to new paddocks every 12 hours. (4)	f. Pastures are rotated (as in answer e) and laneways and water access is managed to reduce traffic in any one area, limiting bare soil and heavy traffic locations. (5)

ANSWER TO 2.5

/5 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

2.6 HOW ARE ANIMALS MANAGED IN ENVIRONMENTALLY SENSITIVE AREAS?

Choose the answer that best reflects your farm, and write it in the green box below.

a. We do not graze any animals. (0/0)	b. Cows are not excluded from streams/ponds or other sensitive areas. (1)	c. Water access to streams/ponds are monitored and moved if needed to minimize soil degradation. (2)
d. Cows are completely excluded from sensitive areas, such as streams and ponds. (3)	e. Cows are excluded from sensitive areas as in answer d, and water is provided in each paddock. (4)	f. Cows are excluded from sensitive areas and water sources are rotated to leave adequate residue plant material (minimum of 3 inches) to minimize runoff and maximize regrowth potential. (5)

ANSWERS TO 2.6

/5 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

2.7 HOW ARE PERENNIAL FORAGE SEEDINGS ESTABLISHED?

Choose all that apply, and write appropriate answer(s) in the green box below.

a. We only grow perennial crops and leave them established for over 10 years regularly so seeding land is very rare. (0/0)	b. Forage seedings are done in early spring or late summer. (1)	c. Forage seedings are part of a planned rotation. (1)
d. Forage seedings in the spring utilize a small grain nurse crop for quick cover and weed control. (1)	e. Forage seeding in the fall is completed early enough to effectively establish a sod crop that minimizes soil loss in the fall. (1)	f. All existing forage is established, and/or any seeding is done into pre-existing growth through no-till methods. (1)

ANSWER TO 2.7

/5 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

2.8 ARE BUFFERS DESIGNED AND MANAGED?

Choose the answer that best reflects your farm, and write it in the box below.

a. No buffers are used between cropped areas or pasture areas and sensitive water bodies (1)	b. Buffers in pastures are used by either limiting cow access in pastures or creating setbacks from fields that have high erosion potential. (2)	c. Buffers and diversions are developed with assistance from NRCS, University Extension personnel or private consultants (such as Certified Crop Advisors) and evaluated each year as to their effectiveness in controlling water and soil movement. (3)
d. Buffers are created that are composed of a variety of plants, including grasses, legumes, shrubs, and trees. (4)		

ANSWER TO 2.8

/4 maximum number of points possible.

SCORING SECTION 2 SOIL LOSS

Tally your scores for each question below. Then total them up.

– 2.1	/4
– 2.2	/5 Do not include this question if answer a was selected.
– 2.3	/6 Do not include this question if answer e was selected
– 2.4	/5
– 2.5	/5 Do not include this question if answer a was selected.
– 2.6	/5 Do not include this question if answer a was selected.
– 2.7	/5 Do not include this question if answer a was selected.
– 2.8	/4
TOTAL	/39 Total maximum is 13 if questions 2.2-2.3 and 2.5-2.7 were answered with answers scoring 0/0

WHAT DOES YOUR SCORE MEAN?

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.
 Under 50%: RED Management changes are recommended.
 50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.
 75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.

3 NUTRIENTS

3.1 DO YOU HAVE A NUTRIENT MANAGEMENT PLAN (NMP)?

Choose the answer that best reflects your farm, and write it in the green box below.

a. No. (1)	b. Yes, but our NMP is more than 5 years old. (2)	c. Yes, and our NMP was written or updated within the last 5 years. (3)
d. Yes, and it is a Comprehensive NMP (developed to meet NRCS standards) and is less than 5 years old. (3.25)	e. Yes, and we are a LFO or MFO and our plan is updated annually. (3.5)	

ANSWERS TO 3.1

/3.5 maximum number of points possible

3.2 HOW ARE FIELD RECORDS MAINTAINED?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Individual field records are limited to soil test results. (1)	b. Individual field records are used that include soil tests and yields. (2)	c. Individual field records are used that include soil tests, crop yields, nutrient (synthetic fertilizer, manure) application levels, and forage analyses. (3)
d. Individual field records are maintained electronically using programs developed for the region and cropping system. All of the previous answers and individual field records are evaluated at least annually. (4)	e. Individual field records are used that include the above, and also include adaptive management tools such as Corn Stalk Nitrogen Testing (CSNT), Pre-Sidedress Nitrogen Testing (PSNT), or other predictive tools such as Adapt-N. (5)	

ANSWERS TO 3.2

/5 maximum number of points possible.

3.3 HOW ARE MANURES EVALUATED AND USED?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Manure applications are based on standard book values for N, P, and K content. (1)	b. Manure applications are based on farm annual manure analysis and all manure spreaders are calibrated for rate and speed. (2)	c. In addition to above, manure application decisions are based on types of manure (solid/liquid), timing of nutrient needs, soil organic matter, phosphorus index, cropping history, yield potentials and sensitivity of the site to surface runoff. (3)
d. In addition to above, manure analysis records indicate a reduction in nitrogen (N) and phosphorus (P) concentrations from year to year due to improved feed nitrogen and phosphorus utilization. (4)	e. In addition, manure analysis is used to evaluate N and P in feed. Rations are adapted to manage manure N and P concentrations. Ration P is balanced not to exceed 2001 NRC (National Research Council) requirements (0.38% of ration in lactating dairy cows). (5)	

ANSWERS TO 3.3

/5 maximum number of points possible.

3.4 ARE RATIONS ADJUSTED TO MAXIMIZE FEED EFFICIENCY?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Grain supplements are balanced according to milk production levels. (1)	b. Cow rations are developed based on forage and grain analyses and balanced for appropriate milk production. (2)	c. In addition to above, lactating cows are grouped into at least two production groups and feed rations that are appropriate for feed efficiency. (3)
d. Rations are balanced as above, and monitored via tools such as milk urea nitrogen (MUN), milk protein testing or TMR tracker. Supplemental grain protein levels are adjusted for maximum microbial protein synthesis, and average bulk tank MUN below 14 mg/dl. (4)		

ANSWER TO 3.4

/4 maximum number of points possible.

3.5 HOW IS FORAGE QUALITY ADDRESSED?

Choose the answer that best reflects your farm, and write it in the green box below.

- | | | |
|--|---|--|
| a. Rations are fed according to milk production. (1) | b. Rations are developed according to milk production and are focused on forage quality with the highest quality forage segregated for the highest producing milk cows. (2) | c. Rations are fed according to milk production and forage is maximized in diets with a minimum of 65% of the dry matter of the milk cows' rations coming from forage sources. (3) |
|--|---|--|

ANSWER TO 3.5

/3 maximum number of points possible.

3.6 HOW ARE FIELD MANURE APPLICATIONS MANAGED?

Choose the answer that best reflects your farm, and write it in the green box below.

- | | | |
|--|---|--|
| a. Manure is applied at multiple times during the year regardless of the season and weather. (1) | b. Manure is applied based on soil test recommendations and crop removal rate, using timing to prioritize the use of manure as a nutrient source and maximize the value of all macro nutrients, (nitrogen, phosphorus, and potassium) that are found in the manure. (2) | c. In addition, manure is spread on all crops to maximize conservation for example by applying only in the growing season, or to actively growing cover crops, or manure is applied to reduce ammonia emissions through banded application or injection. (3) |
|--|---|--|

ANSWERS TO 3.6

/3 maximum number of points possible.

3.7 NUTRIENT APPLICATIONS OF SYNTHETIC FERTILIZER ON ANNUAL CROPS

Choose the answer that best reflects your farm, and write appropriate answer(s) and write it in the green box below.

- | | | |
|---|---|---|
| a. All synthetic fertilizer applications are applied based on historic application rates or crop removal rates. (1) | b. Synthetic fertilizer application rates are based on soil test. (2) | c. In addition, fertilizers are applied in split applications based on soil tests or other monitoring tools such as in-season soil tests, chlorophyll testing, Adapt-N and the appropriate N fertilizer materials that limit environmental losses are used. (3) |
|---|---|---|

ANSWER TO 3.7

/3 maximum number of points possible.

3.8 HOW IS NUTRIENT APPLICATION MANAGED?

Choose the answer that best reflects your farm, and write it in the box below.

- | | | |
|---|---|---|
| a. Manure and fertilizer application equipment are not calibrated annually. (1) | b. Manure and fertilizer application equipment are calibrated annually. (2) | c. A flow meter or other calibration tool is used to accurately apply manure. (3) |
|---|---|---|

ANSWER TO 3.8

/3 maximum number of points possible.

3.9 HOW DOES YOUR FARM PARTICIPATE IN COMMUNITY AWARENESS OF NUTRIENTS AND WATER QUALITY?

Choose the answer that best reflects your farm, and write it in the box below.

- | | |
|---|---|
| a. We do not participate in any outreach events or opportunities to let the community know what we are doing on our farm. (1) | b. We participate in community educational events to make our community aware of what is being done on the farm as well as participating in learning opportunities for myself and employee. (3) |
|---|---|

ANSWER TO 3.9

/3 maximum number of points possible.

3.10 ARE WHOLE FARM NUTRIENT BALANCES CALCULATED?

Choose the answer that best reflects your farm, and write it in the box below.

a. Nutrient use and input amounts are not used to calculate a nutrient balance. (1)	b. Manure nutrients and crop nutrients are balanced so that crop removal is greater than the manure nutrients on the farm. (3)	c. In addition, whole-farm nutrient budgets are created and independently evaluated for all nutrient imports (purchased grain, fertilizer, imported manure biological nitrogen fixation) and for all nutrients leaving the farm (milk, meat, and sold feed). (4)
d. In addition, decisions are made about nutrient flows on the farm by field, based on whole-farm nutrient budgets, measured crop yields, and where manure nutrients can be used most effectively (Ex. Where soil tests indicate a need for N, P, and K). (5)	e. Synthetic fertilizer purchases are based on soil tests and manure analysis. (2)	

ANSWER TO 3.10

/5 maximum number of points possible.

SCORING SECTION 3 NUTRIENTS

Tally your scores for each question below. Then total them up.

– 3.1	/3.5
– 3.2	/5
– 3.3	/5
– 3.4	/4
– 3.5	/3
– 3.6	/3
– 3.7	/3
– 3.8	/3
– 3.9	/3
– 3.10	/5
TOTAL	/37.5

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.
 Under 50%: RED Management changes are recommended.
 50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.
 75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.

4 FARM FINANCIALS

4.1 DO YOU HAVE A WRITTEN BUSINESS PLAN FOR YOUR FARM THAT ARTICULATES THE DIRECTION, OBJECTIVES, AND MILESTONES FOR THE FUTURE?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Yes. (1)

No. (0)

ANSWERS TO 4.1

/1 maximum number of points possible

4.2 HOW IS BUSINESS PLANNING DONE ON YOUR FARM?

Choose the answer that best reflects your farm, and write it in the green box below.

a. I have no written business plan. (0)

b. I have a written business plan. (1)

c. In addition to b, I update and review it annually. (2)

d. In addition to c, I have communicated the business plan with my family. (3)

e. In addition to d, the family actively participates in the business planning process. (4)

ANSWERS TO 4.2

/4 maximum number of points possible.

4.3 DO YOU FEEL YOU HAVE ACCESS TO AFFORDABLE CAPITAL YOU NEED TO GROW YOUR FARMING OPERATION?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Yes. (1)

b. No. (0)

ANSWERS TO 4.3

/1 maximum number of points possible.

4.4 THROUGH OWNERSHIP, LEASE OR PURCHASE, DO YOU HAVE ACCESS TO ALL OF THE LAND YOU NEED TO FARM?

Choose the answer that best reflects your farm, and write it in the green box below.

a. No, we don't have access to enough land. (1)

b. Land is occasionally available, but is cost prohibitive. (2)

c. Yes, we have enough for now, but lack of access to new land is a limit to our business. (3)

d. Land availability is not limiting our business for the foreseeable future. (4)

ANSWER TO 4.4

/4 maximum number of points possible.

4.5 DO YOU HAVE A GOOD UNDERSTANDING OF WHAT A BALANCE SHEET IS?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Yes. (2)

No. (1)

ANSWER TO 4.5

/2 maximum number of points possible.

4.6 HOW DO YOU LEVERAGE THE VALUE OF YOUR FINANCIAL DATA IN HELPING YOU MANAGE THE FARM?

Choose the answer that best reflects your farm, and write it in the green box below.

- | | | |
|---|---|---|
| a. I don't use my balance sheet, income statement or cash flow projection except when needed to apply for a loan or income taxes. (1) | b. I developed an income statement, cash flow projection and balance sheet for my business plan but haven't updated them since they were first written. (2) | c. I review and analyze the past year's financial statements and make projections for the upcoming year as part of my annual business planning. (3) |
| d. I involve my family in the review and analysis of the financial data and business planning. (4) | e. I use past years' financial data to benchmark my performance and gauge the successfulness of my management. (5) | |

ANSWERS TO 4.6

/5 maximum number of points possible.

4.7 WHAT ACTIONS HAVE YOU TAKEN TO PLAN FOR RETIREMENT?

Choose the answer that best reflects your farm, and write appropriate answer(s) and write it in the green box below.

- | | | |
|---|--|--|
| a. No steps have been taken. (1) | b. We have retirement savings started that we try to contribute to annually. (2) | c. We have spoken to an advisor or studied retirement planning options and begun to think about retirement planning. (3) |
| d. We have a retirement plan in place that we have implemented that we feel confident will prepare us for retirement. (4) | | |

ANSWER TO 4.7

/4 maximum number of points possible.

4.8 DOES YOUR FARM INCOME MEET YOUR FINANCIAL NEEDS?

Choose the answer that best reflects your farm, and write it in the box below.

- | | |
|-------------|------------|
| a. Yes. (2) | b. No. (1) |
|-------------|------------|

ANSWER TO 4.8

/2 maximum number of points possible.

4.9 WHAT IS YOUR CURRENT DEBT-TO-ASSET RATIO?

Choose the answer that best reflects your farm, and write it in the box below.

- | | | |
|-----------------------------|------------------------------------|--|
| a. Under 0.40: low risk (3) | b. 0.40 – 0.60: Moderate risk. (2) | c. Over 0.60: Need to manage risk. (1) |
|-----------------------------|------------------------------------|--|

ANSWER TO 4.9

/3 maximum number of points possible.

4.10 HOW DO YOU DO FINANCIAL PLANNING AND MANAGEMENT?

Choose the answer that best reflects your farm, and write it in the box below.

- | | | |
|---|--|---|
| a. Use your checkbook balance/manage expenses by month. (1) | b. Above and monthly statement of income vs. expenses. (2) | c. All of the above as well as meeting with an accountant or other. (3) |
| d. All of the above plus an annual budget. (4) | | |

ANSWER TO 4.10

/4 maximum number of points possible.

4.11 HOW OFTEN DO YOU MEET WITH AN ACCOUNTANT OR OTHER FINANCIAL ADVISOR?

Choose the answer that best reflects your farm, and write it in the box below.

- | | |
|-----------------|--------------------------------|
| a. Annually (1) | b. Twice or more per year. (2) |
|-----------------|--------------------------------|

ANSWER TO 4.11

/2 maximum number of points possible.

4.12 DO YOU KNOW WHAT YOUR FORAGE INVENTORY IS?

Choose the answer that best reflects your farm, and write it in the box below.

a. Yes. (2)

b. No. (1)

ANSWER TO 4.12

/2 maximum number of points possible.

4.13 HOW MANY EMPLOYEES DO YOU HAVE?

Enter number. This question is not scored.

_____ employees

ANSWER TO 4.13

/0 This question is not scored.

4.14 WHAT IS THE AVERAGE ANNUAL EMPLOYEE TURNOVER RATE ON YOUR FARM?

Choose the answer that best reflects your farm, and write it in the box below.

a. I have no employees (0/0)

b. The average turnover rate is over 25%. (1)

c. The average turnover rate is between 10-25%. (2)

d. The average annual turnover rate is less than 10%. (3)

ANSWER TO 4.14

/3 maximum number of points possible.

SCORING SECTION 4 FARM FINANCIALS

- 4.1	/1
- 4.2	/4
- 4.3	/1
- 4.4	/4
- 4.5	/2
- 4.6	/5
- 4.7	/4
- 4.8	/1
- 4.9	/3
- 4.10	/4
- 4.11	/2
- 4.12	/2
- 4.13	/0
- 4.14	/3
TOTAL	/34

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.

Under 50%: RED Management changes are recommended.

50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.

75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.

5 FARM FAMILY SOCIAL INDICATORS

5.1 HOW MUCH TIME HAVE YOU SPENT IN SOCIAL, FAMILY, OR INDIVIDUAL LEISURE ACTIVITIES DURING THE LAST 12 MONTHS?

Choose the answer that best reflects your farm, and write it in the green box below.

- | | | |
|---------------------|----------------|------------------|
| a. Almost none. (1) | b. Rarely. (2) | c. Regularly (3) |
|---------------------|----------------|------------------|

ANSWERS TO 5.1	/3 maximum number of points possible
----------------	--------------------------------------

5.2 WHAT IS THE LEVEL OF SATISFACTION WITH YOUR LIFE AS A FARMER?

Choose the answer that best reflects your farm, and write it in the green box below.

- | | | |
|---------------------------|-------------------------------|-------------------|
| a. Very dissatisfied. (1) | b. Somewhat dissatisfied. (2) | c. Satisfied. (3) |
| d. Very satisfied. (4) | | |

ANSWERS TO 5.2	/4 maximum number of points possible.
----------------	---------------------------------------

5.3 HOW WOULD YOU RATE YOUR SATISFACTION WITH YOUR NET FARM INCOME?

Choose the answer that best reflects your farm, and write it in the green box below.

- | | | |
|---------------------------|-------------------------------|-------------------|
| a. Very dissatisfied. (1) | b. Somewhat dissatisfied. (2) | c. Satisfied. (3) |
| d. Very satisfied. (4) | | |

ANSWERS TO 5.3	/4 maximum number of points possible.
----------------	---------------------------------------

5.4 WHAT STATEMENT MOST ACCURATELY REPRESENTS YOUR STRESS LEVEL?

Choose the answer that best reflects your farm, and write it in the green box below.

- | | | |
|---|---|--|
| a. I feel like my job is fairly stress free or I have really good outlets for when I am feeling stressed. (3) | b. Sometimes I feel stress and at times it affects my life. (2) | c. I constantly am stressed and I do not have a good system for dealing with it. (1) |
|---|---|--|

ANSWER TO 5.4	/3 maximum number of points possible.
---------------	---------------------------------------

5.5 DO YOU HAVE A FAMILY MEAL TOGETHER AT LEAST FOUR TIMES A WEEK?

Choose the answer that best reflects your farm, and write it in the green box below.

- | | |
|-------------|---------|
| a. Yes. (2) | No. (1) |
|-------------|---------|

ANSWER TO 5.5	/2 maximum number of points possible.
---------------	---------------------------------------

5.6 HOW MANY DAYS DID YOU SPEND AWAY FROM THE FARM OVER THE PAST 12 MONTHS FOR LEISURE OR RECREATIONAL ACTIVITIES? A DAY IS EQUAL TO MISSING TWO MILKINGS.

Choose the answer that best reflects your farm, and write it in the green box below.

- | | | |
|---------------------------|------------------|-------------------|
| a. None (1) | b. 1-5 days. (2) | c. 6-10 days. (3) |
| d. More than 10 days. (4) | | |

ANSWERS TO 5.6	/4 maximum number of points possible.
----------------	---------------------------------------

5.7 DO YOU AND YOUR FAMILY HAVE HEALTH INSURANCE COVERAGE?

Choose the answer that best reflects your farm, and write appropriate answer(s) and write it in the green box below.

- | | |
|------------|----------|
| a. No. (1) | Yes. (2) |
|------------|----------|

ANSWER TO 5.7	/2 maximum number of points possible.
---------------	---------------------------------------

5.8 HOW MANY TIMES PER YEAR DO YOU TAKE PART IN INFORMATION OR TRAINING EVENTS SUCH AS CONFERENCES, FARM VISITS, FIELD DAYS, SYMPOSIUMS, WORKSHOPS, WEBINARS OR OTHER FORMAL TRAINING?

Choose the answer that best reflects your farm, and write it in the box below.

- | | | |
|--|-------------------|------------------------------------|
| a. The three times required for Caring Dairy (1) | b. 4-5 times. (2) | c. More than 5 times per year. (3) |
|--|-------------------|------------------------------------|

ANSWER TO 5.8

/3 maximum number of points possible.

5.9 WHAT ACTIONS HAVE YOU TAKEN TO PREPARE FOR THE SUCCESSION/BUSINESS TRANSFER OF YOUR FARM?

Choose all that apply, and write appropriate answer(s) in the green box below.

- | | | |
|---|---|--|
| a. We have not started the process of succession planning. (1) | b. We currently have no successors. (1) | c. We have talked to family member(s), workers, or others about transfer issues. (1) |
| d. We have contacted/met with an agricultural professional (extension, land trust, etc.). (1) | e. We have contacted/met with a service provider (attorney, accountant, insurance agent, lender, etc.). (1) | f. We have attended workshops related to farm transfer. (1) |
| g. We have written/updated a will. (1) | h. We have prepared the next generation, and feel that they will be ready to take over the leadership of the operation. (1) | i. We have changed our business structure to include younger generation. (1) |
| j. We have developed a farm succession business plan. (1) | | |

ANSWER TO 5.9

/10 maximum number of points possible.

5.10 HOW FREQUENTLY TO YOU HAVE MEETINGS WITH ALL MEMBERS OF THE FARM WORKFORCE (INCLUDING FAMILY MEMBERS) TO DISCUSS RESPONSIBILITIES, PLANNING OR THE CURRENT SITUATION ON THE FARM?

Choose the answer that best reflects your farm, and write it in the box below.

- | | | |
|------------------------------|--------------------------------|------------------------------|
| a. Never. (1) | b. Less than once a month. (2) | c. Once a month or more. (3) |
| d. Weekly or more often. (4) | | |

ANSWER TO 5.10

/4 maximum number of points possible.

5.11 WHAT BEST DESCRIBES YOUR ATTITUDE TOWARD NEW PRACTICES?

Choose the answer that best reflects your farm, and write it in the box below.

- | | | |
|---|---|--|
| a. I would like to implement new farming practices and examine different options; however, I would rather let someone else try first and learn from their experience. (2) | b. I am open to new farming practices and seek out new information. When a technology makes sense for my farm, I try to implement it. (3) | c. I am interested in new ideas and trying new things, and I regularly try new practices. I am happy to share what I learn with other producers. (4) |
| d. I am most likely to stick with tried and true. (1) | | |

ANSWER TO 5.11

/4 maximum number of points possible.

SCORING SECTION 5 FARM FAMILY SOCIAL INDICATORS

- 5.1	/3
- 5.2	/4
- 5.3	/4
- 5.4	/3
- 5.5	/2
- 5.6	/4
- 5.7	/2
- 5.8	/3
- 5.9	/10
- 5.10	/4
- 5.11	/4
TOTAL	1

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.

Under 50%: RED Management changes are recommended.

50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.

75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.

6 FARMWORKER SOCIAL INDICATORS

6.1 DOES YOUR LOWEST PAID EMPLOYEE MAKE AT LEAST VT MINIMUM WAGE (2017 VT MINIMUM WAGE IS \$10/HR)?

Choose the answer that best reflects your farm, and write it in the green box below.

a. I have no employees (N/A). (0/0)	b. Yes. (3)	c. Yes, but only if you include non-cash benefits of health insurance and/or housing. (2)
d. No. (1)		

ANSWERS TO
6.1

/3 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

6.2 DOES YOUR LOWEST PAID WORKER GET PAID A WAGE THAT IS: (THIS IS WAGE ONLY)

Choose the answer that best reflects your farm, and write it in the green box below.

a. Does not apply as we have no employees. (0/0)	b. Less than VT minimum wage, which is \$10/hr. (1)	c. Between \$10/hr - \$11/hr. (2)
d. \$11.01/hr - \$13.11/hr. (3)	e. \$13.11/hr or higher which is a livable wage as calculated by the State of VT, single person, shared housing for 2015. (4)	

ANSWERS TO
6.2

/4 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

6.3 WHAT, IF ANY, NON-CASH BENEFITS DO EMPLOYEES RECEIVE?

Choose all of the answers that reflect your farm, and write it/them in the green box below.

a. I do not have any employees. (0/0)	b. 401k or similar retirement/savings benefits. (0.5)	c. Health insurance. (0.5)
d. Unemployment coverage (0.5)	e. Disability insurance (0.5)	f. Paid maternity or paternity leave (0.5)
g. Use of vehicle for personal use (0.5)	h. Satellite TV (0.5)	i. Phone (0.5)
j. Paid utilities (0.5)	k. Food or on-farm produced products (0.5)	l. Work clothing (0.5)
m. Transportation services (includes fuel) (0.5)	n. Other (0.5)	

ANSWERS TO
6.3

/6 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

6.4 IN ADDITION TO WAGES, SOME FARMS OFFER NON-CASH BENEFITS SUCH AS THE LIST ABOVE AND MAY INCLUDE HOUSING, CONTINUING ED. WAGES + NON-CASH BENEFITS = TOTAL COMPENSATION DOES YOUR LOWEST PAID WORKER HAVE A TOTAL COMPENSATION THAT IS?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Does not apply as we have no employees. (0/0)	b. Less than VT minimum wage, which was \$10/hr in 2016. (1)	c. Between \$10-11/hr. (2)
d. \$11.01-\$13.11/hr (3)	e. \$13.11/hr or higher, which is a livable wage as calculated by the State of VT, single person, shared housing for 2015 (4)	

ANSWER TO 6.4

/4 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

6.5 WE HOLD PERFORMANCE AND COMPENSATION REVIEWS ANNUALLY WITH COMPENSATION ADJUSTMENTS BASED ON EXPERIENCE, PERFORMANCE, AND YEARS OF SERVICE.

Choose the answer that best reflects your farm, and write it in the green box below.

a. Does not apply, as we have no employees. (0/0)	b. Yes. (2)	c. No. (1)
---	-------------	------------

ANSWER TO 6.5

/2 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

6.6 WE PAY OUR EMPLOYEES AT LEAST TWICE PER MONTH AND THEY RECEIVE PAY STUBS DETAILING HOURS WORKED, WAGES PAID, AND WITHHOLDINGS.

Choose the answer that best reflects your farm, and write it in the green box below.

a. Does not apply, as we have no employees. (0/0)	b. Yes. (2)	c. No. (1)
---	-------------	------------

ANSWERS TO
6.6

/2 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

6.7 IF YOU ARE PROVIDING HOUSING ON YOUR FARM TO YOUR WORKERS (DOMESTIC OR MIGRANT) DO YOU PROVIDE THE FOLLOWING?

Choose the answer that best reflects your farm, and write it in the green box below.

<p>a. Does not apply as we have no employees, or we do not provide housing. (0/0)</p>	<p>b. Yes, we provide housing, and we respect the PRIVACY of our employees. We give prior notice before entering farm labor housing to respect farm workers' privacy. Visitors to farm workers' housing have the right to visit occupants without our interference. (1)</p>	<p>c. Yes, we provide housing in a weather and watertight, COMFORTABLE LIVING SPACE, heated to 65 F in cold weather; ventilation with at least one functioning window in all inhabitable rooms; insect and rodent infestation-free; and trash disposal arrangement. (2)</p>
<p>d. Yes, we provide housing in a REASONABLE LIVING SPACE with a kitchen sink, food prep and storage space; at least 1 bathroom with a working sink, toilet, and shower or tub for every 10 people; a bedroom with enough privacy for uninterrupted rest and sleep. (3)</p>	<p>e. Yes, we provide SAFE housing and with smoke alarms and carbon monoxide detectors; at least two different accessible exits from the building; a working fire extinguisher; clean potable water at all times; a wastewater system that functions properly. (4)</p>	<p>f. Yes, we provide housing and in addition to meeting the requirements of the VT Rental Housing Health Code, we have IMPLEMENTED BEST PRACTICES with on-site laundry facilities and regular housing monitoring for proper maintenance, cleanliness and safety. (5)</p>

ANSWER TO 6.7 /5 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

6.8 DO YOU PROVIDE WORKERS' COMPENSATION INSURANCE FOR YOUR FULL-TIME EMPLOYEES?

Choose the answer that best reflects your farm, and write it in the box below.

<p>a. Does not apply, as we do not have any employees. (0/0)</p>	<p>b. No, we don't provide Workers' Compensation insurance as we have a payroll with a value of less than \$10,000/yr. (1)</p>	<p>c. Yes, we provide Workers' Compensation for ALL our paid employees even though we have a payroll of less than \$10,000/yr. (2)</p>
<p>d. Yes, we provide Workers' Compensation for ALL our paid employees because we have a payroll of more than \$10,000/yr. (3)</p>		

ANSWER TO 6.8 /3 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

6.9 WHAT IS YOUR POLICY FOR EMPLOYEE VACATIONS?

Choose the answer that best reflects your farm, and write it in the box below.

<p>a. Does not apply, as we do not have any employees. (0/0)</p>	<p>b. We have a policy for mutually agreeing to UNPAID time off whether for vacation, sick days, holidays or family leave. (1)</p>	<p>c. We have a policy in place for mutually agreeing to PAID time off whether for vacation, sick days, holidays, or family leave. (2)</p>
<p>d. We provide a minimum of seven paid sick days per years, and 1.5 times the hourly wage for agreed holidays worked (3)</p>		

ANSWER TO 6.9 /3 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

6.10 WHAT KINDS OF SERVICES DO YOU PROVIDE TO ASSURE A HEALTHY ENVIRONMENT, COMFORT, AND THE WELLBEING OF YOUR EMPLOYEES?

Choose all of the answers that apply, and write it/them in the box below.

- | | | |
|--|---|---|
| a. Does not apply, as we do not have any employees. (0/0) | b. We provide a shower facility with warm water for employees to wash and change. (1) | c. We routinely provide transportation for meeting fundamental needs such as groceries, supplies, and medical care. (1) |
| d. The work schedule is such that there is a meal break at least every five hours, unless agreed upon by the employee. (1) | e. The work schedule is such that at least 8 hours is available for adequate rest between shifts. (1) | f. We provide all employees at least one day of rest out of every seven, and no more than a 48-hour work week, unless agreed upon by the employee. We strongly recommend that signed written records documenting the weekly agreement are kept. (1) |

ANSWER TO 6.10

/5 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

6.11 DO YOU PROVIDE WORKERS WITH OPPORTUNITIES TO IMPROVE THEMSELVES THROUGH TRAINING, FARMER DISCUSSION GROUPS, OR OTHER METHODS OF CONTINUING EDUCATION?

Choose the answer that best reflects your farm, and write it in the box below.

- | | | |
|---|--|--|
| a. Does not apply, as we do not have any employees. (0/0) | b. No, we don't provide opportunities for training, participation in a farmer discussion group or methods of continuing education. (1) | c. Yes, we provide opportunities for employees to improve themselves including allowing employee participation in the Caring Dairy workshops and other training opportunities. (3) |
|---|--|--|

ANSWER TO 6.11

/3 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

6.12 WHICH DESCRIBES YOUR PRACTICES AND POLICIES IN REGARD TO PERSONNEL?

Choose the answers that best reflects your farm, and write it/them in the box below.

- | | | |
|---|--|--|
| a. Does not apply, as we do not have any employees. (0/0) | b. All employees receive and understand a written contract and/or a written personnel policy manual with terms and conditions of employment (including benefits and leave policies, disciplinary practices including written documentation of infractions.). (1) | c. We do not interfere in employee's freedom of association with any groups and right to collective bargaining, free from retaliation or intimidation, including freedom from discrimination, harassment, abuse, neglect, or threat by a supervisor or coworker. (1) |
| d. Employees who show desire and ability to take on additional responsibilities are given opportunities for advancement, as much as we are able to accommodate. (1) | e. No worker is disciplined or terminated without just cause. Upon dismissal employees are given full details on why they are being dismissed. It is strongly recommended. (1) | |

ANSWER TO 6.12

/4 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

SCORING SECTION 6 FARMWORKER SOCIAL INDICATORS

- 6.1 /3 If answer a is selected, this question is not included in the final tally for the section.
- 6.2 /4 If answer a is selected, this question is not included in the final tally for the section.
- 6.3 /6 If answer a is selected, this question is not included in the final tally for the section.
- 6.4 /4 If answer a is selected, this question is not included in the final tally for the section.
- 6.5 /2 If answer a is selected, this question is not included in the final tally for the section.
- 6.6 /2 If answer a is selected, this question is not included in the final tally for the section.
- 6.7 /5 If answer a is selected, this question is not included in the final tally for the section.
- 6.8 /3 If answer a is selected, this question is not included in the final tally for the section.
- 6.9 /3 If answer a is selected, this question is not included in the final tally for the section.
- 6.10 /5 If answer a is selected, this question is not included in the final tally for the section.
- 6.11 /3 If answer a is selected, this question is not included in the final tally for the section.
- 6.12 /4 If answer a is selected, this question is not included in the final tally for the section.

TOTAL / 44 If you have no employees, you will not be scoring this section.

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.

Under 50%: RED Management changes are recommended.

50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.

75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.

7 COMMUNITY SOCIAL INDICATORS

7.1 DO YOU REGULARLY MAKE A POINT TO MAINTAIN THE PHYSICAL UPKEEP OF THE FARM BY ADDRESSING LANDSCAPE, FARM SIGN(S), LAWN CARE, AND OUTWARD APPEARANCE OF BUILDINGS, AS PART OF YOUR FARM MANAGEMENT STRATEGY?

Choose the answer that best reflects your farm, and write it in the green box below.

a. No. (1)	b. Yes. (2)	c. Yes, farm aesthetics are a high priority for us and we make every reasonable effort to maintain the appearance of our property. (3)
------------	-------------	--

ANSWERS TO 7.1 /3 maximum number of points possible

7.2 WHAT EFFORT DO YOU TAKE TO MANAGE YOUR FARM'S ODORS?

Choose the answer that best reflects your farm, and write it in the green box below.

a. I do not use special practices to manage farm odors. (1)	b. I acknowledge that this is a concern and am planning to begin management steps to address it. (2)	c. I respond to community complaints when they arise (3)
d. I have open communication with my neighbors and adjust my manure spreading schedule based on their needs. Or, odor has not been an issue with any neighbors or others in our community. (4)		

ANSWERS TO 7.2 /4 maximum number of points possible.

7.3 HOW DO YOU REGARD YOUR RELATIONSHIPS WITH YOUR NEIGHBORS?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Mostly poor. (1)	b. Mostly fair. (2)	c. Mostly good. (3)
d. Mostly very good. (4)		

ANSWERS TO 7.3 /4 maximum number of points possible.

7.4 DO YOU CONTRIBUTE TIME AND/OR MONEY TO LOCAL CHARITABLE OR NON-PROFIT ORGANIZATIONS?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Yes. (2)

No. (1)

ANSWER TO 7.4

/2 maximum number of points possible.

7.5 HAVE YOU TAKEN OR DO YOU INTEND TO TAKE STEPS TO PROTECT YOUR LAND FROM DEVELOPMENT?

Choose the answer that best reflects your farm, and write it in the green box below.

a. No. (1)

b. Yes, through farm transfer to the next generation. (2)

c. Yes, through a conservation easement. (3)

ANSWER TO 7.5

/3 maximum number of points possible.

7.6 DOES YOUR FARM PROVIDE RECREATIONAL ACCESS, SUCH AS WITH WALKING TRAILS, SNOWMOBILING, OR HUNTING?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Yes. (2)

b. No. (1)

ANSWERS TO 7.6

/2 maximum number of points possible.

7.7 DO YOU HOLD ANNUAL OPEN HOUSES OR OTHER FESTIVITIES OR ON-FARM EDUCATIONAL OPPORTUNITIES FOR THE PUBLIC TO VISIT AND LEARN ABOUT DAIRY FARMING?

Choose the answer that best reflects your farm, and write appropriate answer(s) and write it in the green box below.

a. No. (1)

b. Yes, we have in the past, but not in the past year. (2)

c. Yes, we do annually. (3)

ANSWER TO 7.7

/3 maximum number of points possible.

7.8 DO YOU ACTIVELY INVOLVE YOURSELF IN PROMOTING AGRICULTURE, FOR INSTANCE TO NON-PROFIT ORGANIZATIONS, BUSINESS AND INDUSTRY ASSOCIATIONS, SCHOOLS, COMMUNITY GROUPS, AND/OR CONSUMERS?

Choose the answer that best reflects your farm, and write it in the box below.

a. Yes. (2)

b. No. (1)

ANSWER TO 7.8

/2 maximum number of points possible.

7.9 IN THE PAST YEAR, HAVE YOU BEEN INVOLVED IN ADVOCATING FOR AGRICULTURE POLICY?

Choose all that apply, and write appropriate answer(s) in the green box below.

a. No. (0)

b. I keep abreast of ag policy but have not actively engaged in the process. (1)

c. Yes, I signed a petition on an agricultural issue. (1)

d. Yes, I wrote a letter to an elected official or to a publication regarding an agricultural policy issue or visited an elected official. (1)

e. Yes, I attended a public hearing or meeting regarding agricultural policy. (1)

f. Yes, I serve as a volunteer for an organization advocating for an agricultural policy issue. (1)

g. We have developed a farm succession business plan. (1)

ANSWER TO 7.9

/6 maximum number of points possible.

7.10 WHAT COMMUNITY ORGANIZATIONS ARE YOU OR YOUR IMMEDIATE FAMILY MEMBERS INVOLVED IN AS VOLUNTEERS?

Choose all that apply, and write appropriate answer(s) in the green box below.

a. 4-H, FAA, Scouts or some other youth program. (1)	b. Local schools. (1)	c. Fire department. (1)
d. Young cooperators. (1)	e. Church. (1)	f. Farmer associations/networking. (1)
g. Civic/state engagement (ex. Selectman, Planning Board, School Board, State advisory committee, etc.) (1)	h. Professional organizations. (1)	

ANSWER TO 7.10 /8 maximum number of points possible.

7.11 DO YOU FEEL THAT YOUR ROLE AS A FARMER IS RESPECTED BY YOUR COMMUNITY?

Choose the answer that best reflects your farm, and write it in the box below.

a. Highly respected or respected. (3)	b. No opinion. (2)	c. Not respected. (1)
---------------------------------------	--------------------	-----------------------

ANSWER TO 7.11 /3 maximum number of points possible.

SCORING SECTION 7 COMMUNITY SOCIAL INDICATORS

- 7.1	/3
- 7.2	/4
- 7.3	/4
- 7.4	/2
- 7.5	/3
- 7.6	/2
- 7.7	/3
- 7.8	/2
- 7.9	/6
- 7.10	/8
- 7.11	/3
TOTAL	/40

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.

Under 50%: RED Management changes are recommended.

50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.

75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.

8 PEST MANAGEMENT

8.1 DO YOU SCOUT FOR PESTS AND WEEDS IN YOUR FIELDS REGULARLY?

Choose the answer that best reflects your farm, and write it in the green box below.

a. No. (1)	b. Yes. (2)
------------	-------------

ANSWERS TO 8.1 /2 maximum number of points possible

8.2 DO YOU KEEP RECORDS OF WEEDS AND PEST SCOUTING RESULTS?

Choose the answer that best reflects your farm, and write it in the green box below.

a. No. (1)	b. Yes. (2)
------------	-------------

ANSWERS TO 8.2 /2 maximum number of points possible.

8.3 DO YOU HAVE THRESHOLDS DETERMINED AT WHICH POINT YOU USE PESTICIDES OR HERBICIDES AS A TREATMENT?

Choose the answer that best reflects your farm, and write it in the green box below.

a. I do not use herbicides or pesticides. (0/0)	b. Yes. (2)	c. No. (1)
ANSWERS TO 8.3	/2 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.	

8.4 HOW ARE PESTICIDE DECISIONS MADE ON THE FARM?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Pesticides are not used on the farm. (0/0)	b. Pests are identified, and lifecycle understood, and treatments applied. (1)	c. Pesticides are applied by a licensed applicator, who makes the choice of product and application method. (2)
d. Pesticide-use decisions are made by first proper identification, monitoring, and evaluating threshold action levels before an application is made. (3)	e. Pesticide choices are made by IPM principles. Pesticides are selected based on effectiveness, mode of action, toxicity and potential environmental impact and by evaluating alternative control choices with chemical pesticides used as the last resort. (4)	
ANSWER TO 8.4	/4 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.	

8.5 HOW ARE HERBICIDE CHOICES MADE ON THE FARM?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Herbicide choices are made by cost per acre of product. (1)	b. Herbicide choices are made by sales person recommendations for product effectiveness or rely heavily on the use of herbicide resistant crops such as glyphosate-tolerant crops. (2)	c. Herbicide choices are made by evaluation of weed populations from the previous year's records and choosing the appropriate product and associated timing of application for the problem weeds. (3)
d. Herbicide choices are made as above, but product decisions also include considerations for rotations of herbicide modes of action, solubility of the active ingredient in soil, soil texture/organic matter and proximity to sensitive areas and groundwater. (4)	e. In addition, combinations of mechanical and chemical control with rotations and cover crops are used to reduce the requirement for herbicides while also reducing selection for herbicide resistant weeds. (5)	f. No herbicides are used on the farm. (0/0)
ANSWER TO 8.5	/5 maximum number of points possible. If answer f is selected, this question is not included in the final tally for the section.	

8.6 HOW ARE FLIES MANAGED ON THE FARM?

Choose the answer that best reflects your farm, and write it in the green box below.

a. A consistent program of insecticide or larvacide sprays is used regularly for flies during the summer. (Pour-on or injectable control methods are included in these options.) (1)	b. Fly populations are monitored using tapes and traps to decide when to use an insecticide or larvacide as a feed additive. (2)	c. Populations are monitored, and barnyards, calf hutches, milk rooms, and other areas very prone to fly breeding are kept clean. (3)
d. In addition to above, the farm utilized biological controls such as releasing fly parasites and good ventilation in areas where they can be effective before deciding to use an insecticide, and/or no insecticides are used or needed. (4)		
ANSWERS TO 8.6	/4 maximum number of points possible.	

8.7 ARE EXTERNAL PARASITES CONTROLLED ON ANIMALS?

Choose the answer that best reflects your farm, and write appropriate answer(s) in the green box below.

a. No product is utilized to control external parasites on our cows. (0/0)	b. Dusts, pour-ons or ear tags are regularly used to control external parasites. (1)	c. Animals are checked regularly for external parasites such as lice or mange before treating. (2)
d. In addition, animals are clipped/brushed or use self-rotating brushes to try and control external parasites before populations build up. (3)	e. In addition, outdoor access is provided so animals are exposed to direct sunlight during the winter to try and control some external parasites and regularly monitor for potential problems and treat according to an IPM plan. (4)	

ANSWER TO 8.7

/4 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

8.8 HOW ARE CROP SELECTION/HYBRID SELECTIONS MADE?

Choose the answer that best reflects your farm, and write it in the box below.

a. Crop selections are based on yield, and availability of stacked insecticidal traits. (1)	b. Crop/hybrid selections are made based on yield and potential pest problems and action thresholds before purchasing traits. (2)	c. Crop selection is based on yield and digestibility characteristics from trial data and documented pest problems before purchasing stacked traits and when available select disease resistant varieties. (3)
d. In addition, seed sources are selected based on documented pest problems and use seeds that have not been treated with neonicotinoids whenever possible based on our current conditions. (4)		

ANSWER TO 8.8

/4 maximum number of points possible.

8.9 HOW DO YOU MANAGE WEEDS?

Choose all that apply, and write appropriate answer(s) in the green box below.

a. Herbicides are not used on the farm. (0/0)	b. The same weed control program is used on all fields each year with the same crop. (1)	c. In addition to above, weed seed infestations are controlled by keeping head rows and adjacent areas mowed to avoid weeds from going to seed and increasing the "weed seed bank". (2)
d. Weeds are scouted and identified, and the farm employs experts or consultants to help us identify and make appropriate herbicide choices. (3)	e. Weeds are identified (as above) during the growing season and weed mapping is included in field histories for future weed control strategies and herbicide decisions. (4)	f. Weeds are scouted and identified as above, and control measures such as rotations, tillage, cultivation, flame weeding or other mechanical means of controlling them are employed. (5)

ANSWER TO 8.9

/5 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

8.10 HOW ARE PESTICIDES APPLIED ON THE FARM AND CROPLAND?

Choose all that apply, and write appropriate answer(s) in the green box below..

a. No pesticides are used on the farm. (0/0)	b. Employees, contractors or managers who make pesticide applications are either licensed applicators or are overseen by a licensed applicator and have received appropriate training. (1)	c. Pesticides are stored and locked when in storage. (1)
d. Safety Data Sheets (SDS) or Product Safety Data Sheets are available to all and employees who work in pesticide applied areas and application notices are posted in a public area. (1)	e. Personal Protection Equipment (PPE) is available to employees and used according to all label directions. (1)	f. In addition to above, pesticide application made on farm fields or in and around the barnyard are posted with signs indicating the date/time of the application and contact information of the applicator. (1)

ANSWER TO 8.10

/5 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

8.11 IS BIOSECURITY A PRIORITY ON THE FARM?

Choose the answer that best reflects your farm, and write it in the box below.

a. No plan is in place for biosecurity on the farm. (0/0)	b. Boot wash sanitizer and/or disposable boots are available to all visitors entering the farm and all employees wash their boots when entering or leaving the farm. (1)	c. In addition, signs are posted indicating that the farm is practicing biosecurity and all visitors and service providers must check with farm manager before entering barns. (2)
d. In addition, livestock hauling trailers have a specific location to pick up cull cows that is not contiguous with the main livestock facility. (3)		

ANSWER TO 8.11

/3 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

SCORING SECTION 8 PEST MANAGEMENT

- 8.1 /2
- 8.2 /2
- 8.3 /2 If answer a is selected, this question is not included in the final tally for the section.
- 8.4 /4 If answer a is selected, this question is not included in the final tally for the section.
- 8.5 /5 If answer f is selected, this question is not included in the final tally for the section.
- 8.6 /4
- 8.7 /4 If answer a is selected, this question is not included in the final tally for the section.
- 8.8 /4
- 8.9 /5 If answer a is selected, this question is not included in the final tally for the section.
- 8.10 /5 If answer a is selected, this question is not included in the final tally for the section.
- 8.11 /3 If answer a is selected, this question is not included in the final tally for the section.

TOTAL /40 Total maximum is 12 if questions 8.3-8.5, 8.7, and 8.9-8.11 were answered with answers scoring 0/0

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.

Under 50%: RED Management changes are recommended.

50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.

75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.

9 BIODIVERSITY

9.1 PASTURE MANAGEMENT

Choose the answer that best reflects your farm, and write it in the green box below.

a. I do not use pasture as a major feed source. (0/0)	b. Pastures contain 1-2 species of grass, and <20% legume. Pasture rotations are less than once per week. (1)	c. Pastures contain a diverse mixture of grasses and legumes and paddocks or rotations are frequent (grazing no more than 5 days in a specific paddock). (2)
d. In addition to above, additional species of broadleaf plants are introduced through no-till drills, frost seeding or other methods that increase diversity and resiliency. (3)	e. In addition to the above, summer annuals (such as brassicas, warm season grasses or cereal grains) are grown to accommodate grazing during slow growth periods during the season. (4)	

ANSWERS TO 9.1

/4 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

9.2 HARVESTED FORAGE CROPS

Choose the answer that best reflects your farm, and write it in the green box below.

a. No annual crops (corn, soy, grain) are grown and grass/legume fields are managed as permanent sod. (0/0)	b. Annual crops and perennial crops are grown in certain fields and rarely rotated. (1)	c. Corn fields or other annual crops are rotated to perennial sod every 3-5 years. (2)
d. Additionally, cover crops/winter grains are grown over the winter that may be harvested for forage or grain crops in rotation. (3)	e. In addition, when cover crops are used, mixes of broadleaf, grass, or grain cover crops are planted to add nutrients and organic matter, and to create biodiversity above ground and below ground. (4)	

ANSWERS TO 9.2

/4 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

9.3 MANAGEMENT OF RIPARIAN OR ENVIRONMENTALLY SENSITIVE AREAS

Choose the answer that best reflects your farm, and write it in the green box below.

a. The farm does not identify and/or map sensitive habitats or riparian areas. (1)	b. Environmentally sensitive areas are clearly identified and/or mapped and special precautions are taken to minimize negative environmental impacts to the area, including water quality. (2)	c. Diverse plant zones (buffers, treatment areas, wildlife enhancement areas) are created and maintained, The farm may join programs like WHIP (Wildlife Habitat Incentive Program) or EQIP (Environmental Quality Incentives Program) or pollinator projects. (3)
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ANSWERS TO 9.3

/3 maximum number of points possible.

9.4 HOW IS NON-CROPPED LAND OR OTHER NATURAL AREAS MANAGED ON YOUR FARM?

Choose the answer that best reflects your farm, and write it in the green box below.

a. The farm does not have non-cropped land or other habitat/natural areas as part of the farm operation. (0/0)	b. The farm has non-cropped land (or other habitat) that it does not manage for additional benefits to the farm. (1)	c. The farm has a management plan and updates that plan with a consulting forester or other expert on a regular basis. Management of non-cropped land is planned and conducted at appropriate times to minimize negative impacts on soil, water, and wildlife. (2)
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ANSWER TO 9.4

/2 maximum number of points possible. If answer a is selected, this question is not included in the final tally for the section.

9.5 HOW ARE PESTICIDES SELECTED?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Pesticide selection is based on cost and efficacy of controlling target pest only. (1)	b. Pesticide selection is based on the pest to be controlled, and includes an assessment of the toxicity of the product to non-target pests. (2)	c. In addition, pesticide selection includes an avoidance of chemicals that persist in the environment and pesticides that are systemic (such as seed treatments, genetically modified seed). These products are used only if no alternative is available. (3)
d. We do not use any pesticides. (0/0)		

ANSWER TO 9.5

/3 maximum number of points possible. If answer d is selected, this question is not included in the final tally for the section.

9.6 HOW DO YOU INCREASE PLANT AND INSECT DIVERSITY FOR INTEGRATED PEST MANAGEMENT?

Choose the answer that best reflects your farm, and write it in the green box below.

a. No biological or cultural methods of pest management are attempted. Only synthetic chemical pesticides are used. (1)	b. Biological and cultural methods are always the first approach for pest management; if they do not work or are not viable economically, then synthetic chemical pesticides are used selectively and judiciously and only as the last resort. (2)	c. All of the above and at least one attempt has been implemented (per year) to increase the populations of diverse beneficial insects in the farm by using cultural or biological methods, like habitat plantings or cover crops. (3)
d. All of the above, and biological and cultural methods are always the first approach for pest management (or no pesticides are used). (4)		

ANSWERS TO 9.6

/4 maximum number of points possible.

9.7 HOW DO YOU ADDRESS DIVERSITY IN THE SOIL?

Choose the answer that best reflects your farm, and write it in the green box below.

a. My primary nutrient application to the majority of fields is through chemical fertilizer. (1)	b. Manure, compost, or other organic amendments make up the majority of my crop nutrient needs and applications. (2)	c. All my crop nutrient applications come from manure, compost or cover crops utilized in a manner that conserves nutrients and feeds the biological soil system. (3)
d. In addition, soil quality indicators are used to evaluate changes. These may include evaluations of earthworm activity, soil organic matter, soil microbial tests, measuring carbon dioxide respiration or soil carbon. (4)		

ANSWER TO 9.7

/4 maximum number of points possible.

9.8 HOW DO YOU EVALUATE SOIL HEALTH, PARTICULARLY SOIL MICROBES?

Choose the answer that best reflects your farm, and write it in the box below.

a. I have obtained a test of the soil microbes only once but did not use the results for any changes of practices. (2)	b. I have never obtained an evaluation/test of the soil microbes on my farm. (1)	c. I have obtained tests of soil microbes at least once every two years, and I modified my practices to attempt improvements in the diversity of soil microbes. (3)
d. In addition to c above, I have also continued to adopt improvements that show measurable impact on soil microbial diversity. (4)		

ANSWER TO 9.8

/4 maximum number of points possible.

SCORING FOR SECTION 9 BIODIVERSITY

- 9.1 /4 If answer a is selected, this question is not included in the final tally for the section.
- 9.2 /4 If answer a is selected, this question is not included in the final tally for the section.
- 9.3 /3
- 9.4 /2 If answer a is selected, this question is not included in the final tally for the section.
- 9.5 /3 If answer d is selected, this question is not included in the final tally for the section.
- 9.6 /4
- 9.7 /4 If answer a is selected, this question is not included in the final tally for the section.
- 9.8 /4

TOTAL / 28 Total maximum is 13 if questions 9.1 and 9.4-9.5 were answered with answers scoring 0/0

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.

Under 50%: RED Management changes are recommended.

50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.

75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.

10 ANIMAL HUSBANDRY

10.1 THE FOLLOWING DESCRIBES THE ANIMAL CARE, MANAGEMENT, AND EMPLOYEE TRAINING PRACTICES USED ON MY FARM:

Choose all of the answers that reflect your farm, and write them in the green box below.

a. My dairy has a documented Veterinarian/Client/Patient Relationship (1)	b. Documentation exists of training for new animal caretakers before they are allowed to care for or handle calves, heifers, and cows. (1)	c. Documentation exists that demonstrates all caretakers receive refresher training on at least an annual basis. (1)
d. Training is conducted in a language that is understood by all of my employees. (1)	e. Written Standard Operating Procedures (SOPs) are readily available in native languages of personnel with animal care responsibilities. These SOPs include common health events and animal health emergency protocols and proper pharmaceutical use guidelines. (1)	f. Emergency contact information is readily available to address animal care needs arising from unique circumstances such as a fire or natural disaster, equipment failures and power failures.
g. Each animal is permanently identified and an effective record-keeping system is employed for animal care and management decision making. (1)	h. Written or computerized records of cattle mortality are maintained and reviewed by my veterinarian. (1)	i. Facility hygiene, including barns, alleys, feeding areas, lying areas, and milking facilities is maintained to prevent injury and disease transmission. (1)
j. Permanent records are developed in conjunction with the herd veterinarian to document purchases, inventory and usage of antibiotics. (1)		

ANSWERS TO
10.1

/10 maximum number of points possible.

10.2 THE FOLLOWING DESCRIBES MY MANAGEMENT PRACTICES REGARDING THE NUTRITIONAL NEEDS OF ALL CATTLE, CALVES, AND YOUNG STOCK ON MY FARM:

Choose the answers that reflect your farm, and write it/them in the green box below.

a. All animals have access to potable, clean, fresh water at all times. (1)	b. Rations provide the required nutrients for maintenance, growth, health, and lactation for the appropriate physiological life stage. (1)	c. Feed equipment is washed and disinfected after being used for non-feed purposes. (1)
d. Specific routes are designed to prevent the cross-contamination of feedstuffs with mud or manure. (1)	e. Sufficient feed bunk space is provided that allows all animals to feed at the same time or sufficient quantities of feed are available during a 24-hour period. (1)	

ANSWERS TO
10.2

/5 maximum number of points possible.

10.3 THE FOLLOWING MANAGEMENT PRACTICES ARE USED SPECIFICALLY FOR THE NUTRITIONAL NEEDS OF NEWBORN AND MILK-FED CALVES ON MY FARM:

Choose all of the answers that reflect your farm, and write it/them in the green box below.

a. All calves receive an adequate amount of colostrum or colostrum replacement within the first 8 hours of life, even if immediately transported off the farm. (1)	b. Calves receive a volume and quality of milk or milk replacer to maintain health, growth, and vigor until weaned or marketed. (1)	c. Calves are not weaned prior to 5 weeks of age. (1)
d. Calves have access to palatable, clean, fresh water at all times. (1)	e. Identified animal caretakers are trained in calf care nutritional requirements, including use of esophageal tube feeders and other feeding mechanisms. (1)	

ANSWERS TO
10.3

/5 maximum number of points possible.

10.4 THE FOLLOWING ARE COMPONENTS OF THE HERD HEALTH PLAN FOR MY DAIRY:

Choose the answers that best reflect your farm, and write it/them in the green box below.		
a. Veterinarian/Client/Patient Relationship. (1)	b. Vaccination schedules for all cattle and calves. (1)	c. Daily observation of all cattle for injury or signs of disease. (1)
d. Protocols for newborn calf management. (1)	e. Protocols for painful procedures, specifically including disbudding and/or dehorning, castration, branding (allowed only if mandated by state law), and supernumerary teat removal only if necessary. (1)	f. Protocols for cattle that develop disease or are injured. (1)
g. Protocols for dystocia, including sanitation, lubricants, timing and approved methods of calving assistance. (1)	h. Protocols for prevention, detection, and action for common diseases, and parasite and pest control. (1)	i. Protocols for sick cattle monitoring. (1)
j. Specific protocols that address the identification of causative agents and the treatment of mastitis. (1)	k. Protocols for fly control. (1)	l. Protocols for non-ambulatory animal management. (1)
m. Protocols for euthanasia: Identification of specific and appropriate euthanasia is necessary. (1)	n. Protocols for euthanasia: Training of animal caretakers on the need for and recognition of animals to be euthanized. (1)	o. Protocols for euthanasia: Designated animal caretakers trained in proper techniques(s). (1)
p. Protocols for euthanasia: Confirmation of death. (1)	q. Protocols for euthanasia: Record keeping of euthanized animals. (1)	r. Protocols for determination of fitness for transport. (1)
s. Emergency response protocols. (1)	t. Protocols to maintain biosecurity. (1)	u. Training programs for animal caretakers involved in detecting disease and injury, which include recording the cases and actions to be taken. (1)
v. The Herd Health Plan is reviewed and updated annually or as otherwise required. (1)		

ANSWER TO 10.4	/22 maximum number of points possible.
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10.5 MY HERD HEALTH PLAN INCLUDES PROTOCOLS FOR THE FOLLOWING PROCEDURES FOR CALVES:

Choose the answers that reflects your farm, and write it/them in the green box below.		
a. Navels are dipped in an effective antiseptic solution as soon as possible after birth. (1)	b. Calves are disbudded with caustic paste if they are 7 days or less of age with the use of an NSAID for long-term pain management. (1)	c. Hot iron disbudding/dehorning up to 30 days of age with use of local anesthesia or a regional nerve block for long-term pain management. (1)
d. After 30 days, dehorning is performed by a veterinarian and under local anesthesia or a regional nerve block with the use of an NSAID for long-term pain management. (1)	e. My herd uses polled sires and is moving toward eliminating the need for dehorning. (1)	f. For bull calves that will be raised on the farm, castration is performed at the earliest possible age; rubber band may be used between 24 hours and 4 days of age (see guidance for castration practices after 4 days). (1)

ANSWER TO 10.5	/6 maximum number of points possible.
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10.6 HOW DOES THE FARM ADDRESS REDUCING ANTIBIOTIC USAGE?

Choose the answer(s) that reflect your farm, and write it/them in the green box below.

a. The farm has a valid client/veterinarian relationship with regular herd health checks. (1)	b. Cow udder health is monitored by the use of monthly individual cow somatic cell counts (SCC) or by using other diagnostic tests such as the California Mastitis Test (CMT) or other diagnostic tests. (1)	c. Milk samples are taken for culturing immediately after mastitis is identified. Infected cows or cows with high counts are milked last in the milking order when possible. (1)
d. Treated cows are checked by milk sample for antibiotic residues before their milk is added to the bulk tank. (1)	e. Dry cow treatments are limited to cows with high somatic cell counts (>250,000 cells/mL). (1)	

ANSWERS TO 10.6

/5 maximum number of points possible.

10.7 HOW ARE ANTIBIOTICS USED AND ADMINISTERED?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Cows are treated with an approved antibiotic at the first sign of mastitis or disease. (1)	b. Decisions are made about treatment after identification of the causal agent and an effective antibiotic is administered if indicated under a plan developed through a client/veterinarian relationship. (2)	c. In addition, cows are administered antibiotics using a protocol that uses individual needles in sites that minimize residual damage to muscle. (3)
d. In addition, individual cow treatment histories (records) are maintained that indicate condition treated, treatment dates, product used, and necessary withdrawal times for meat and milk. (4)		

ANSWER TO 10.7

/4 maximum number of points possible.

10.8 USE THE NATIONAL DAIRY FARM PROGRAM HYGIENE SCORECARD TO RATE HYGIENE FOR EACH GROUP: NEWBORNS & MILK-FED CALVES, WEANED HEIFERS, AND MATURE COWS. A SCORE OF 1 IS CLEAN, AND 4 IS DIRTY. FILL IN % OF EACH GROUP WITH EACH SCORE FOR HYGIENE.

NEWBORN & MILK-FED CALVES

- a. Score 1 (clean): _____% of newborn & milk-fed calves
- b. Score 2: _____% of newborn & milk-fed calves
- c. Score 3: _____% of newborn & milk-fed calves
- d. Score 4 (dirty): _____% of newborn & milk-fed calves

WEANED HEIFERS

- e. Score 1 (clean): _____% of weaned heifers
- f. Score 2: _____% of weaned heifers
- g. Score 3: _____% of weaned heifers
- h. Score 4 (dirty): _____% of weaned heifers

MATURE COWS

- i. Score 1 (clean): _____% of newborn & milk-fed calves
- j. Score 2: _____% of newborn & milk-fed calves
- k. Score 3: _____% of newborn & milk-fed calves
- l. Score 4 (dirty): _____% of newborn & milk-fed calves

ANSWER TO 10.8

10.9 MY DAIRY HAS A SPECIFIC AND EFFECTIVE SHORT-TERM PLAN, AND LONG-TERM PLAN IF NECESSARY, TO FOLLOW TO ADDRESS ANIMALS THAT SCORE 3 OR HIGHER.

Choose the answer that best reflects your farm, and write it in the box below.

a. Yes. (2)

b. No. (1)

ANSWER TO 10.9

/2 maximum number of points possible.

10.10 USE THE NDFP LOCOMOTION SCORECARD TO RATE LOCOMOTION FOR 100 OF YOUR HIGHEST PRODUCING AND OLDEST COWS. IF YOUR HERD IS LESS THAN 100 ANIMALS, SCORE FOR LOCOMOTION.

a. Score 1: _____%

b. Score 2: _____%

c. Score 3: _____%

ANSWER TO 10.10

10.11 MY DAIRY HAS A SPECIFIC AND EFFECTIVE SHORT-TERM PLAN, AND LONG-TERM PLAN IF NECESSARY, TO FOLLOW TO ADDRESS ANIMALS THAT SCORE 2 OR HIGHER.

Choose the answer that best reflects your farm, and write it in the box below.

a. Yes. (2)

b. No. (1)

ANSWER TO 10.11

/2 maximum number of points possible.

10.12 MY DAIRY DOES NOT PRESENT COWS THAT SCORE 3 FOR MARKETING, TRANSPORT, OR SLAUGHTER UNTIL THEY HAVE RECOVERED TO THE EXTENT THAT THEY CAN HANDLE THE STRESSES OF THESE ACTIVITIES.

a. Yes (2)

b. No (1)

ANSWER TO 10.12

/2 maximum number of points possible.

10.13 IF A COW HAS A SCORE OF 3 AND IS UNLIKELY TO RECOVER IN A REASONABLE AMOUNT OF TIME WITHOUT SIGNIFICANT PAIN AND SUFFERING, SHE IS EUTHANIZED IMMEDIATELY.

Choose the answer that best reflects your farm, and write it in the box below.

a. Yes. (2)

b. No. (1)

ANSWER TO 10.13

/2 maximum number of points possible.

10.14 USE THE NMPF FARM BODY CONDITION SCORECARD TO SCORE BODY CONDITION FOR DIFFERENT GROUPS ON YOUR FARM: HEIFERS BETWEEN WEANING AND FIRST CALVING, AND MATURE COWS

HEIFERS BETWEEN WEANING AND FIRST CALVING

a. Score 1: _____%

b. Score 2: _____%

c. Score 3: _____%

d. Score 4: _____%

e. Score 5: _____%

MATURE COWS (INCLUDING DRY COWS IF NECESSARY)

a. Score 1: _____% (%)

b. Score 2: _____% (

c. Score 3: _____%

d. Score 4: _____%

e. Score 5: _____%

ANSWER TO 10.14

10.15 INSTEAD OF BODY CONDITION SCORING CALVES, ALL CALVES UP TO A TOTAL OF 100 SHOULD BE EVALUATED FOR LOSS OF BODY CONDITION (PROMINENT SPINE AND POINTED PELVIS). FIFTEEN PERCENT OR LESS SHOULD HAVE NOTICEABLE BODY CONDITION LOSS.

% of calves with noticeable loss of body condition _____%

ANSWER TO
10.15

10.16 MY DAIRY HAS A SPECIFIC AND EFFECTIVE SHORT-TERM PLAN, AND LONG-TERM PLAN IF NECESSARY, TO FOLLOW TO ADDRESS ANIMALS WITH UNACCEPTABLE BODY CONDITION. FOR COWS AND HEIFERS, THIS IS SCORE <2, FOR CALVES THIS IS NOTICEABLE BODY CONDITION LOSS.

Choose the answer that best reflects your farm, and write it in the box below.

a. Yes. (2)

b. No. (1)

ANSWER TO
10.16

/2 maximum number of points possible

10.17 MY DAIRY DOES NOT PRESENT COWS THAT THAT SCORE LESS THAN 2 FOR MARKETING, TRANSPORT, OR SLAUGHTER UNLESS I AM CONFIDENT THEY CAN HANDLE THE STRESSES OF THESE ACTIVITIES.

Choose the answer that best reflects your farm, and write it in the box below.

a. Yes. (2)

b. No. (1)

ANSWER TO
10.17

/2 maximum number of points possible.

10.18 IF A COW HAS A SCORE LESS THAN 2 AND IS NOT FIT FOR HUMAN CONSUMPTION DUE TO DISEASE OR DRUG RESIDUES, SHE IS NOT PRESENTED FOR MARKETING OR SLAUGHTER AND MAY BE EUTHANIZED IF APPROPRIATE.

Choose the answer that best reflects your farm, and write it in the box below.

a. Yes. (2)

b. No. (1)

ANSWER TO
10.18

/2 maximum number of points possible.

10.19 USING THE NMPF FARM HOCK AND KNEE LESION SCORECARD, SCORE YOUR MATURE COWS, AND ENTER THE PERCENTAGE WITH EACH SCORE.

a. Score 1: _____%

b. Score 2: _____%

c. Score 3: _____%

ANSWER TO
10.19

10.20 MY DAIRY HAS A SPECIFIC AND EFFECTIVE SHORT-TERM PLAN, AND LONG-TERM PLAN IF NECESSARY, TO FOLLOW TO ADDRESS ANIMALS THAT SCORE 2 OR HIGHER.

Choose the answer that best reflects your farm, and write it in the box below.

a. Yes (2)

b. No (1)

ANSWER TO
10.20

/2 maximum number of points possible.

10.21 MY DAIRY ROUTINELY DOCKS TAILS

Choose the answer that best reflects your farm, and write it in the box below.

a. Yes. (0)

b. No. (1)

ANSWER TO
10.21

/2 maximum number of points possible.

10.22 NO BROKEN TAILS ARE ALLOWED. COUNT PREVIOUSLY AND CURRENTLY BROKEN TAILS ON 100 OF THE HIGHEST PRODUCING, MULTIPAROUS COUS. IF YOUR HERD IS LESS THAN 100 ANIMALS, EVALUATE ALL COWS, INCLUDING DRY COWS.

_____ % of cows with broken tails

ANSWER TO
10.22

10.23 THE AVERAGE AGE OF THE COWS IN MY MILKING HERD IS (WRITE IN AGE IN NUMBER OF YEARS)

_____ years

ANSWER TO
10.23

10.24 THE AVERAGE AGE OF THE COWS THAT ARE CULLED FROM MY DAIRY IS (WRITE IN AGE IN NUMBER OF YEARS)

_____ years

ANSWER TO
10.24

10.25 THE AVERAGE SOMATIC CELL COUNT FOR MY HERD OVER THE PAST 3 MONTHS IS (WRITE IN NUMBER).

_____ cells/mL

ANSWER TO
10.25

10.26 THE AVERAGE SOMATIC CELL COUNT FOR MY HERD OVER THE PAST 12 MONTHS IS (WRITE IN NUMBER).

_____ cells/mL

ANSWER TO
10.26

10.27 HOW IS THE ANIMAL ENVIRONMENT MANAGED ON YOUR FARM?

Choose the answers that best reflect your farm, and write it/them in the green box below.

a. Protection from excessive heat and cold is provided for all age classes; tools include the use of shade, fans, sprinklers, misting fans, dietary alterations, and windbreaks. (1)

b. Housing is appropriate for the age, sex, and breed of all animals. (1)

c. Housing allows cattle and calves to easily stand up, lie down, adopt normal resting postures, groom themselves, and have visual and auditory contact with other animals of the same stage of life. (1)

d. Calves are group housed by the time they are 8 weeks of age. (1)

e. Ventilation is appropriate to allow the breathing of air inside animal facilities without discomfort or illness for humans and animals. (Ammonia concentration will be measured by second party auditors and must be below 25 ppm.) (1)

f. All animals have access to a bed or lying area that provides comfort, insulation, warmth, dryness, and traction. (1)

g. The condition of flooring surfaces is monitored to prevent slips and falls and corrective action is taken when surfaces become slippery. (1)

h. A clean, dry, well-lit, well-ventilated, and adequately sized calving area is used. (1)

i. Adequate lighting is in place to allow inspection of animals and provide safe working conditions. (1)

j. All cattle and calves have access to feed and water without having to wade through muddy areas deeper than 4 inches above the tops of hooves. (During extremely wet conditions of more than 5 days, alternative watering facilities should be evaluated.) (1)

k. All cattle are only restrained during milking, veterinary procedures, breeding and circumstances where the safety of the animal or workers may be compromised. Otherwise, they are allowed to move freely within their enclosure. (1)

l. All cattle are provided with voluntary access to turnout lots that consist of a substrate other than concrete or asphalt for a minimum of 4 hours per day when weather and climatic conditions are suitable. (1)

m. If electric stall trainers are used, they are adjusted so they do not continuously contact the back of the cows before being turned on. (1)

ANSWER TO
10.27

/13 maximum number of points possible.

10.28 HOW ARE ANIMALS HANDLED ON YOUR FARM?

Choose the answers that best reflect your farm, and write it/them in the green box below.

a. Animal caretaker, including hoof trimmers and others in contact with animals, are trained on the principles of flight zones and flight zones and flight distances to know the importance of controlling the animal movement in lanes, alleyways and other parts of the complex. (1)	b. Cows are moved calmly and quietly without excessive forces, which includes directly forcing cows to move using the holding area crowd gate (if applicable), yelling, kicking, hitting, chasing, poking or prodding, or twisting tails. (1)	c. Animals caretakers including hoof trimmers and other contractors in contact with animals have signed a cow care agreement within the last 12 months. (1)
d. Handling aids, such as rattle paddles and sorting sticks, are used in a manner that facilitates calm and controlled animal movement by all personnel in contact with animals, including hoof trimmers and other contractors. (1)	e. Handling aids, such as rattle paddles and sorting sticks, are used in a manner that facilitates calm and controlled animal movement by all personnel in contact with animals, including hoof trimmers and other contractors. (1)	f. Handling aids, such as rattle paddles and sorting sticks, are used in a manner that facilitates calm and controlled animal movement by all personnel in contact with animals, including hoof trimmers and other contractors. (1)
g. Electric prods are used only in situations where animal and/or worker safety are in jeopardy. This includes all personnel in contact with animals, including hoof trimmers and other contractors. (1)	h. Electric prods are not used on newborn or milk-fed calves. (1)	i. If used, electric prods are not applied to sensitive areas of the animal's body, including the anus, genitals, eyes, or face. (1)
j. Animal caretakers are trained to handle and restrain calves with a minimum of stress to the animal. (1)	k. Calves are moved by lifting, walking or mechanical conveyance. (1)	l. Transport devices used to move calves are clean, and properly designed and maintained to prevent injury to the animal and the operator. (1)
m. Livestock transport is done through vendors who are knowledgeable about my animal care expectations and provides for the safety and comfort of my animals during transport. (1)	n. Animals that are non-ambulatory are never dragged except for very short distances to allow access to a sled, bucket, or other conveyance. (1)	o. Before non-ambulatory animals are moved, the likelihood of recovery is considered. If the animal is not likely to recover in a timely manner or without significant pain and suffering, the animal is euthanized before movement is attempted. (1)
p. Animals are never dragged by the neck, tail, or a single leg. (1)		

ANSWER TO
10.28

/16 maximum number of points possible.

10.29 HOW ARE SPECIAL-NEEDS ANIMALS MANAGED ON YOUR FARM?

Choose the answers that best reflect your farm, and write it/them in the green box below.

a. Special-needs animals are provided with fresh feed within reach. (1)	b. Special needs animals are provided a minimum of 100 sq. ft. of space in loose housing or one stall per cow in free stall housing. (1)	c. Feeding area for special needs animals provides a minimum of 30 inches of bunk space per cow. (1)
d. Space for special needs animals contains dry bedding. (1)	e. Water is provided such that hydration is maintained. Hydration is evaluated by performing skin tent testing. (1)	f. All non-ambulatory cattle are isolated from other ambulatory animals. (1)
g. All non-ambulatory cattle are provided protection from predators. (1)	h. Prompt and appropriate medical care is provided. (1)	i. Immediate care is provided to animals that are near death or catastrophically injured (example: fractured limbs). (1)
j. Euthanasia is performed by a trained individual and in a prudent and responsible manner using methods approved by the American Association of Bovine Practitioners and the American Veterinary Medical Association. (1)	k. Self-locking stalls provide an emergency release for a non-ambulatory situation. (1)	l. Timely and prompt marketing of animals is part of the management plan. (1)
m. Designated animal caretakers have been trained and proper equipment is available to move non-ambulatory animals. (1)	n. Trained animal caretakers are available when sick, injured, non-ambulatory or dead animals must be moved.	

ANSWER TO
10.29

/14 maximum number of points possible.

10.30 WHEN I PURCHASE COWS OR HEIFERS WHICH OPTION BEST DESCRIBES YOUR PREFERENCES?

Choose the answer that best reflects your farm, and write it in the box below.

a. I purchase the cattle that best fit my needs regardless of whether or not their tails have been docked. (0)

b. I purchase the cattle that best fit my needs with preference given to cattle that have not had their tails docked. (2)

ANSWER TO
10.30*/2* maximum number of points possible.**SCORING FOR SECTION 10 ANIMAL HUSBANDRY**

– 10.1	/10
– 10.2	/5
– 10.3	/5
– 10.4	/22
– 10.5	/6
– 10.6	/5
– 10.7	/4
– 10.8	
– 10.9	/2
– 10.10	
– 10.11	/2
– 10.12	/2
– 10.13	/2
– 10.14	
– 10.15	
– 10.16	/2
– 10.17	/2
– 10.18	/2
– 10.19	
– 10.20	/2
– 10.21	/2
– 10.22	
– 10.23	
– 10.24	
– 10.25	
– 10.26	
– 10.27	/13
– 10.28	/16
– 10.29	/14
– 10.30	/2
TOTAL	/ 120

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.

Under 50%: RED Management changes are recommended.

50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.

75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.

11 ENERGY

11.1 DO YOU TRACK YOUR ENERGY USE?

Choose the answer that best reflects your farm, and write it in the green box below.

a. When I pay my energy bills I look at the usage (1)	b. If an electric fuel bill is higher than normal, I would now why it was higher or research it. (2)	c. I monitor my energy use regularly (at least quarterly) and am actively trying to reduce it. (3)
d. I monitor my energy use monthly, track the energy intensity (energy per cwt of milk produced) and am actively trying to reduce it. (4)		

ANSWERS TO 11.1

/4 maximum number of points possible.

11.2 WHAT KIND OF LIGHTING DO YOU USE?

Choose the answer that best reflects your farm, and write it in the green box below.

a. I use only standard lighting in my barns and outbuildings (i.e. incandescent lights, and mercury vapor yard lights). (1)	b. I have converted a portion of my lights to more energy efficient alternatives, such as T8 fluorescent lights, compact fluorescent lights, T5 high output lights, and LEDs, and I have worked with Efficiency Vermont (or comparable organization). (2)	c. In addition to b, I have taken advantage of natural lighting and maximized the amount of natural light in my barns. (3)
d. In addition to c, I have converted all of my lights to energy efficient models (such as those listed above). (4)		

ANSWERS TO 11.2

/4 maximum number of points possible.

11.3 DO YOU HAVE VARIABLE SPEED DRIVES FOR MILK VACUUM PUMPS?

Choose the answer that best reflects your farm, and write it in the green box below.

a. I have not considered the efficiency of my milk vacuum pumps. (1)	b. I have evaluated the efficiency of one or more of my pumps. (2)	c. I regularly perform preventative management on the pumps. (3)
d. I have installed a variable speed drive on my milk vacuum pump, or I have done the analysis and a variable speed drive is not a viable option for my farm. (4)		

ANSWERS TO 11.3

/4 maximum number of points possible.

11.4 DO YOU HAVE A VARIABLE SPEED MILK TRANSFER SYSTEM (VSMT)?

Choose the answer that best reflects your farm, and write it in the green box below.

a. I have not considered the efficiency of my milk pre-cooling system. (1)	b. I have evaluated the efficiency of my milk pre-cooling system. (2)	c. I currently use a plate cooler or similar system and use the warmed water as well to reduce costs. (3)
d. I have installed a VSMT system to slow down the milk through my plate cooler, reducing the milk bulk tank compressor usage, or I have done the analysis and a VSMT is not a viable option for my farm at this time. (4)		

ANSWER TO 11.4

/4 maximum number of points possible.

11.5 DO YOU HAVE COMPRESSORS FOR THE MILK COOLING SYSTEM?

Choose the answer that reflects your farm, and write it in the green box below.

a. I use a reciprocating compressor for my milk cooling system; or we do not use a modern higher energy efficient milk cooling system. (1)	b. I have evaluated a scroll compressor and plan on installing one on my farm. (2)	c. I routinely clean dust from and maintain compressors to maximize efficiency. (3)
d. I have already installed a scroll compressor to reduce my energy usage during milk cooling; or based on my financial cost benefit evaluation, installing a scroll compressor on my farm is not viable. (4)		

ANSWER TO 11.5 /4 maximum number of points possible.

11.6 WHAT IS YOUR SYSTEM FOR WATER HEATING?

Choose the answer that reflects your farm, and write it in the green box below.

a. I have not installed a refrigeration heat recover unit which captures waste heat from the bulk tank compressors to preheat the water. (1)	b. I am evaluating the benefit of installing a refrigeration heat recovery unit to capture waste heat from the bulk tank compressors to preheat hot water. (2)	c. I have installed a refrigeration heat recovery unit to capture waste heat from the bulk tank; or a heat recover unit is not a viable option for my farm based on my financial cost benefit evaluation. (3)
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ANSWERS TO 11.6 /3 maximum number of points possible.

11.7 HOW DO YOU MANAGE VENTILATION?

Choose the answer that best reflects your farm, and write it in the green box below.

a. I use standard fans. (1)	b. I have evaluated improved ventilation systems and plan to convert to more energy efficient fans. (2)	c. I have converted a portion of my barn to be ventilated by more energy efficient fans; or based on a financial cost benefit evaluation converting to more energy efficient fans is not viable at this time. (3)
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ANSWER TO 11.7 /3 maximum number of points possible.

11.8 HOW DO YOU MANAGE TRACTOR OPERATION AND MAINTENANCE?

Choose the answer that best reflects your farm, and write it in the box below.

a. I perform regular preventative maintenance: regular oil changes, filter changes, and maintain proper tire pressure, to extend the life and efficiency of my tractor(s). (1)	b. In addition to a, I follow appropriate idling practices, minimizing unnecessary use. (2)	c. In addition to b, I use engine block heater timers in winter to reduce electric load during down time. (3)
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ANSWER TO 11.8 /3 maximum number of points possible.

11.9 DO YOU TAKE ADVANTAGE OF OTHER OPPORTUNITES FOR ENERGY CONSERVATION?

Choose all of the answers that best reflects your farm, and write it/them in the box below.

a. I have motion sensors to turn on/off lights. (1)	b. Fans are on controls (thermostats or timers) to go on and off as needed. (1)	c. My thermostats are programmable. (1)
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ANSWER TO 11.9 /3 maximum number of points possible.

11.10 DO YOU USE ANY RENEWABLE ENERGY?

a. I do not use any renewable energy measures such as wind, solar, hydro, biodiesel, or methane recovery on my farm, nor have I researched their viability. (1)	b. I have researched options and have contacted resources to determine feasibility. I am evaluating funding options. (2)	c. I have already started using renewable technology because it makes sense for my farm. Or, based on my financial cost/benefit evaluation or physical logistics of my farm, renewable energy technologies are not viable at this time. (3)
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ANSWER TO 11.10 /3 maximum number of points possible.

11.11 DO YOU MANAGE YOUR FARM FOR SOURCES OF GREENHOUSE GAS EMISSIONS?

Choose the answer that best reflects your farm, and write it in the box below.

a. I am not consciously managing GHG production on my farm or I am not aware of GHG-related issues to farming. (1)	b. I am aware of issues around GHG on dairy farms. (2)	c. I am evaluating my farm sources of GHG emissions. (3)
d. I am actively pursuing options to reduce GHG emissions on my farm, such as change in feed ratios, methane digesters, reduction in synthetic fertilizers, alternative fuels for farm equipment and machinery. (4)	e. I am part of a research project that is actively pursuing carbon credits for farms or I am currently receiving carbon credits. (5)	
ANSWER TO 11.11	/5 maximum number of points possible	

SCORING FOR SECTION 11 ENERGY

– 11.1	/4
– 11.2	/4
– 11.3	/4
– 11.4	/4
– 11.5	/4
– 11.6	/3
– 11.7	/3
– 11.8	/3
– 11.9	/3
– 11.10	/3
– 11.11	/5
TOTAL	/40

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.

Under 50%: RED Management changes are recommended.

50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.

75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.

12 WATER

12.1 HOW DO YOU MANAGE SILAGE LEACHATE?

Choose the answer that best reflects your farm, and write it in the green box below.

a. Only dry forages are harvested and stored. (0/0)	b. No special systems or management is in place to manage silage leachate. (1)	c. Silage dry matters are measured and managed to minimize or eliminate silage leachate by harvesting at moisture levels that promote good fermentation and reduce the potential for leaching. (2)
d. In addition, any potential silage leachate that may develop is directed to a treatment area or other capture system. (3)	e. In addition, silage fermentation profiles are checked for volatile fatty acids so as to adjust our harvest management practices to ensure good fermentation and appropriate packing density. (4)	

ANSWERS TO 12.1	/4 maximum number of points possible. If answer a is selected, this question will not be included in the final total.
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12.2 TO IMPROVE FERMENTATION AND REDUCE FEED LOSSES, CHOOSE THE STATEMENT BELOW THAT BEST REPRESENTS YOUR FARM.

Choose the answer that best reflects your farm, and write it in the green box below. Make your selection based on the primary type of forage harvest and storage you use.
 If bunkers are used, choose from b, c, or d.
 If round bale silage is used, choose from e or f.
 If upright silages are used, choose g.

a. Only dry forages are harvested and stored. (0/0)	b. Silage bunkers are not covered with plastic or something to reduce oxygen exposure. (1)	c. Silage in bunkers is covered with one layer of plastic. (2)
d. Silage in bunkers is covered with either two layers of plastic or an oxygen limiting plastic and using edge seal systems such as sandbags minimizes rainfall and snow infiltration (3)	e. Overlap of plastic applied so that plastic is at least 3 layers thick. (2)	f. In addition, the bales are stored on a pad or appropriate soil and stacked on end, with a maximum height of two bales. (3)
g. Dry matter measurements are made frequently at harvest to ensure appropriate dry matter for good fermentation and minimal silage leachate. (2)		

ANSWERS TO 12.2	/3 maximum number of points possible.
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12.3 HOW IS MILK HOUSE WASTE MANAGED?

Choose the answer that best reflects your farm, and write it in the green box below.

a. No system is in place to collect or treat milk room waste. (1)	b. A septic system design/leach field or filter strip is used to manage milk house waste. (2)	c. A septic system design/leach field or filter strip is used to manage milk house waste, and the system tank is pumped on regularly scheduled basis. (3)
d. Milk house waste is diverted to a manure storage system directly or after being re-used as gray water. (4)		

ANSWERS TO 12.3	/4 maximum number of points possible.
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12.4 WHAT ARE YOUR BARNYARD AND HEAVY USE AREA MANAGEMENT PRACTICES?

Choose the answer that best reflects your farm, and write it in the green box below.

a. No systems are in place to collect or manage barnyard water. (1)	b. Barnyards are paved or concrete and are cleaned regularly. (2)	c. Collection systems are in place to divert barnyard wastewater to collection systems, filter strips or manure pits. (3)
d. In addition, gutters and other water collection systems are in place on barns and buildings to divert clear water from mixing with barnyard manure. (4)		

ANSWER TO 12.4	/4 maximum number of points possible.
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12.5 HOW ARE FARM AND NEIGHBOR WATER SOURCES PROTECTED?

Choose the answer that reflects your farm, and write it in the green box below.

a. No system is in place to identify wellheads in the barnyard or wells and springs adjacent to farm fields where manure, fertilizers, and/or pesticides are applied. (1)	b. The farm nutrient management plan clearly marks all wells and springs adjacent to our farm fields (2)	c. In addition, farm well(s) and wells next to fields are clearly identified and protected by a buffer of 100 ft from pesticide and manure spreading. Farmstead wells are protected by slope or other means from mixing and cleaning areas. (3)
d. In addition, farm well water is tested annually for both nitrates and E. coli bacteria. (4)		

ANSWER TO 12.5	/4 maximum number of points possible.
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12.6 HOW ARE NEIGHBORING WELLHEADS PROTECTED?

Choose the answer that reflects your farm, and write it in the green box below.

a. No farm plans are maintained that document wellheads adjacent to farm fields. (1)	b. Private and public wellheads are identified on all neighboring property adjacent to the farm and cropland and are part of a crop record/nutrient application record keeping system. (2)	c. In addition, buffers are established for manure and pesticide applications for private wellheads that are within 100 ft of farm fields or farther when necessary due to soil and site conditions that would make them more vulnerable. (3)
d. In addition, a public water source protection plan is established in conjunction with local municipalities where appropriate. (4)		

ANSWERS TO
12.6

/4 maximum number of points possible.

12.7 HOW IS WATER CONSERVATION ADDRESSED?

Choose the answer that reflects your farm, and write it in the green box below.

a. The farm does not have a plan to reduce water usage. (1)	b. Water bowls and leaks are quickly identified and corrected minimize water entering the collection system. (2)	c. In addition, water meters are used to measure water consumption and used to identify both potential leaks and monitor cow consumption to improve production or diagnose problems. (3)
d. In addition, irrigation systems (when used) are designed to improve water use efficiency and minimize evaporation or surface water runoff. (4)		

ANSWERS TO
12.7

/4 maximum number of points possible.

12.8 HOW IS MANURE MANAGED AND STORED?

Choose the answer that best reflects your farm, and write it in the box below.

a. Manure is spread daily or field stacking of solid manure is used as winter storage. (1)	b. When field-stacking sites are used, the sites are chosen based on soils and site conditions that reduce potential for leaching and flooding. Sites are located appropriate distances from wellheads as outlined by local agricultural requirements. (2)	c. Manure storage structures are in place to collect and store manure during the non-spreading periods. Manure storage systems are designed by a certified engineer. (3)
d. Manure storage plans/structures are designed and in place to collect and store manure for a minimum of 180 days to minimize the need to spread manure during the non-growing season. (4)	e. In addition, manure storage systems are covered to reduce rain/snow infiltration or composting options are available to help reduce the potential for nutrient leaching, or 230 days of manure is available on farm. (5)	

ANSWER TO 12.8

/5 maximum number of points possible.

12.9 ARE TILE DRAINAGE SYSTEMS IN PLACE WHEN NEEDED?

Choose the answers that best reflects your farm, and write it in the box below.

e. Tile drained fields are used to improve soil conditions on the farm, but I do not manage the outlets. (1)	f. Tile drainage outlets are managed to deliver water to buffered areas before reaching surface water bodies. (2)	g. Tile drainage outlets are managed to deliver water to buffered areas and are tested in the fall to evaluate nutrient loss. (3)
h. Tile drainage outlets are managed to deliver water to buffered areas and are tested in the fall to evaluate nutrient loss. Treatment systems are in place to reduce phosphorus in discharged water. (4)	i. Not applicable because I do not use tile drainage.	

ANSWER TO 12.9

/4 maximum number of points possible. If answer a is selected, this question will not be included in the final total.

SCORING FOR SECTION 12 WATER

- 12.1 /4
- 12.2 /3
- 12.3 /4
- 12.4 /4
- 12.5 /4
- 12.6 /4
- 12.7 /4
- 12.8 /5
- 12.9 /4

TOTAL / 39 Total maximum is 28 if questions 12.1-12.2 and 12.9 were answered with answers scoring 0/0

To compare your score to the rating system, divide your score by the maximum number of points possible for your farm.

Under 50%: RED Management changes are recommended.

50-74%: YELLOW Management changes may help the short and long term sustainability of the farm.

75% and up: GREEN Farm management is considered to be operating at high level of effectiveness.