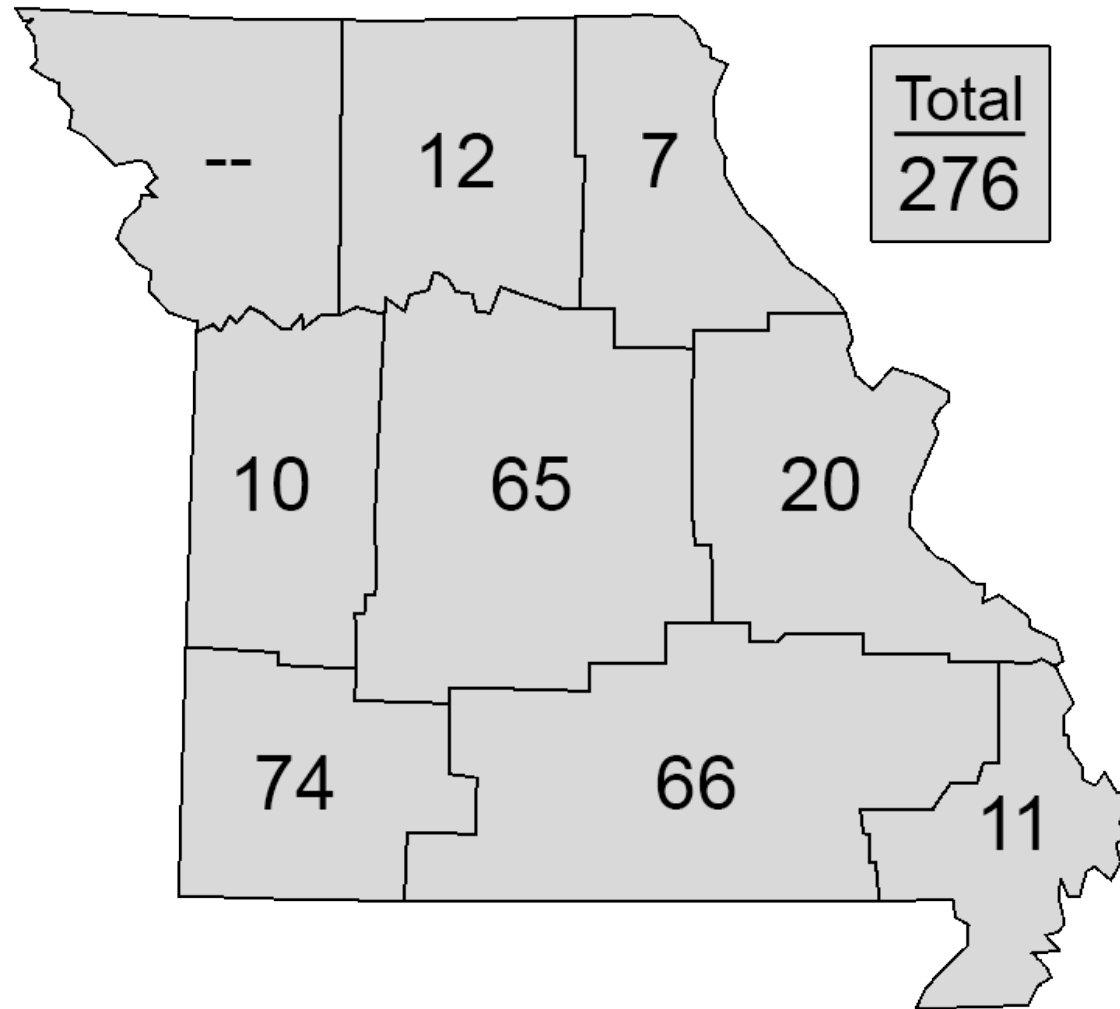


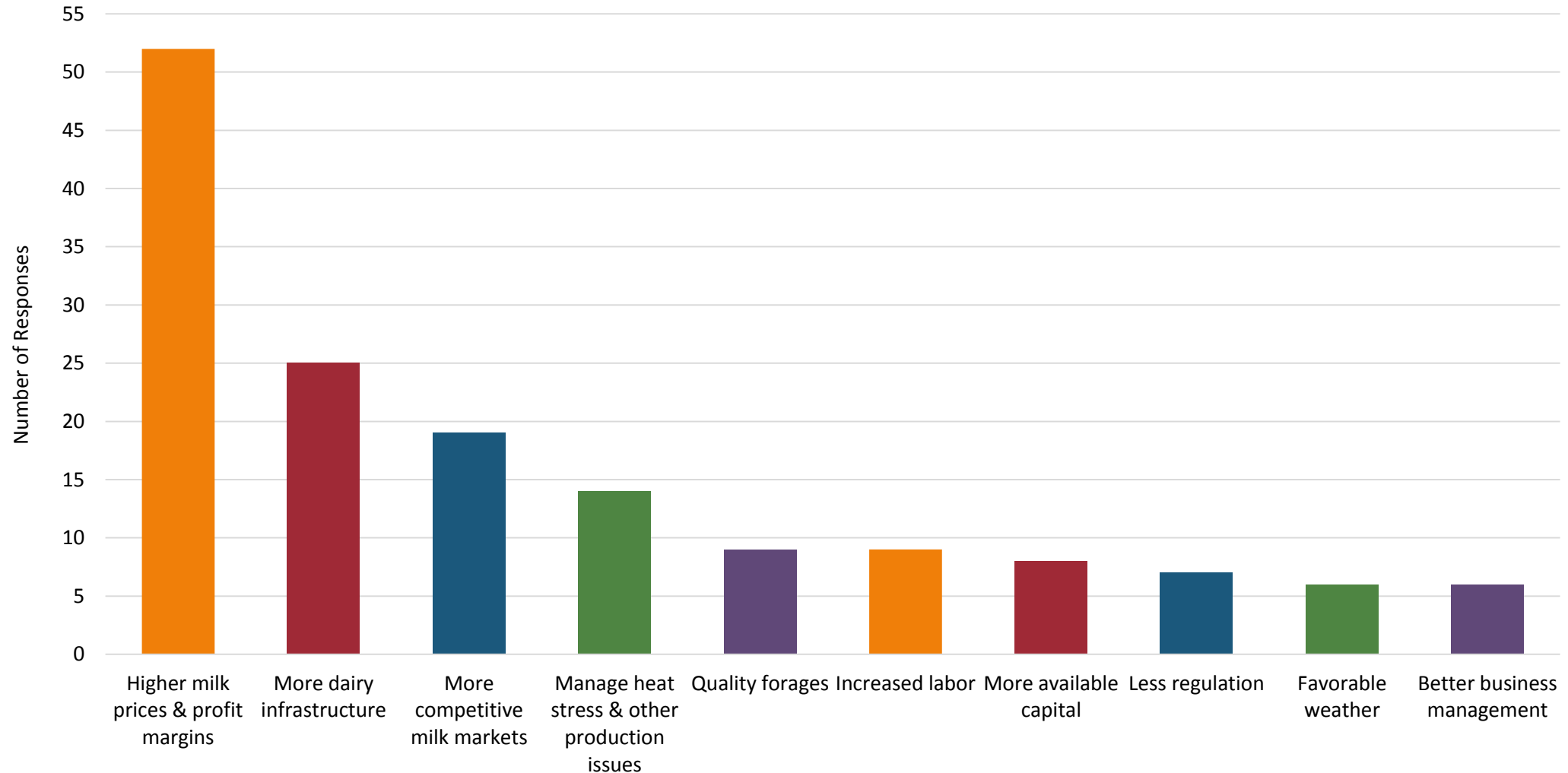
# Missouri Dairy Producers Needs Assessment

Commercial Ag Program, MU Extension

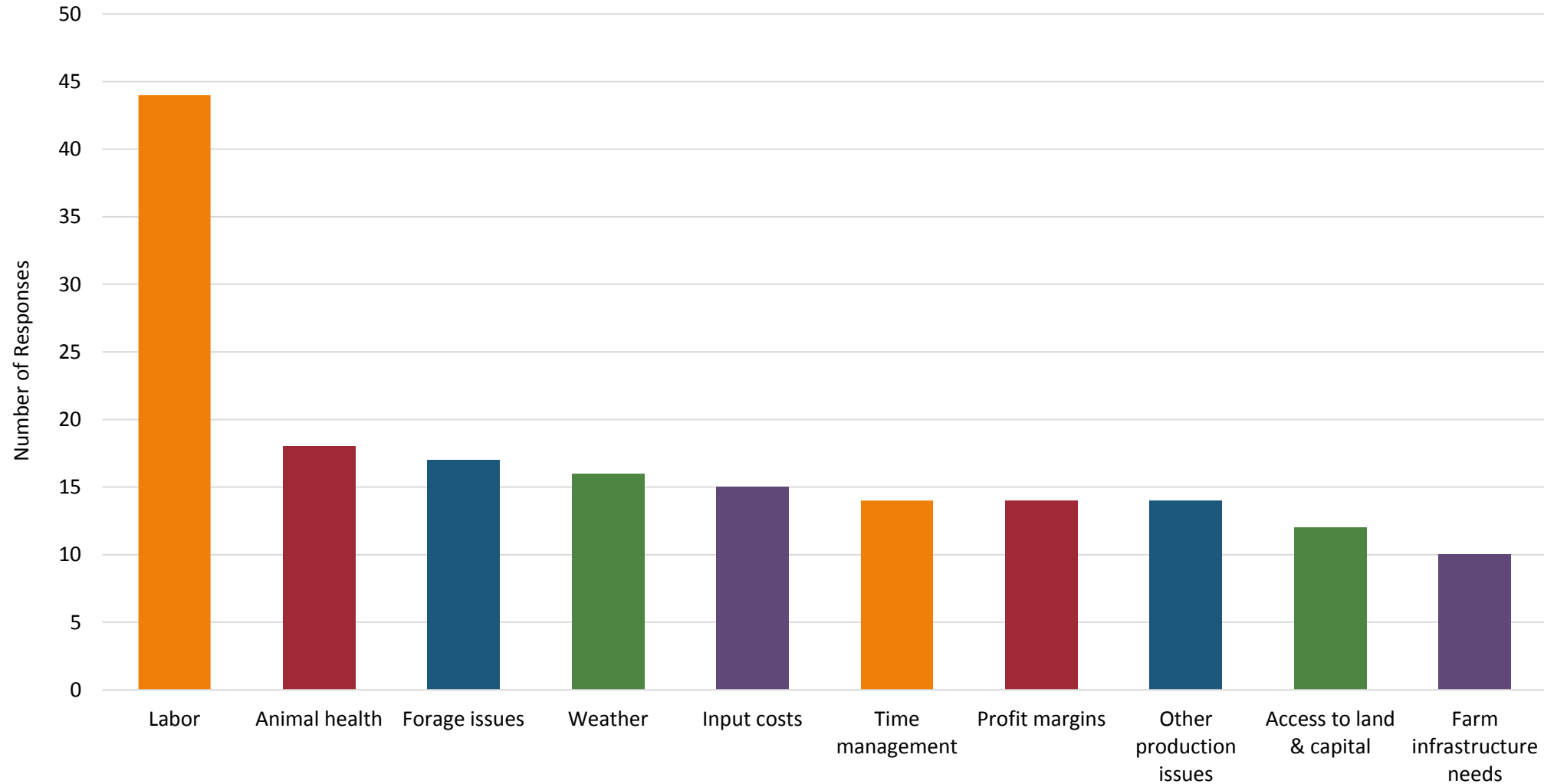
# Number of respondents by Missouri agricultural statistics district



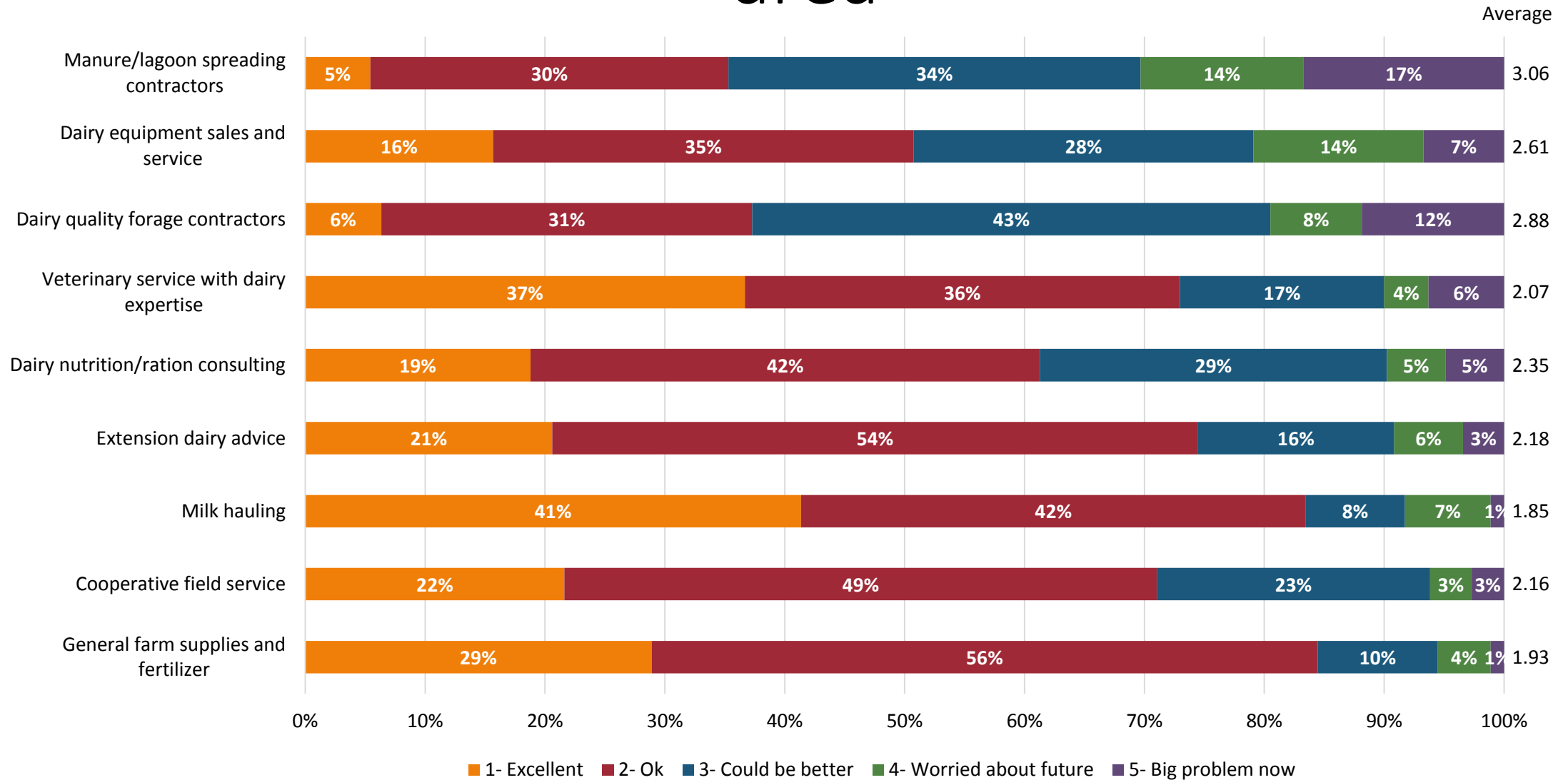
# What do dairy producers in your area need to be more successful?



# What is your greatest challenge on you dairy farm?



# Rate the quality of dairy infrastructure in your area

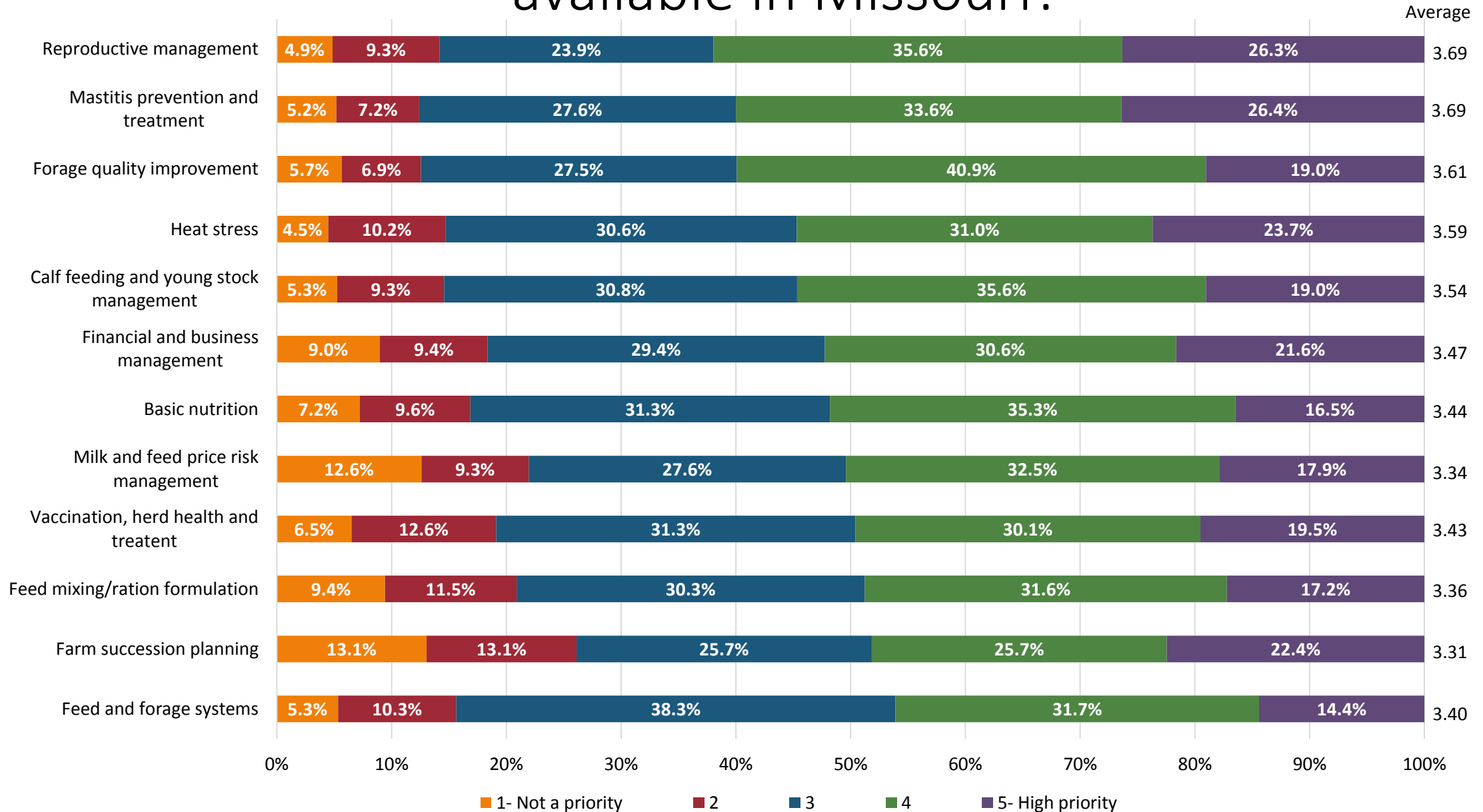


# Rate the quality of dairy infrastructure in your area – district ratings

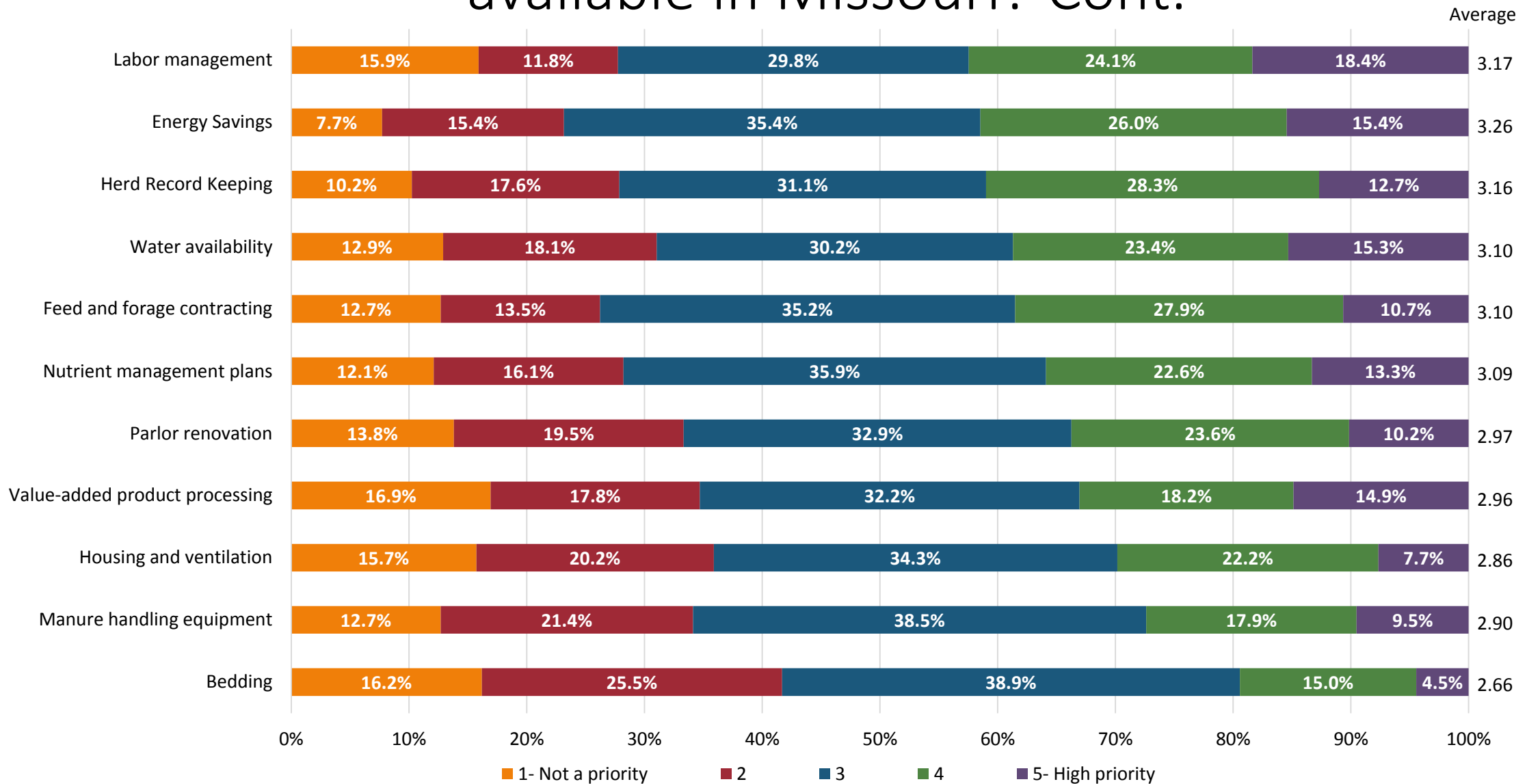
	Central	East	North Central	Northeast	South Central	Southeast	Southwest	West	State Average
<b>Veterinary service with dairy expertise</b>	1.67	1.85	2.25	1.29	2.40	3.18	2.04	2.00	<b>2.07</b>
<b>Dairy equipment sales and service</b>	2.51	2.50	3.25	2.14	2.64	3.45	2.32	3.50	<b>2.61</b>
<b>Dairy nutrition/ration consulting</b>	2.16	1.90	2.42	1.57	2.52	3.00	2.40	2.44	<b>2.35</b>
<b>Dairy quality forage contractors</b>	2.65	3.00	3.25	2.57	3.02	3.00	2.72	3.78	<b>2.88</b>
<b>Manure/lagoon spreading contractors</b>	2.94	2.88	3.30	2.86	2.85	3.63	3.18	4.00	<b>3.06</b>
<b>Milk hauling</b>	1.53	2.20	1.75	1.71	2.00	1.91	1.80	2.00	<b>1.85</b>
<b>Cooperative field service</b>	1.97	2.28	2.18	1.71	2.26	2.00	2.24	2.33	<b>2.16</b>
<b>General farm supplies and fertilizer</b>	1.56	1.80	1.92	1.57	2.20	2.09	2.08	1.80	<b>1.93</b>
<b>Extension dairy advice</b>	2.07	1.90	2.17	2.00	2.24	2.55	2.23	2.38	<b>2.18</b>

“1” signifies excellent, “2” signifies OK, “3” signifies could be better, “4” signifies worried about future, and “5” signifies big problem now.

# Which topics should have more training and information available in Missouri?



# Which topics should have more training and information available in Missouri? Cont.



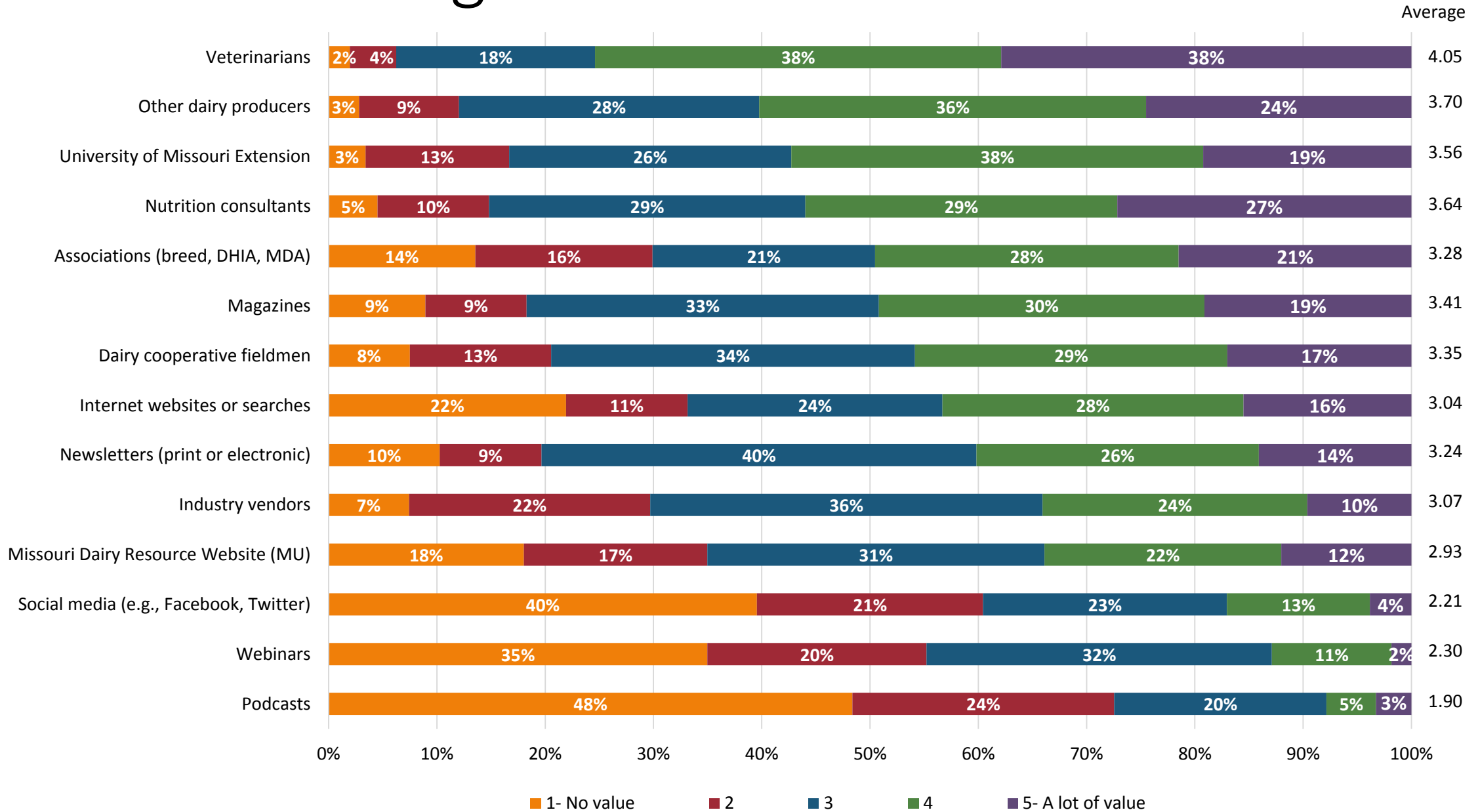


# Which topics should have more training and information available in Missouri? – district ratings

	Central	East	North Central	Northeast	South Central	Southeast	Southwest	West	State Average
Basic nutrition	3.11	3.35	3.45	2.33	3.71	3.45	3.51	3.88	<b>3.44</b>
Feed mixing/ration formulation	3.23	3.20	3.50	2.83	3.62	3.55	3.22	3.71	<b>3.36</b>
Feed and forage contracting	2.75	3.11	2.55	2.50	3.59	3.40	3.10	2.63	<b>3.10</b>
Forage quality improvement	3.50	3.60	3.73	2.67	3.77	3.70	3.56	3.89	<b>3.61</b>
Feed and forage systems	3.17	3.35	3.45	3.00	3.70	3.40	3.30	3.44	<b>3.40</b>
Calf feeding and young stock management	3.28	3.80	3.36	2.67	3.79	3.36	3.52	3.75	<b>3.54</b>
Mastitis prevention and treatment	3.58	4.15	2.64	2.83	3.76	3.82	3.78	3.89	<b>3.69</b>
Reproductive management	3.41	3.80	3.40	3.17	3.81	3.91	3.80	4.00	<b>3.69</b>
Vaccination, herd health and treatment	3.21	3.55	3.00	2.40	3.63	3.36	3.51	4.00	<b>3.43</b>
Housing and ventilation	3.02	3.25	2.64	2.83	2.90	2.82	2.61	2.88	<b>2.86</b>
Bedding	2.63	2.95	2.82	3.33	2.70	2.91	2.39	2.75	<b>2.66</b>
Energy Savings	2.96	3.25	3.09	3.33	3.32	3.91	3.36	2.88	<b>3.26</b>
Water availability	2.80	2.75	3.55	2.50	3.24	2.70	3.22	3.88	<b>3.10</b>
Heat stress	3.58	3.79	3.45	2.67	3.56	3.55	3.71	3.75	<b>3.59</b>
Parlor renovation	2.68	3.10	3.45	2.33	3.13	3.00	2.97	2.88	<b>2.97</b>
Herd Record Keeping	3.00	3.47	3.09	2.50	3.31	3.00	3.12	3.13	<b>3.16</b>
Farm succession planning	2.89	3.70	3.45	2.67	3.47	3.55	3.26	4.25	<b>3.31</b>
Financial and business management	3.18	3.37	3.36	2.33	3.66	3.64	3.47	4.38	<b>3.47</b>
Labor management	2.77	3.05	3.00	2.67	3.37	3.36	3.25	3.75	<b>3.17</b>
Milk and feed price risk management	2.89	3.20	3.09	2.17	3.48	2.82	3.82	3.25	<b>3.34</b>
Value-added product processing	2.44	3.15	3.45	2.67	3.10	3.18	3.07	2.88	<b>2.96</b>
Manure handling equipment	2.88	3.10	2.64	2.33	3.00	3.09	2.76	3.50	<b>2.90</b>
Nutrient management plans	2.95	3.15	3.09	2.67	3.26	3.27	2.91	3.88	<b>3.09</b>

“1” signifies not a priority, and “5” signifies a high priority.

# Usage of information sources

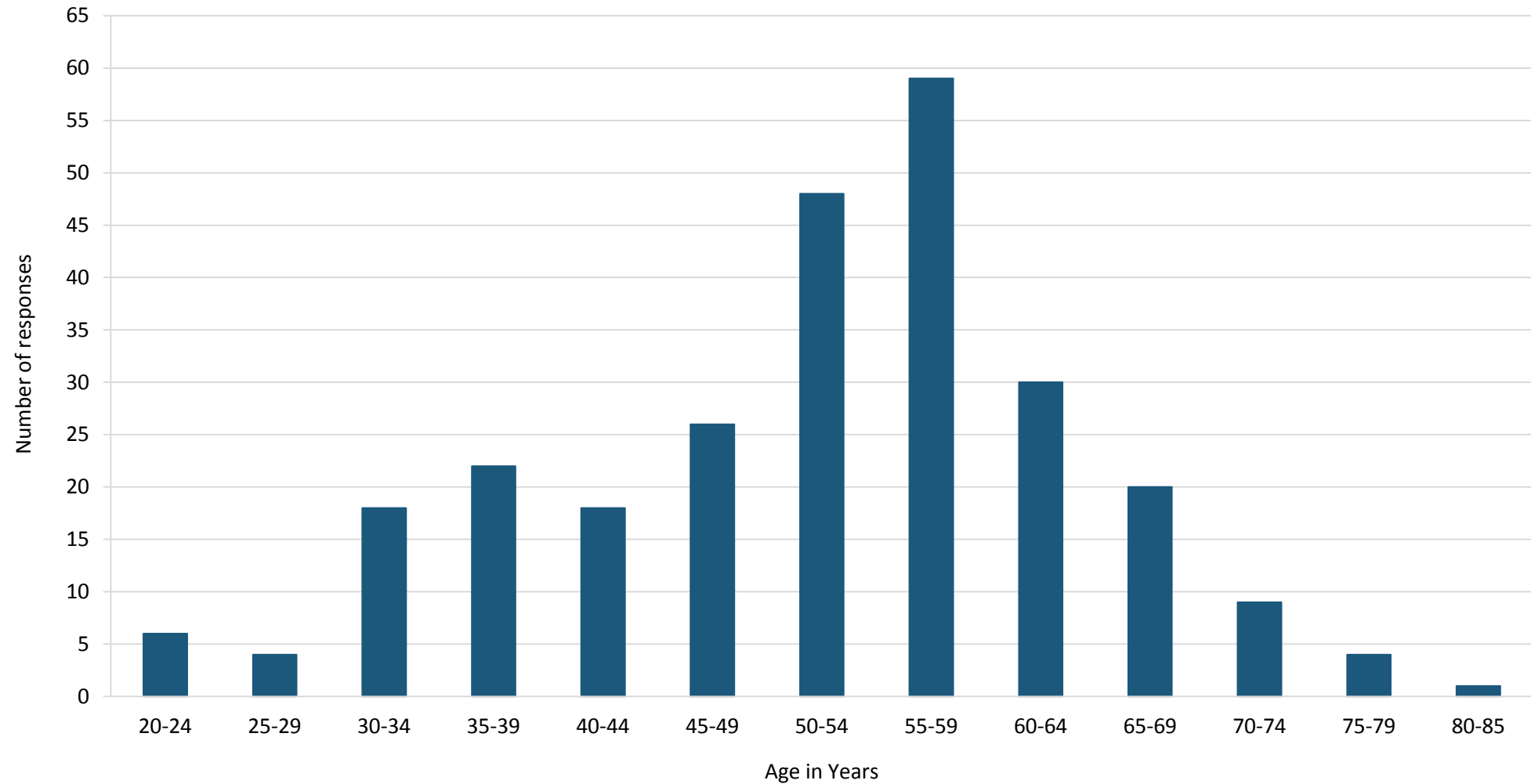


# Usage of information sources – district ratings

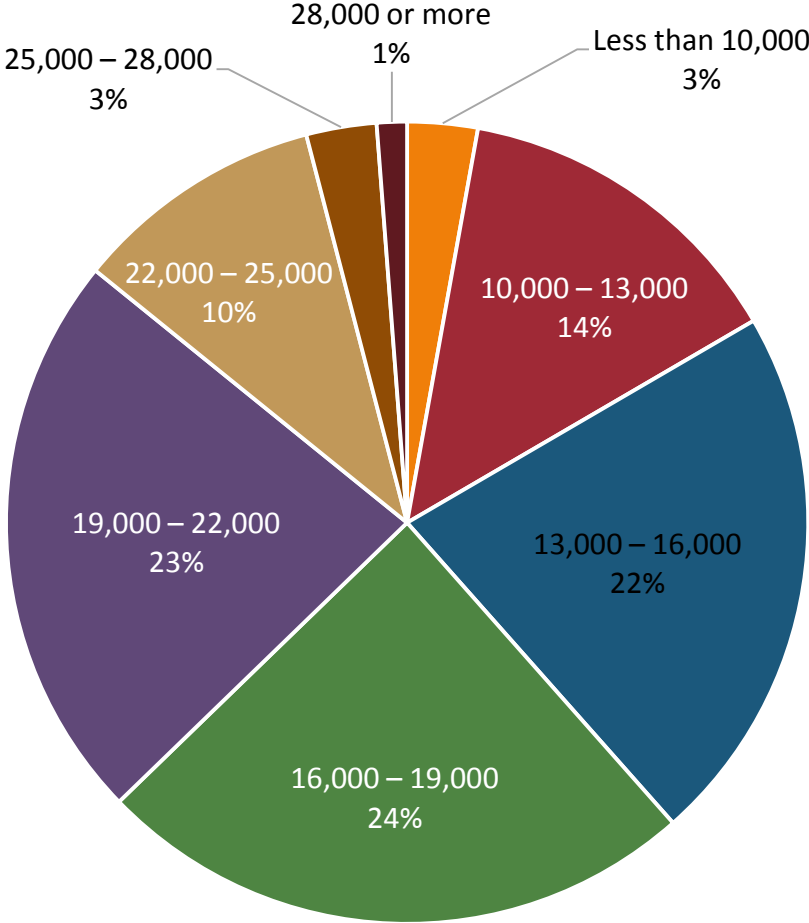
	Central	East	North Central	Northeast	South Central	Southeast	Southwest	West	State Average
<b>University of Missouri Extension</b>	3.46	3.95	3.80	3.40	3.60	3.75	3.41	3.83	<b>3.56</b>
<b>Veterinarians</b>	4.05	4.20	4.00	3.50	3.97	4.09	4.03	4.78	<b>4.05</b>
<b>Nutrition consultants</b>	3.63	3.85	4.18	4.33	3.69	3.91	3.27	4.00	<b>3.64</b>
<b>Industry vendors</b>	2.86	3.53	3.00	4.50	3.20	3.10	2.91	2.71	<b>3.07</b>
<b>Dairy cooperative fieldmen</b>	3.23	3.75	3.18	4.17	3.21	3.60	3.39	3.50	<b>3.35</b>
<b>Other dairy producers</b>	3.86	4.00	4.36	4.17	3.52	3.64	3.60	3.11	<b>3.70</b>
<b>Missouri Dairy Resource Website (MU)</b>	2.84	3.50	3.20	2.67	2.71	3.00	3.00	2.67	<b>2.93</b>
<b>Newsletters (print or electronic)</b>	3.20	4.00	3.18	3.20	3.16	2.67	3.24	3.00	<b>3.24</b>
<b>Magazines</b>	3.57	3.95	3.45	3.50	3.18	3.36	3.26	3.75	<b>3.41</b>
<b>Social media (e.g., Facebook, Twitter)</b>	2.34	2.62	2.20	1.50	2.27	2.22	2.13	1.40	<b>2.21</b>
<b>Associations (breed, DHIA, MDA)</b>	3.45	3.72	3.20	4.17	3.30	3.64	2.98	2.86	<b>3.28</b>
<b>Webinars</b>	2.45	3.10	2.70	2.25	2.30	2.22	2.07	1.67	<b>2.30</b>
<b>Internet websites or searches</b>	2.74	3.58	2.80	2.40	3.04	3.36	3.10	3.00	<b>3.04</b>
<b>Podcasts</b>	1.68	2.70	2.11	1.50	1.96	1.75	1.84	1.60	<b>1.90</b>

“1” signifies no value, and “5” signifies a lot of value.

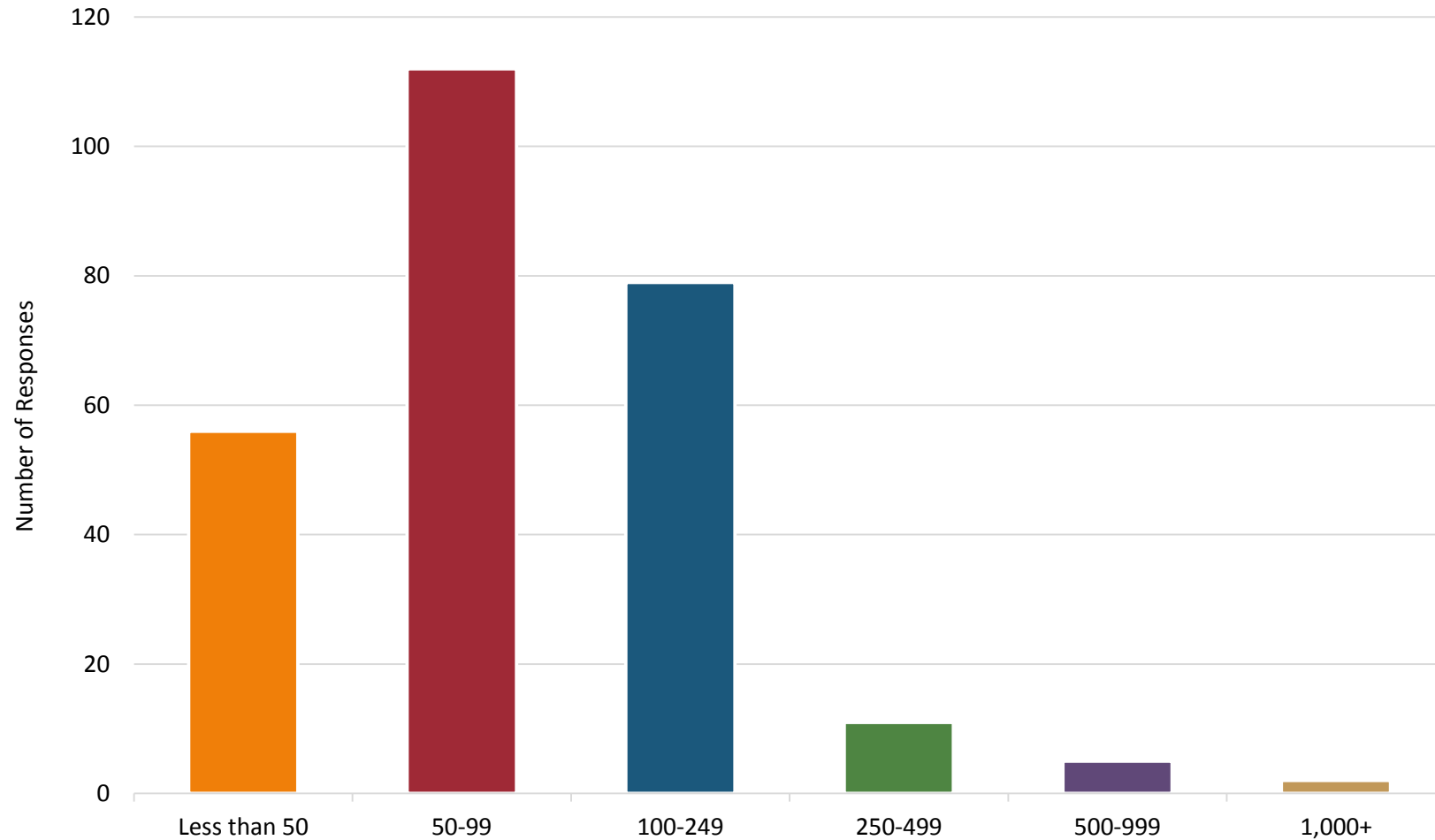
# Age distribution of survey respondents



# Rolling herd average for milk, pounds per year



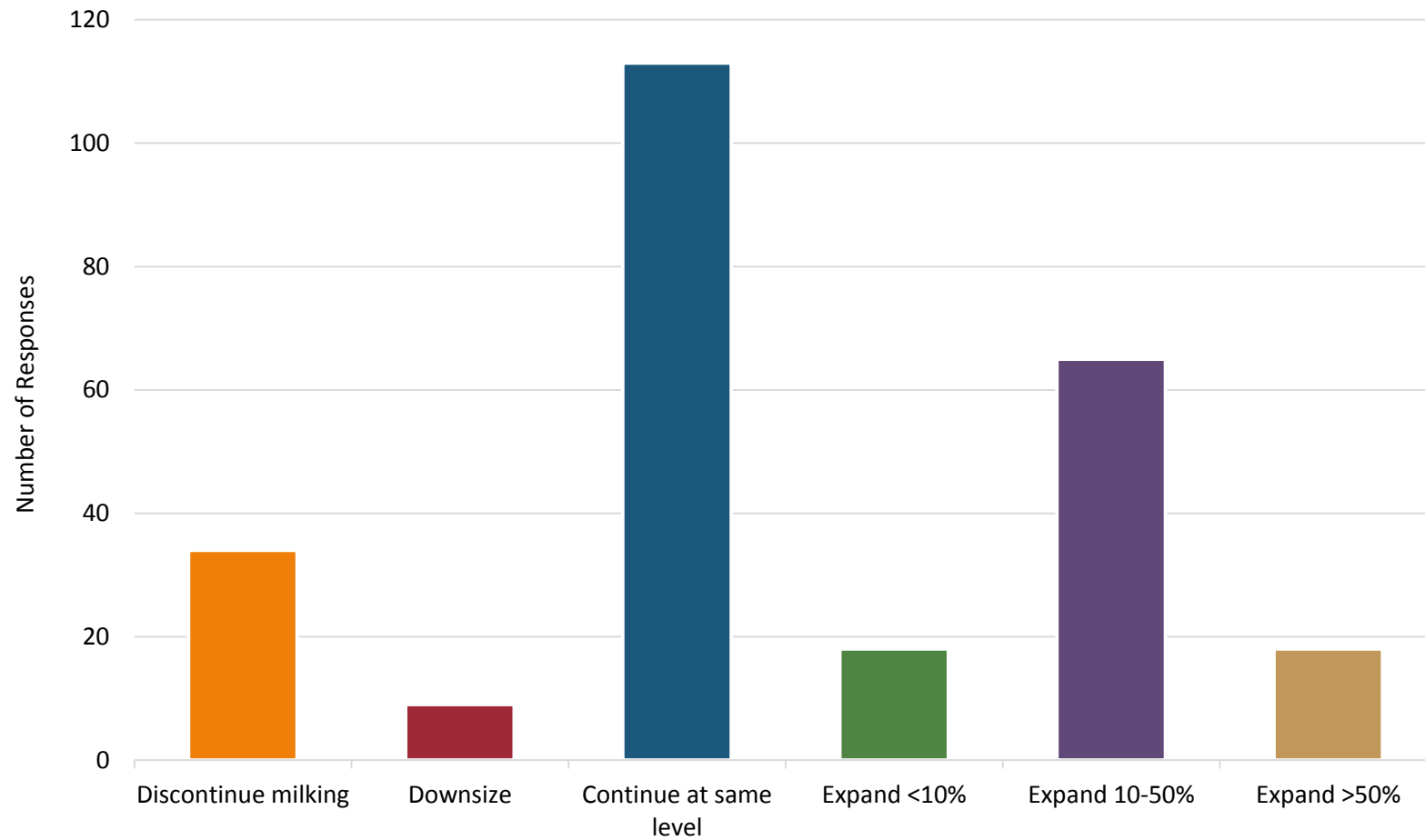
# Size of milking cow herd



# Average somatic cell count by district

Ag District	SCC	# of Responses
Central	226,794	63
East	239,850	20
North Central	149,444	9
Northeast	218,571	7
South Central	241,984	64
Southeast	338,700	10
Southwest	284,514	72
West	302,222	9
<b>State Average</b>	<b>251,864</b>	<b>257</b>

# Dairy farm plans for the next five years

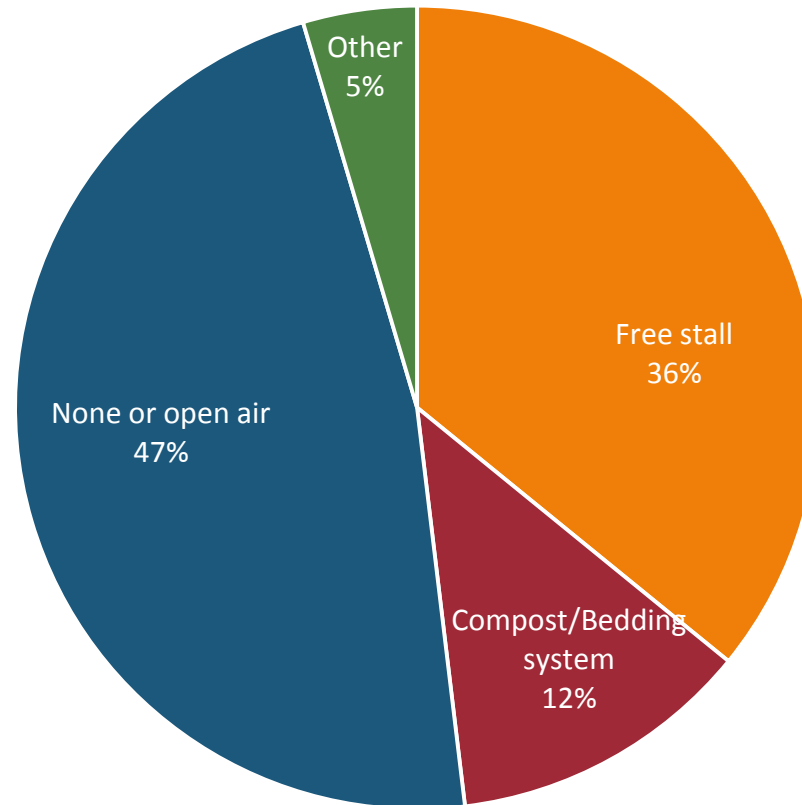




# Dairy farm plans for the next five years by district

	Central	East	North Central	Northeast	South Central	Southeast	Southwest	West	State Average
<b>Discontinue milking</b>	13.8%	15.8%	0.0%	0.0%	17.5%	9.1%	11.6%	11.1%	<b>13.2%</b>
<b>Downsize</b>	1.5%	5.3%	0.0%	0.0%	4.8%	0.0%	4.3%	0.0%	<b>3.5%</b>
<b>Continue at same level</b>	43.1%	36.8%	72.7%	50.0%	38.1%	45.5%	50.7%	11.1%	<b>44.0%</b>
<b>Expand &lt;10%</b>	7.7%	5.3%	0.0%	0.0%	7.9%	18.2%	5.8%	11.1%	<b>7.0%</b>
<b>Expand 10-50%</b>	29.2%	36.8%	27.3%	33.3%	22.2%	18.2%	18.8%	55.6%	<b>25.3%</b>
<b>Expand &gt;50%</b>	4.6%	0.0%	0.0%	16.7%	9.5%	9.1%	8.7%	11.1%	<b>7.0%</b>

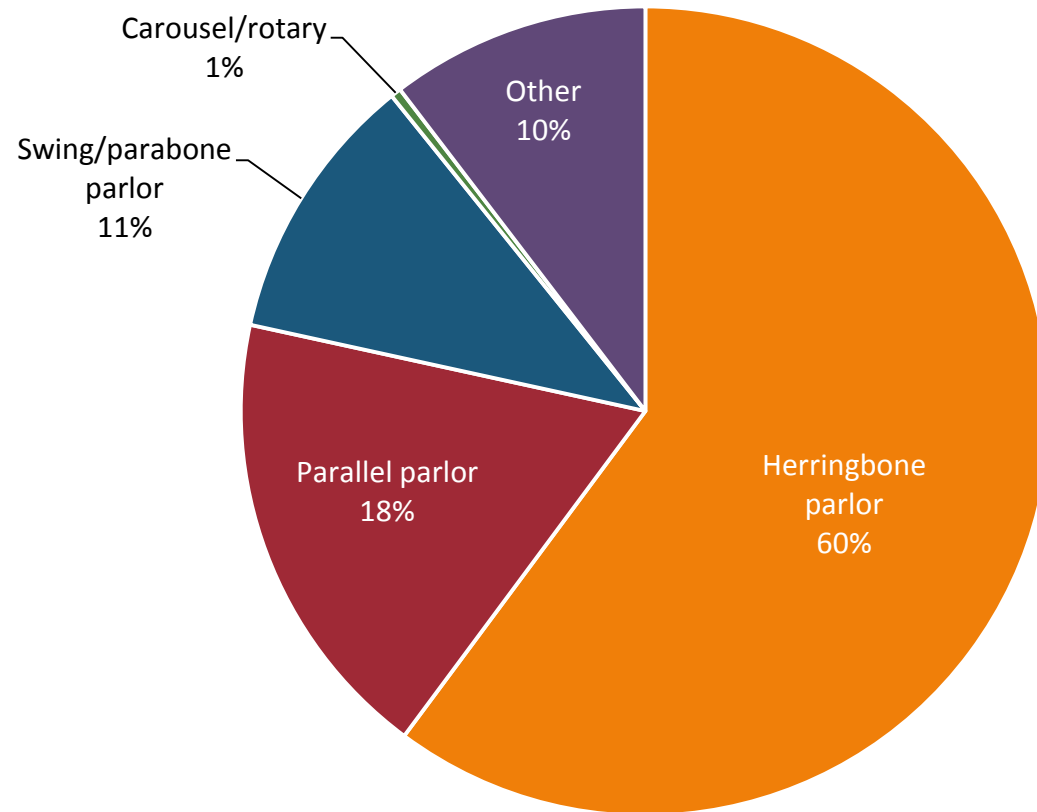
# Type of housing system



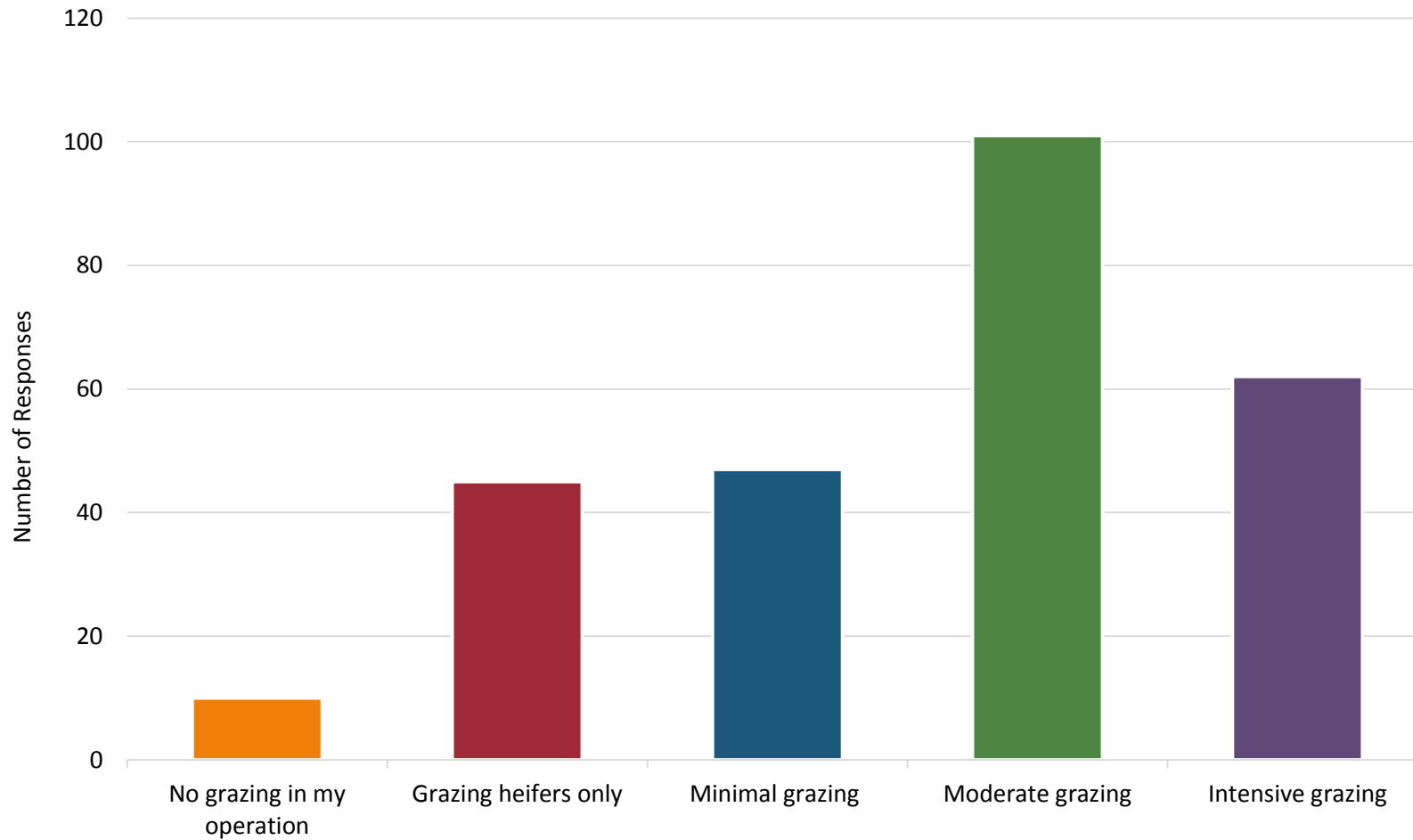
# Type of housing system by district

	Central	East	North Central	Northeast	South Central	Southeast	Southwest	West	State Average
<b>Free Stall</b>	49.2%	68.4%	54.5%	57.1%	15.6%	45.5%	29.2%	20.0%	35.9%
<b>Compost/Bedding system</b>	12.7%	15.8%	18.2%	28.6%	9.4%	36.4%	5.6%	30.0%	12.2%
<b>None or open Air</b>	36.5%	10.5%	9.1%	0.0%	73.4%	9.1%	58.3%	50.0%	46.2%
<b>Other</b>	1.6%	5.3%	18.2%	14.3%	1.6%	9.1%	6.9%	0.0%	5.7%

# Type of milking system



# Use of grazing in operation



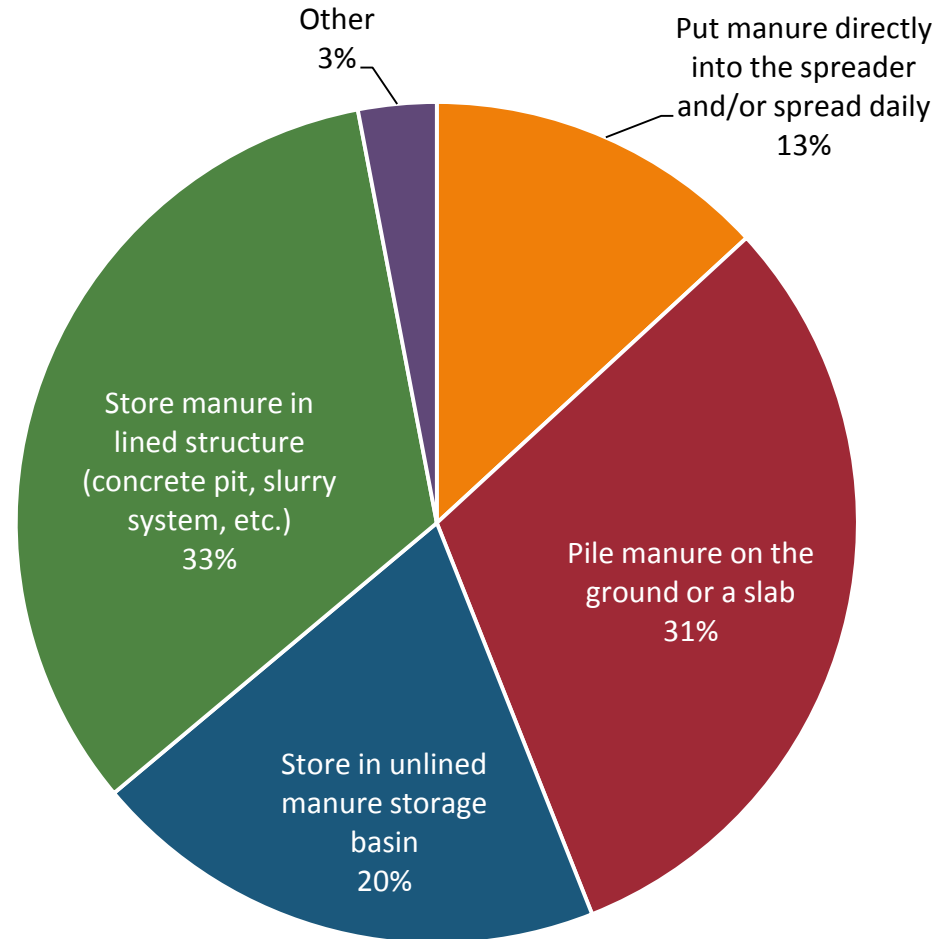
# Use of grazing in operation by district

	Central	East	North Central	Northeast	South Central	Southeast	Southwest	West	State Average
<b>No grazing in my operation</b>	0.0%	15.0%	0.0%	14.3%	1.6%	18.2%	4.1%	0.0%	<b>3.8%</b>
<b>Grazing heifers only</b>	20.3%	35.0%	16.7%	42.9%	14.1%	45.5%	6.8%	11.1%	<b>17.0%</b>
<b>Minimal grazing</b>	31.3%	25.0%	16.7%	14.3%	7.8%	9.1%	13.7%	22.2%	<b>17.7%</b>
<b>Moderate grazing</b>	37.5%	15.0%	25.0%	0.0%	48.4%	27.3%	43.8%	33.3%	<b>38.1%</b>
<b>Intensive grazing</b>	10.9%	10.0%	41.7%	28.6%	28.1%	0.0%	31.5%	33.3%	<b>23.4%</b>

# Acres in operation

<b>Categories</b>	<b>State Average</b>
<b>Total acres owned and operated</b>	440.52
<b>Acres in corn silage</b>	45.83
<b>Acres in alfalfa</b>	30.83
<b>Acres in other hay or haylage</b>	117.18
<b>Acres for grazing livestock (cows and heifers)</b>	173.97

# Practices used to handle livestock manure

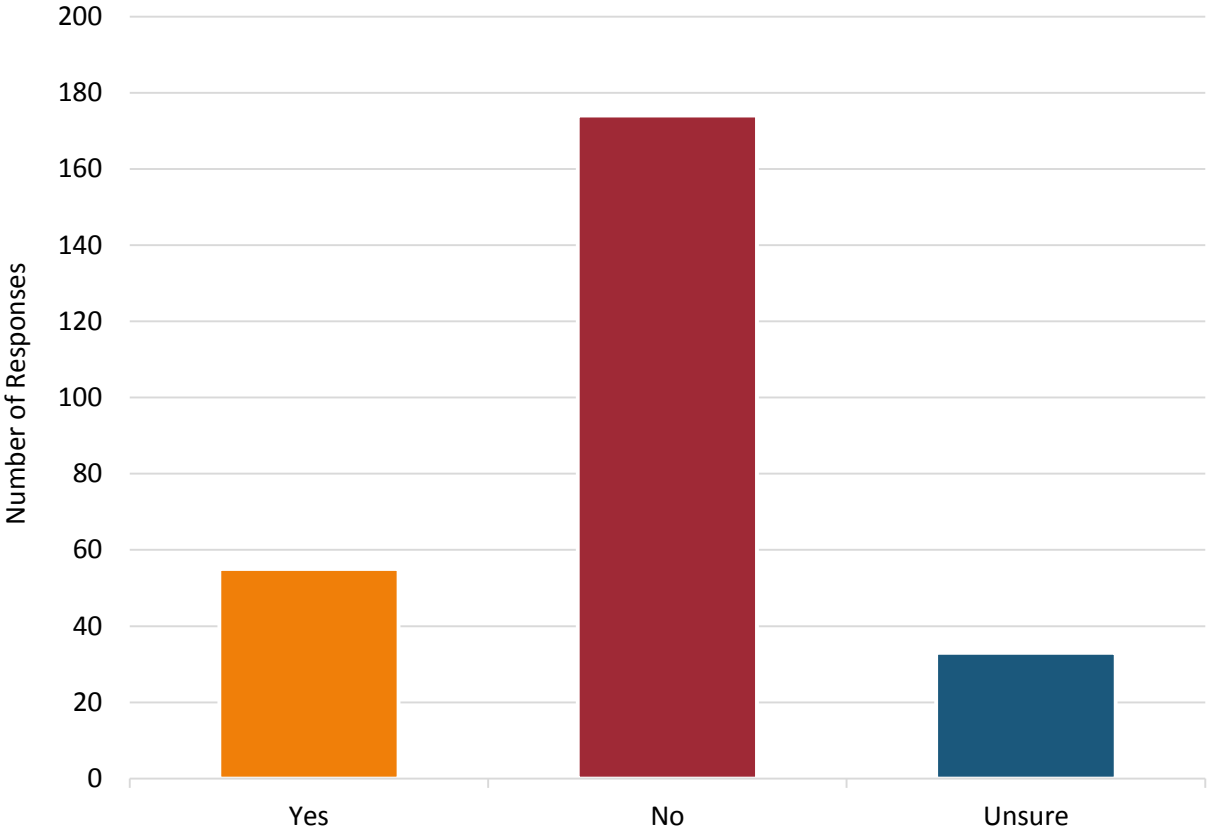




# Days of manure storage

<b>Manure management practice</b>	<b>Days of storage</b>
<b>Pile manure on the ground or slab</b>	76.59
<b>Store in unlined manure storage basin</b>	264.13
<b>Store manure in lined structure (concrete pit, slurry system, etc.)</b>	101.01
<b>Other</b>	94.29

# Written nutrient plan for farm



# Asses the nutrient content of manure

