



Sistemas Lecheros de Producción en Wisconsin y su Economía

Victor E. Cabrera
Profesor Asistente
University of Wisconsin-Madison

Wisconsin



Wisconsin

Plano, no tan fértil

Bosques, lagos

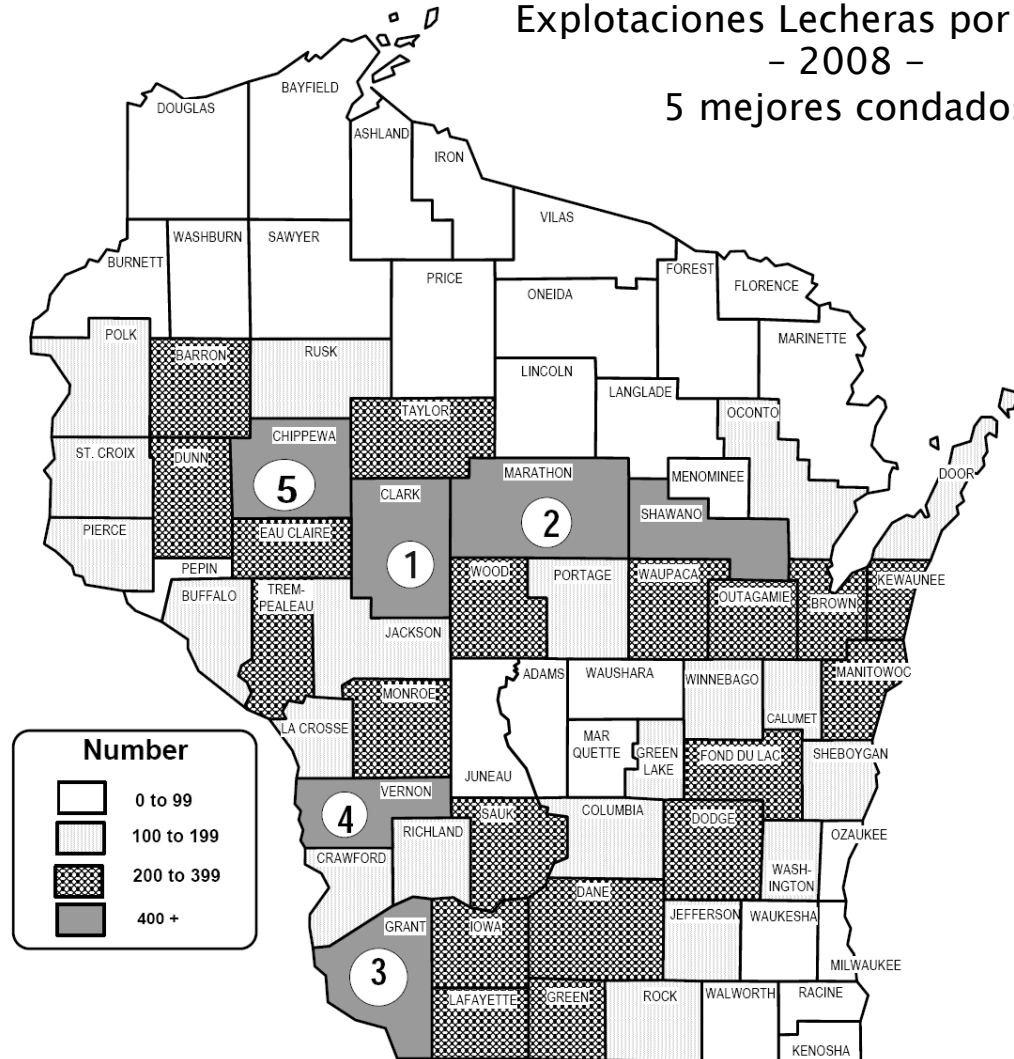
area "Driftless", fértil en valles y colinas

Colinas, extremadamente fértiles



Explotaciones lecheras en Wisconsin

Explotaciones Lecheras por condado
- 2008 -
5 mejores condados



USDA-NASS



Estado Orgullosamente Lechero



Estadísticas Lecheras (Clasificación)

- 1 Producción de queso
- 1 Número de explotaciones lecheras
- 1 Explotaciones lecheras orgánicas



Impacto económico de las lecherías (año)

\$26.4 Billion en total

\$20,000 por vaca

146,000 Trabajos

11 trabajos por cada 100 vacas

Deller and Williams, 2009

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Sistemas Lecheros Integrados

- Gran parte de la alimentos son cultivados en la granja o en granjas cercanas (> 3 acres de tierras de cultivo/vaca)



Número de explotaciones lecheras

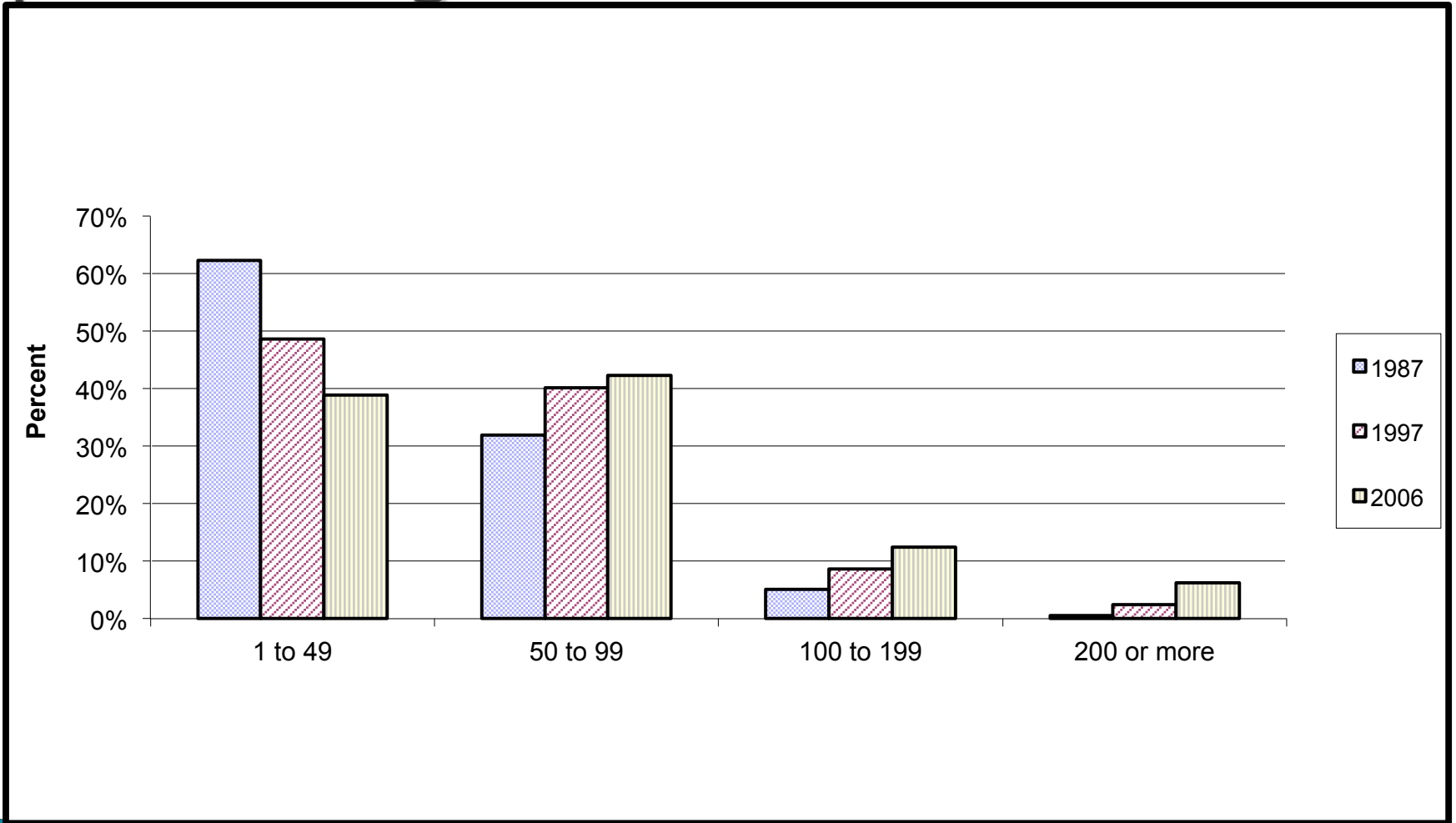
- 1987: ~36,500
- 1997: ~22,000
- 2006: ~15,000
- 2009: ~13,200

Fuente: USDA-NASS

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Menos explotaciones lecheras, pero mas grandes



USDA-NASS

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Sistemas integrados de explotaciones lecheras

- Sistemas mas “resistentes”
- Expansión moderada de las lecherías
- Se basa en la mano de obra familiar



Principales sistemas de explotaciones lecheras en Wisconsin

- Confinamiento / convencional
- Operaciones en pastoreo
- Granjas Orgánicas



Convencional/ Sistemas en confinamiento

- ~3,000 operaciones?
- Mayoría (70%) < 200 vacas
- Instalaciones con tecnología de punta y estándares “modernos” de manejo



Convencional/ Sistemas en confinamiento

- Alojamiento con cubículos individuales libres
- Salas de ordeño modernas
- Mano de obra contratada
- Almacenamiento de estiércol



Sistemas de Pastoreo

- ~ 2,000 operaciones?
- Criterio propuesto de pastoreo:
 - 30% MS de pastura
 - <2.5 días en potrero



Sistemas de Pastoreo

- Sistemas estacionales, bi-estacionales o no estacionales
- Sistema de bajo costo/baja entrada
- Sin precios “premium” de la leche, a menos que se hagan arreglos especiales



Sistemas de Pastoreo

- Afuera o en confinamiento durante el invierno
- Rebaños más pequeños que los convencionales y en confinamiento
- Mano de obra familiar en su mayoría



Sistemas Orgánicos

- ~400 operaciones
- Necesitan certificación “Orgánica”
- Precios de la leche con bonos
- Nuevo estándar NOP requiere que los sistemas orgánicos sigan los estándares de pastoreo



Sistemas Orgánicos

- En general operaciones pequeñas (<50 vacas)
- Mano de obra familiar
- Los suplementos son caros (necesitan ser orgánicos)



Otros Sistemas Lecheros

- Todo el resto
- Los “Amish” son también una comunidad importante
- Muchos de ellos hacen pastoreo o son orgánicos



Rendimiento Financiero

	Pastoreo Manejado	Convencional/ Confinamiento pequeño	Convencional/ Confinamiento grande
RHA (lb/vaca/año)	15,644	19,490	22,403
Tamaño del rebaño (vacas/granja)	60	62	460
Ingresos Netos (\$/vaca/año)	524	245	131
Ingresos Netos (\$/cwt milk Eq.)	2.53	0.91	0.47

Kriegl and McNair, 2005

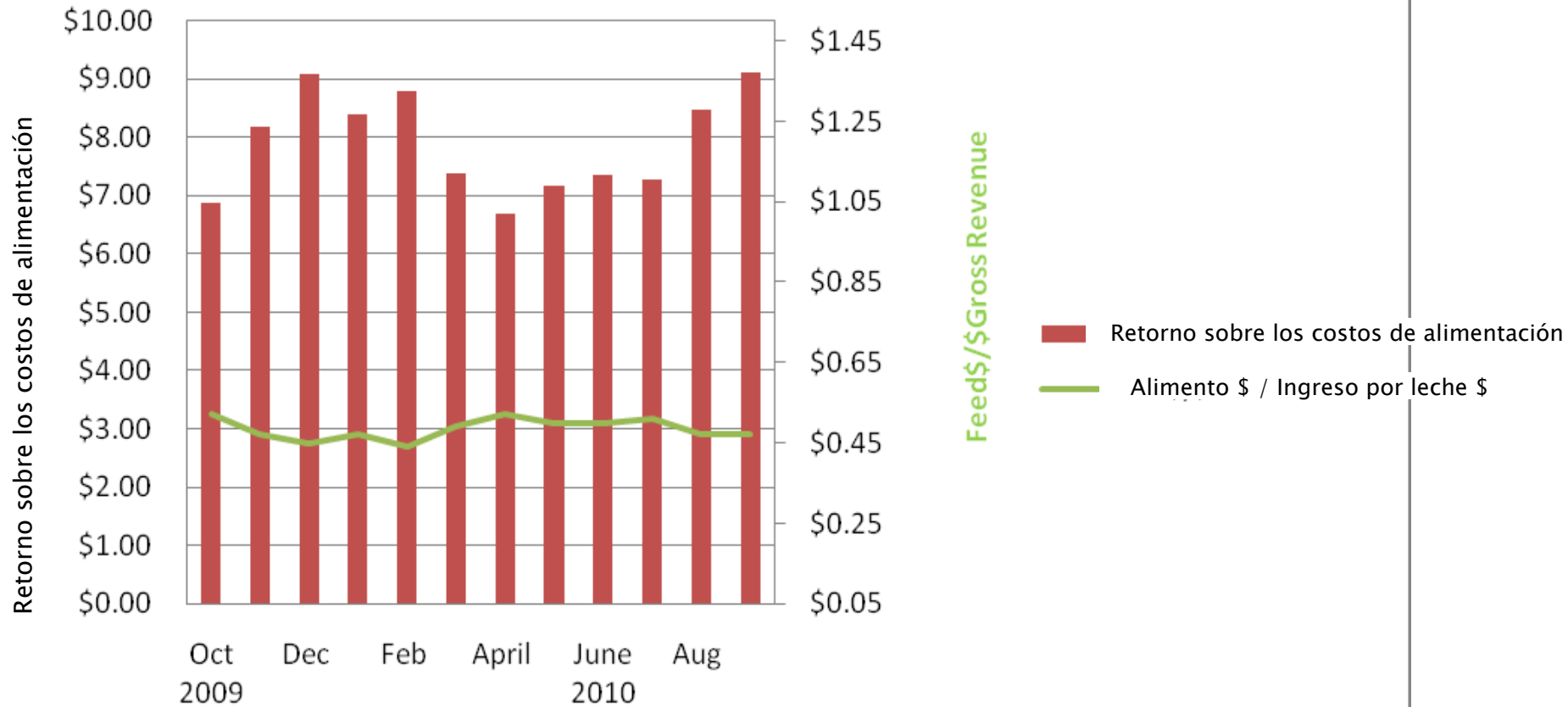
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WISCONSIN CASHEMILK



Costos de Produccion (22,000 RHA)

Tendencias en Wisconsin (COP calculado)



Bolton, 2010



Ingresos sobre los gastos de alimentación / Costos variables

Producción por año (lb/vaca/año)	Ingresos sobre los gastos de alimentación \$/cwt leche	Ingresos sobre los Costos variables totales \$/cwt leche
18,000	8.63	4.76
20,000	8.89	5.40
22,000	9.10	5.93
24,000	9.28	6.37
26,000	9.42	6.74
28,000	9.55	7.06
30,000	9.66	7.33



Ingresos sobre los gastos de alimentación

Costs of Major Inputs > Income Over Feed Cost(All Milk Price*.65-DFC65)[IOFC]

Search

Units : \$/cow/day

Source :

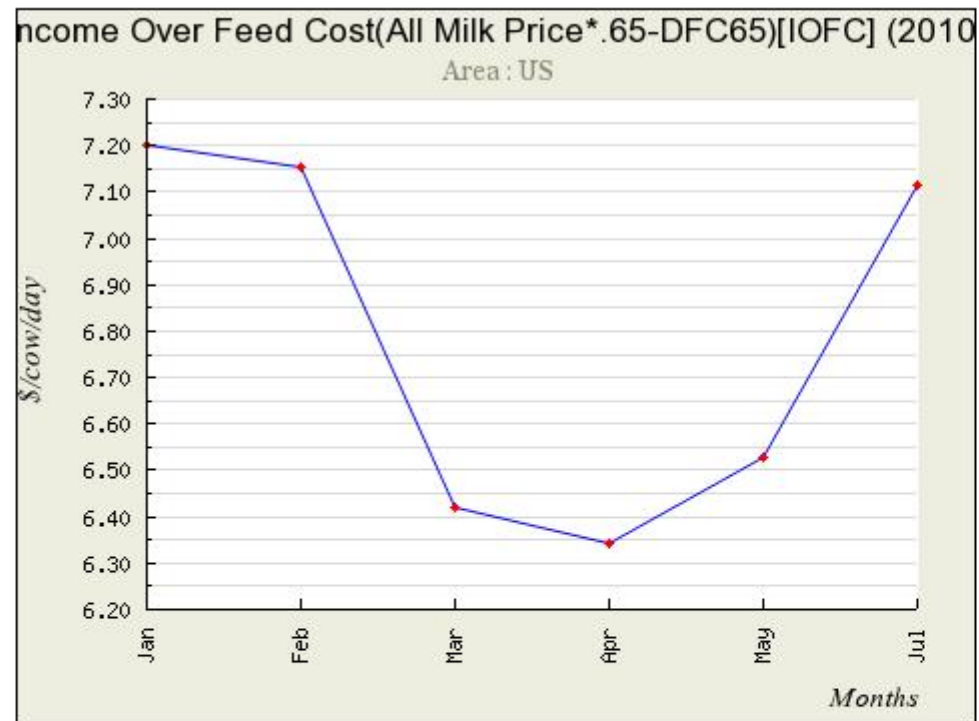
Show by Year | [Year on Year](#) | [Show / Download Full Data](#) | [Plot this data](#) | [Save graph](#)

Change Area

[Learn how to embed data in Excel \(Download Web Query File\)](#)

2010   

Month	Costs
Jan	7.202
Feb	7.151
Mar	6.421
Apr	6.342
May	6.529
Jul	7.113



Gould, 2010

University of Wisconsin-Madison

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Ingresos sobre los gastos de alimentación

Costs of Major Inputs > **Income Over Feed Cost(All Milk Price*.65-DFC65)[IOFC]**
Price*.65-DFC65)[IOFC]

Search

Units : \$/cow/day

Source :

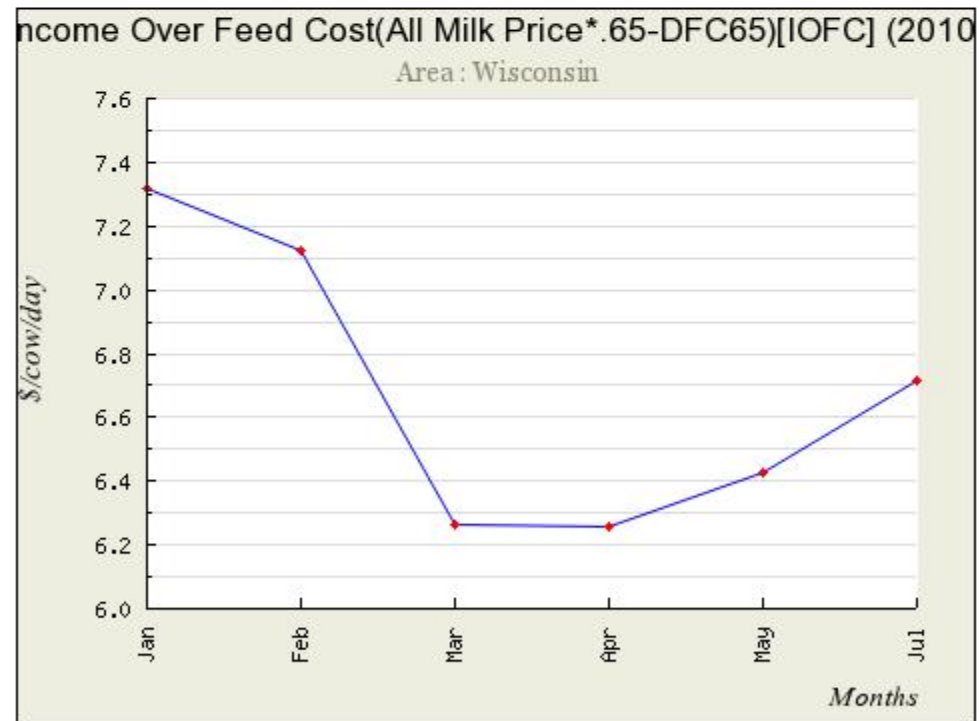
[Show by Year](#) | [Year on Year](#) | [Show / Download Full Data](#) | [Plot this data](#) | [Save graph](#)

Change Area

[Learn how to embed data in Excel](#) ([Download Web Query File](#))

2010

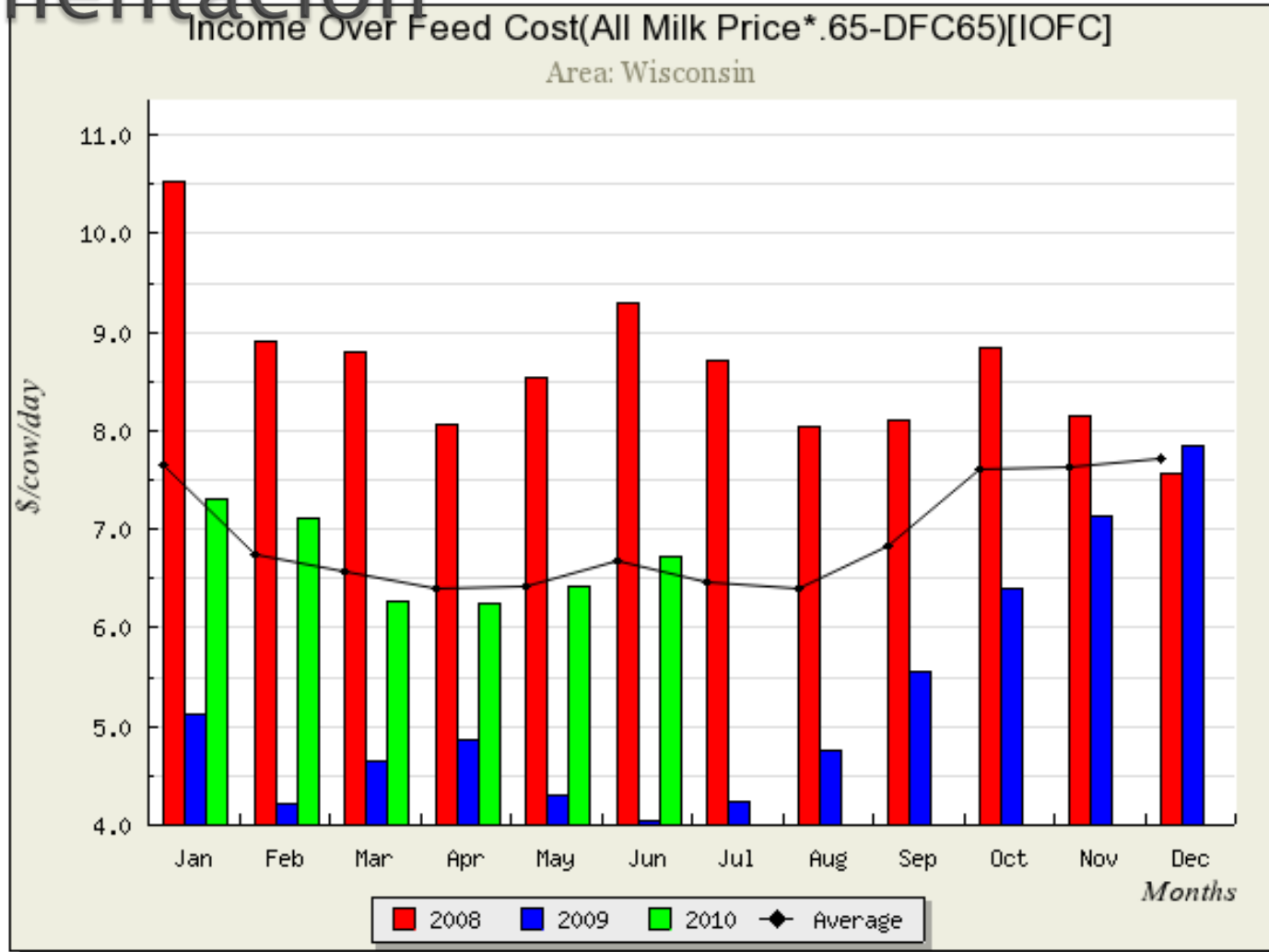
Month	Costs
Jan	7.316
Feb	7.120
Mar	6.263
Apr	6.255
May	6.427
Jul	6.718



Gould, 2010



Ingresos sobre los gastos de alimentación



Gould, 2010

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Ingresos sobre los gastos de alimentación

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Home Tools Projects Publications Presentations LGM-Dairy Links

Feeding Heifers Reproduction Production Replacement Financial Environment Price Risk

Management Tools

A collection of state-of-the-art dairy management tool that are: user-friendly, interactive, robust, visually attractive, and self contained. All these tools have clear or self-explanatory instructions and technical support available.

Click on the Tool title to learn more.

[DairyMGT.info](#)

Feeding

- Optigen® Evaluator
- Income Over Feed Supplement Cost
- The 4-State Dairy Extension Feed Cost Evaluator

Benchmarks feed costs and income over feed cost (IOFC) for a group of participating herds

Documentation ([Open](#))

Web-based Database System ([Open](#))

Demo ([Click to View the Video](#))

Item	Unit	Price	IOFC
1.0000000000000000			
2.0000000000000000			
3.0000000000000000			
4.0000000000000000			
5.0000000000000000			
6.0000000000000000			
7.0000000000000000			
8.0000000000000000			
9.0000000000000000			
10.0000000000000000			
11.0000000000000000			
12.0000000000000000			
13.0000000000000000			
14.0000000000000000			
15.0000000000000000			
16.0000000000000000			
17.0000000000000000			
18.0000000000000000			
19.0000000000000000			
20.0000000000000000			
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100.0000000000000000			

Ingresos sobre los gastos de alimentación

DAIRY EXTENSION FEED COST EVALUATOR

UWEX-DAIRY MANAGEMENT

Farms

Ingredients

Rations

Summary

Analysis

DAIRY EXTENSION FEED COST EVALUATOR

UWEX-Dairy Management

Username

Password

Login

Create New Account

[Change Password](#)

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IOFC

Income Over Feed Supplement Cost Database is a novel Application to allow agents/farm owners to enter farm details and perform analysis on individual as well as multiple farms depending on herd size, month and year

UWEX

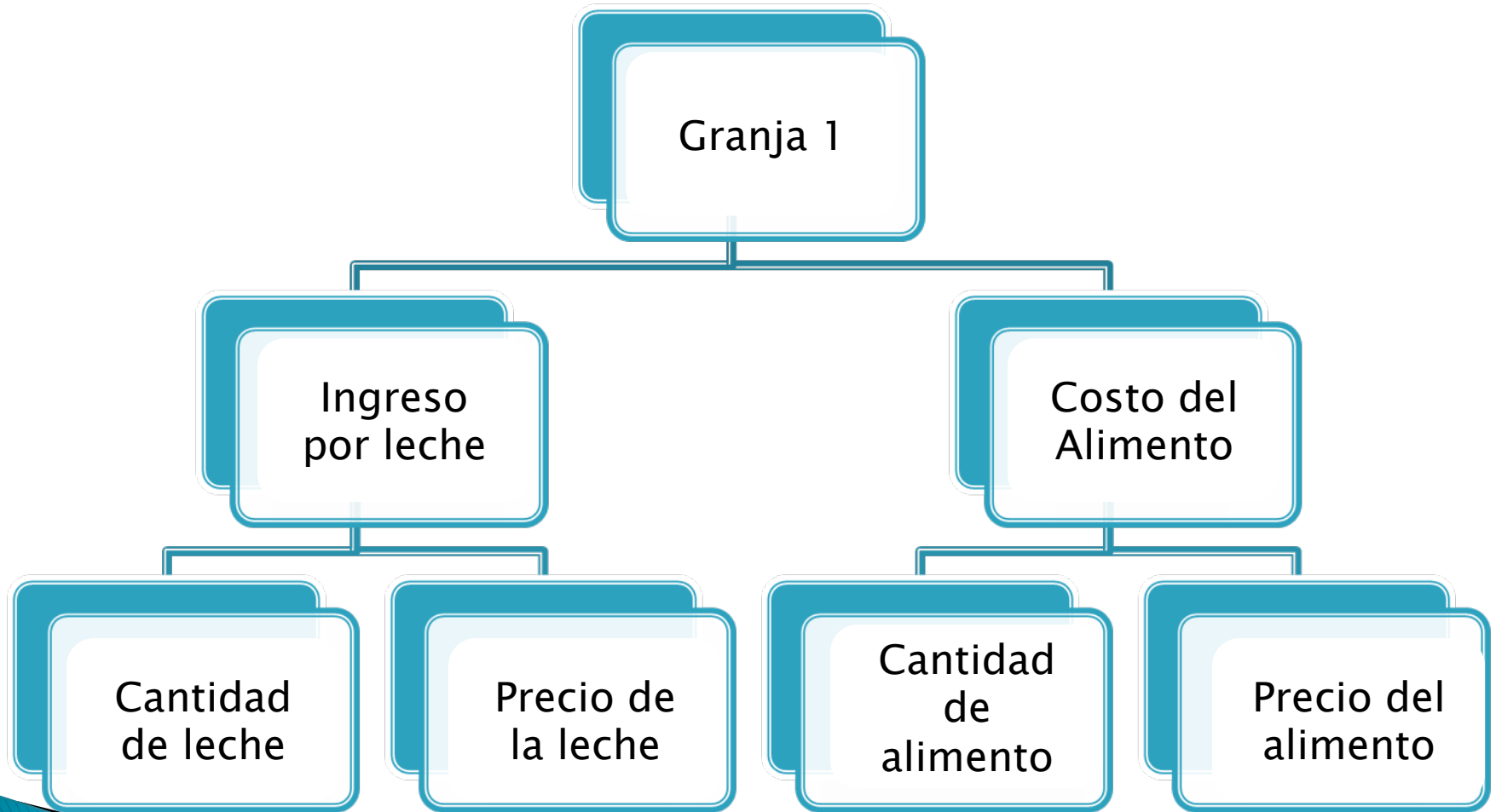
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Ingresos sobre los gastos de alimentación



Ingresos sobre los gastos de alimentación

4-STATE DAIRY EXTENSION FEED COST EVALUATOR

UWEX-DAIRY MANAGEMENT

Farms

Ingredients

Rations

Summary

Analysis

LOGOUT

FARMS

View & Edit Farms

Farm Name	<input type="text"/>
<input type="button" value="Add Farm"/>	

Farm Name

Farm1
Farm2
Farm3
Farm4
Farm5
Farm6
Farm7
Farm8
Farm9
Farm10

FARMS

(View existing farms, add new farms, and delete farms)

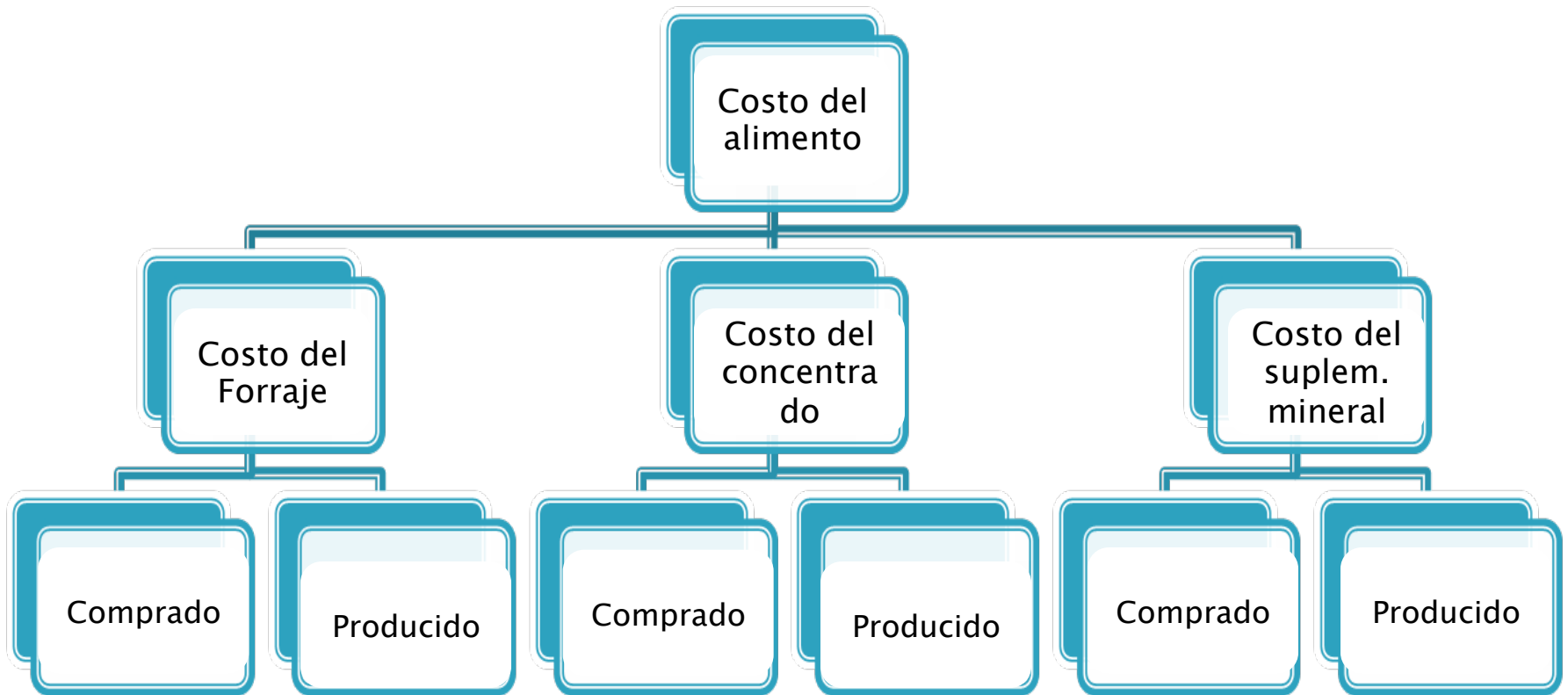
IOFC DATABASE

Welcome to IOFC Database. These are the suggested steps for using the system.

1. In this page, you can add or delete farms. To add a farm enter a farm name and select the county where the farm is located and click "Add Farms". To delete a farm, delete the farm name and click save.
2. Once the farms are defined, you can start defining the "Ingredients" on the ingredients page, their DM composition, and prices used on each particular farm.
3. Once the ingredients are entered, you can define the rations for different group of cows in the "Ration" page.
4. Once you have defined all ingredients and rations, you can see the IOFC summary at the "Summary" page. On this page, you would first need to enter the milk production and price.



Ingresos sobre los gastos de alimentación



Ingresos sobre los gastos de alimentación

INGREDIENTS

Add/Edit Ingredients in the Farm

Farm Name

Month

Forage	%DM	Price As Fed \$/ton	Price As Fed \$/ton	Price DM \$/ton
Corn Silage-Cosi	33	42.9		130
Hay Forage	85	140	140	
Hay Forage-	85	145	145	
Hoekstra hay	84	120	120	
Canary hay	84	55	55	
Bagged Haylage	38	62	62	
Straw	92	75	75	
Alf Silage-Also	38	66.12		174
Hay Forage	38	48.64		128

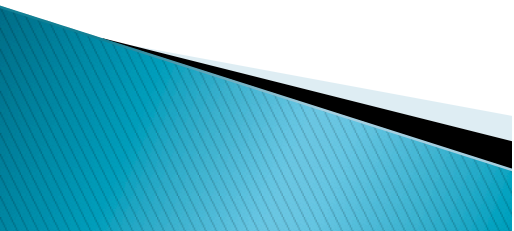


Ingresos sobre los gastos de alimentación

Energy Protein Supplements	%DM	Price As Fed \$/ton	Price As Fed \$/ton	Price DM \$/ton
Corn-CGG	85	144		169.41
SoybeanMeal SBM				
Dry corn	85	207	207	
Prefresh conc	90.2	145.8	145.8	
Lactating Protein	90.9	260	260	
TMR Weighback	50	35	35	
Energy Booster	98	1450	1450	
Bran Syrup	60	41.6	41.6	

Ingresos sobre los gastos de alimentación

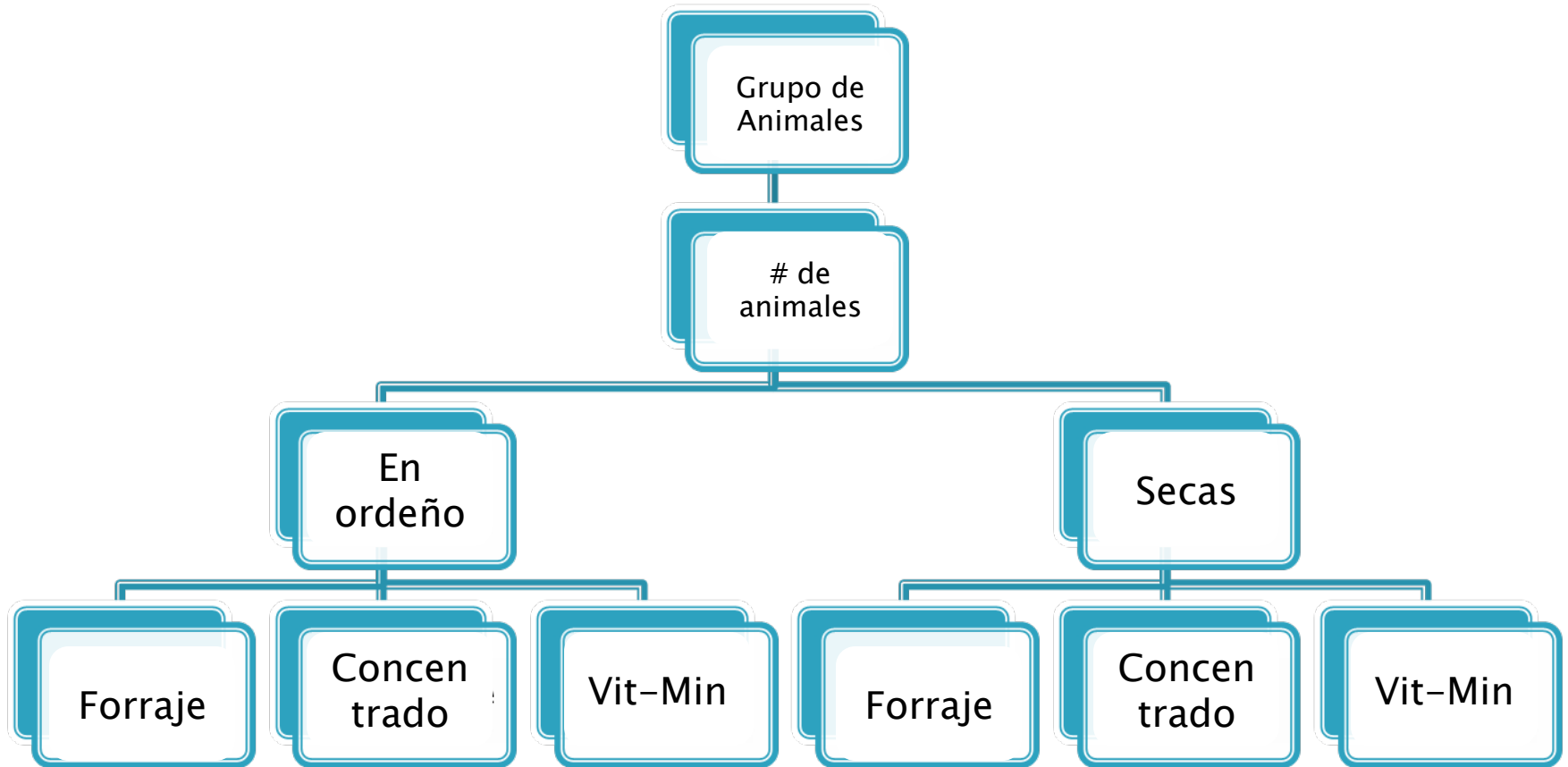
Min-Vit Supplement & ByProduct	%DM	\$/cwt
Calcium Carbonate		
Urea	99	28
DC Mineral	98	58.2
Lactating Mineral	95.5	41.5
Yeast	98	49.1



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Ingresos sobre los gastos de alimentación



Ingresos sobre los gastos de alimentación

Farm Information		
Farm Name	Superior Farm	
Person Reporting	Reporter1	
Farm Owner/UserName	Dairy	
Last Updated	2010-04-26	
Number of Cows	1051	<i>Milking</i>
	242	<i>Dry</i>
Milk Bulk Tank Production(lb/cow/day)	81	
Milk ButterFat(%)	3.5	
Milk Protein(%)	3.1	
Milk Price(\$/cwt)	14.75	
Milk Revenue (\$/cow/day)	11.95	



Ingresos sobre los gastos de alimentación

RATIONS

Edit Rations of the Farm

Farm Name

Superior Farm 2

Ration Group Information	Name	Number	Milking
Ration Group 1	Lactation 1	459	<input checked="" type="checkbox"/>
Ration Group 2	Lactation 2	715	<input checked="" type="checkbox"/>
Ration Group 3	Postfresh	112	<input checked="" type="checkbox"/>
Ration Group 4	Dry	156	<input type="checkbox"/>
Ration Group 5	Prefresh	91	<input type="checkbox"/>
Ration Group 6	Ration 6	0	<input type="checkbox"/>
Ration Group 7	Ration 7	0	<input type="checkbox"/>
Ration Group 8	Ration 8	0	<input type="checkbox"/>
Ration Group 9	Ration 9	0	<input type="checkbox"/>

Ingresos sobre los gastos de alimentación

Forage Ration Group (lb/cow/d) As Fed ▼

	P	Ration1	Ration2	Ration3	Ration4	Ration5	Ration6	Ration7	Ration8	Ration9
Hay ▼	<input type="checkbox"/>		4	4.259	1.6	1.48	1.48			
Wheat Straw ▼	<input type="checkbox"/>	3.7	1	0.48	0.41	0.37	0.37			
Wheat Straw Purch ▼	<input checked="" type="checkbox"/>	3.7	1	0.48	0.41	0.37	0.37			
Hay Forage ▼	<input type="checkbox"/>	15.76	4.89	6.522	18.36	17.6	17.6			
Corn Silage-Cosi ▼	<input type="checkbox"/>	30.33	30.33	30.33	57.2	48.42	48.42			

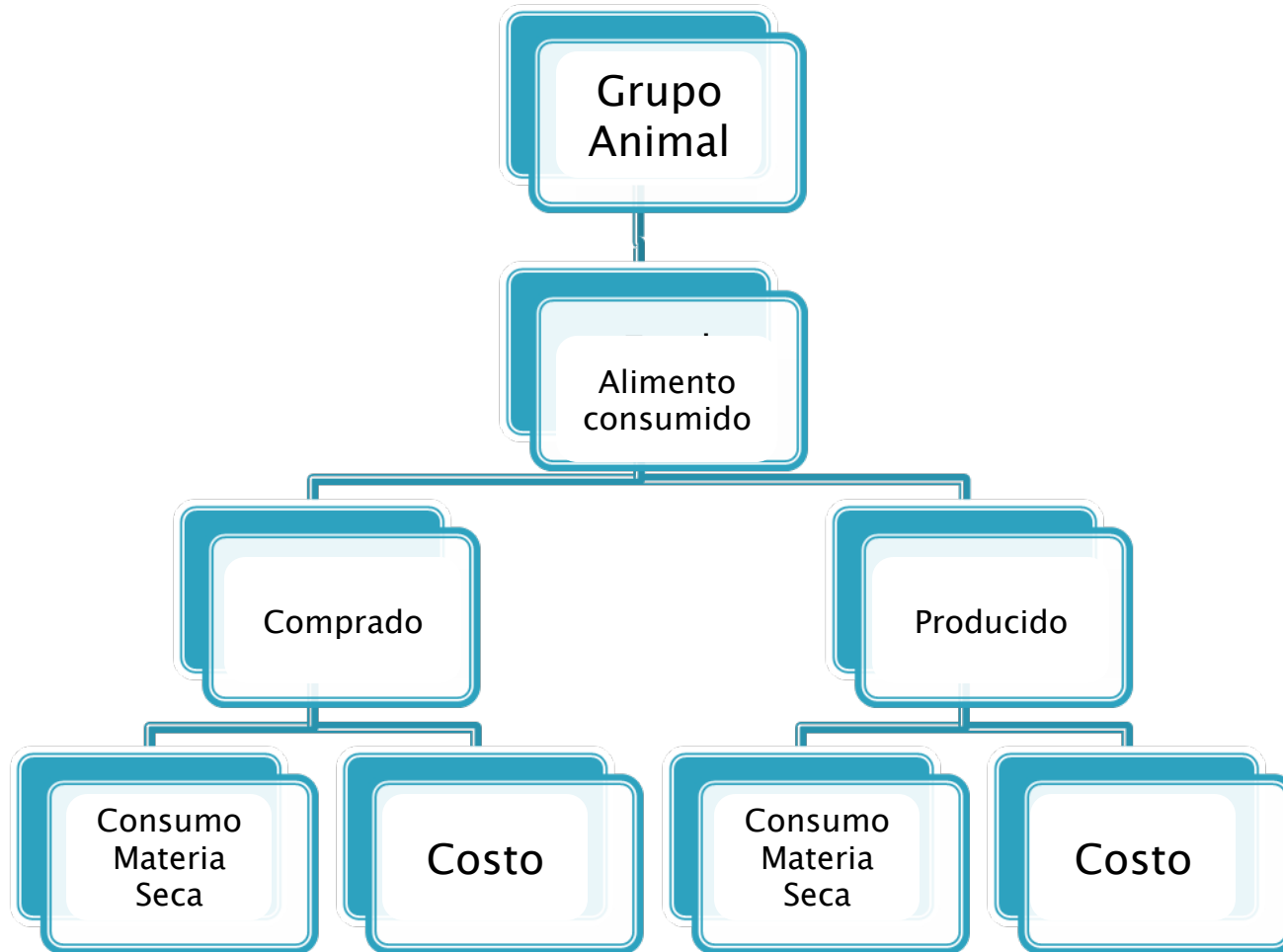
Energy/Protein Supplements Ration Group (lb/cow/d) As Fed ▼

	P	Ration1	Ration2	Ration3	Ration4	Ration5	Ration6	Ration7	Ration8	Ration9
Corn-CGG ▼	<input type="checkbox"/>				6.33	5.84	5.84			
Wet Gluten ▼	<input checked="" type="checkbox"/>	2.94		6.38	10.82	9.99	9.99			
Protein ▼	<input checked="" type="checkbox"/>				13.68	12.6	12.6			
Permeate ▼	<input checked="" type="checkbox"/>			4	9	7.75	7.75			
Post Supplement ▼	<input checked="" type="checkbox"/>			15.6						
Closeup mix ▼	<input checked="" type="checkbox"/>		7.3							
SoybeanMeal SBM ▼	<input type="checkbox"/>									

Min-Vit & Additive Supplements Ration Group (lb/cow/d)

	Ration1	Ration2	Ration3	Ration4	Ration5	Ration6	Ration7	Ration8	Ration9
Calcium Carbonate ▼									
Dry cow Mineral ▼	0.6								
lactating mineral ▼				0.75	0.69	0.69			

Ingresos sobre los gastos de alimentación



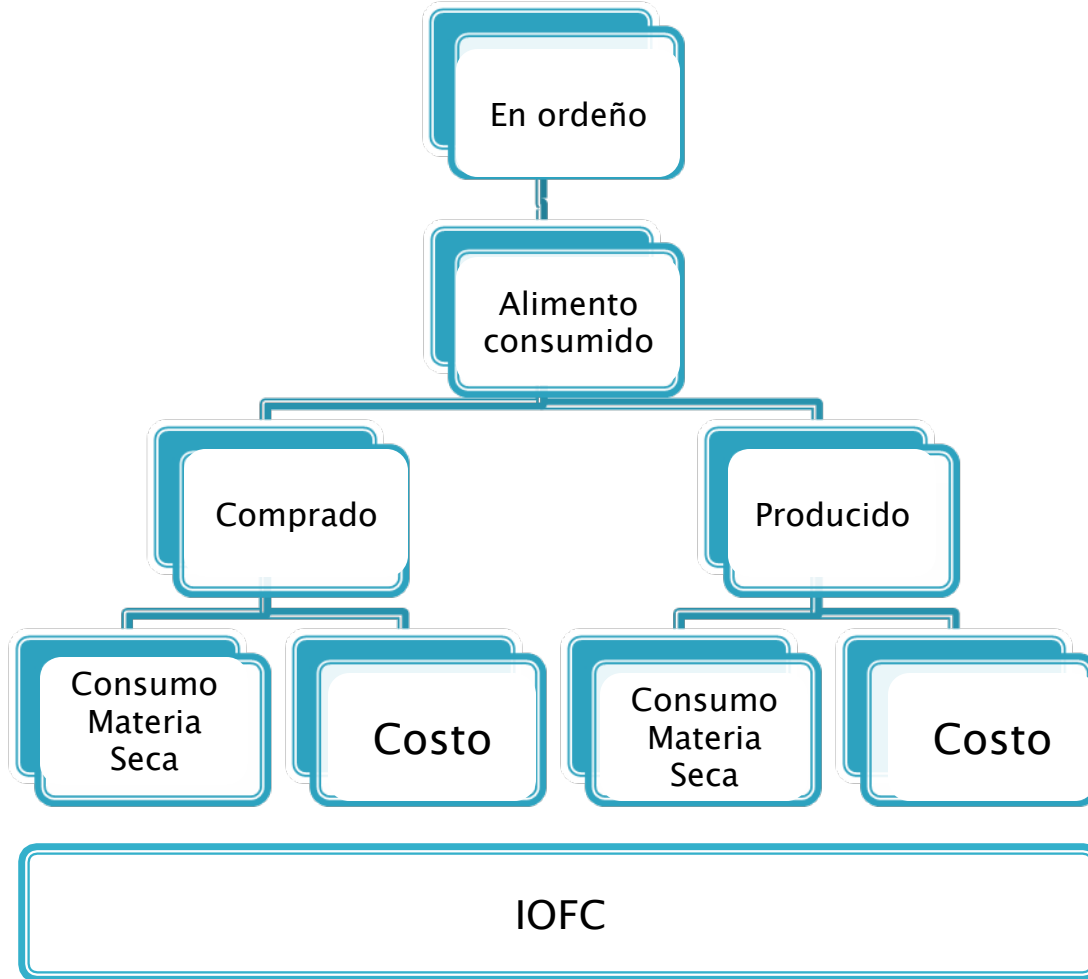
Ingresos sobre los gastos de alimentación

	Dry		Dry		CU		Dry		Fresh		Lact	
	Purchased		Home-Grown		Purchased		Home-Grown		Purchased		Home-Grown	
	DMI	Cost	DMI	Cost	DMI	Cost	DMI	Cost	DMI	Cost	DMI	Cost
Forage	3.29	0.19	21.46	1.28	0.89	0.05	17.46	1.05	0.43	0.02	17.97	1.08
Energy/Protein Supplement	1.59	0.05	0	0	6.64	1.2	0	0	18.13	2.04	0	0
Min-Vit & Additive Supplement	0.6	0.16	-	-	0	0	-	-	0	0	-	-
Total Feed	5.48	0.4	21.46	1.28	7.53	1.25	17.46	1.05	18.56	2.06	17.97	1.08
DMI (lb/cow/d)	26.94				24.99				36.53			
Feed Costs (\$/cow/d)	1.69				2.3				3.14			
Number of Cows (#)	60				60				33			

	main		Lact		2 year		Lact		hospital		Lact	
	Purchased		Home-Grown		Purchased		Home-Grown		Purchased		Home-Grown	
	DMI	Cost	DMI	Cost	DMI	Cost	DMI	Cost	DMI	Cost	DMI	Cost
Forage	0.36	0.02	30.76	1.77	0.33	0.02	27.11	1.57	0.33	0.02	27.11	1.57
Energy/Protein Supplement	20.44	2.1	4.81	0.41	18.71	1.93	4.44	0.38	18.71	1.93	4.44	0.38
Min-Vit & Additive Supplement	0.75	0.38	-	-	0.69	0.35	-	-	0.69	0.35	-	-
Total Feed	21.55	2.5	35.57	2.17	19.73	2.3	31.55	1.95	19.73	2.3	31.55	1.95
DMI (lb/cow/d)	57.13				51.28				51.28			
Feed Costs (\$/cow/d)	4.68				4.25				4.25			
Number of Cows (#)	477				259				18			

	Ration 7		Dry		Ration 8		Dry		Ration 9		Dry	
	Purchased		Home-Grown		Purchased		Home-Grown		Purchased		Home-Grown	
	DMI	Cost	DMI	Cost	DMI	Cost	DMI	Cost	DMI	Cost	DMI	Cost
Forage	0	0	0	0	0	0	0	0	0	0	0	0
Energy/Protein Supplement	0	0	0	0	0	0	0	0	0	0	0	0
Min-Vit & Additive Supplement	0	0	-	-	0	0	-	-	0	0	-	-
Total Feed	0	0	0	0	0	0	0	0	0	0	0	0
DMI (lb/cow/d)	0				0				0			
Feed Costs (\$/cow/d)	0				0				0			
Number of Cows (#)	0				0				0			

Ingresos sobre los gastos de alimentación



Ingresos sobre los gastos de alimentación

Summary	Milking	Dry
DMI (lb/cow/day)	54.2	25.97
MILK/DMI	1.75	
FCM/DMI	1.64	
ECM/DMI	1.74	
PURCHASED FEED COST (\$/cow/day)	2.41	0.83
HOME GROWN FEED COST (\$/cow/day)	2.05	1.17
SUPPLEMENT FEED COST (\$/cow/day)	0.01	
TOTAL FEED COSTS (\$/cow/d)	4.46	1.99
INCOME OVER PURCHASED SUPPLEMENT COST (IOPSC) (\$/cow/day)	15.21	
INCOME OVER PURCHASED FEED COSTS (IOPFC) (\$/cow/day)	12.81	
INCOME OVER FEED COSTS (IOFC) (\$/cow/day)	10.76	



Ingresos sobre los gastos de alimentación

4-STATE DAIRY EXTENSION FEED COST EVALUATOR

UWEX-DAIRY MANAGEMENT

Farms | Ingredients | Rations | Summary | Analysis

ANALYSIS

(Perform Analysis on Multiple Farms)

Farm	Milking Cows	Month
Farm1	Less than 100	April 2010
Farm2	100 to 350	
Farm3	350-500	
Farm4	Greater than 500	
Farm5		

(Ctrl + Click to Make Multiple Selection)

Include in Analysis	Ingredient	%DM	Effective Price As Fed (\$/ton)	Price As Fed (\$/ton)	Price DM (\$/ton)
<input type="checkbox"/>	Corn Silage Cossi		0		
<input type="checkbox"/>	Hay Forage		0		
<input type="checkbox"/>	Corn CGG		0		
<input type="checkbox"/>	SoybeanMeal SBM		0		
		\$/cwt			
<input type="checkbox"/>	Milk Price	15			

Analyze

Clear Selections



Ingresos sobre los gastos de alimentación

Farm
 Farm1
 Farm2
 Farm3
 Farm4
 Farm5

Milking Cows
 Less than 100
 100 to 350
 350-500
 Greater than 500

Month
 April 2010

(Ctrl + Click to Make Multiple Selection)
 Standardized Farm/Mailbox

[Download Summary](#)

Net Summary

Farms Analyzed **10**

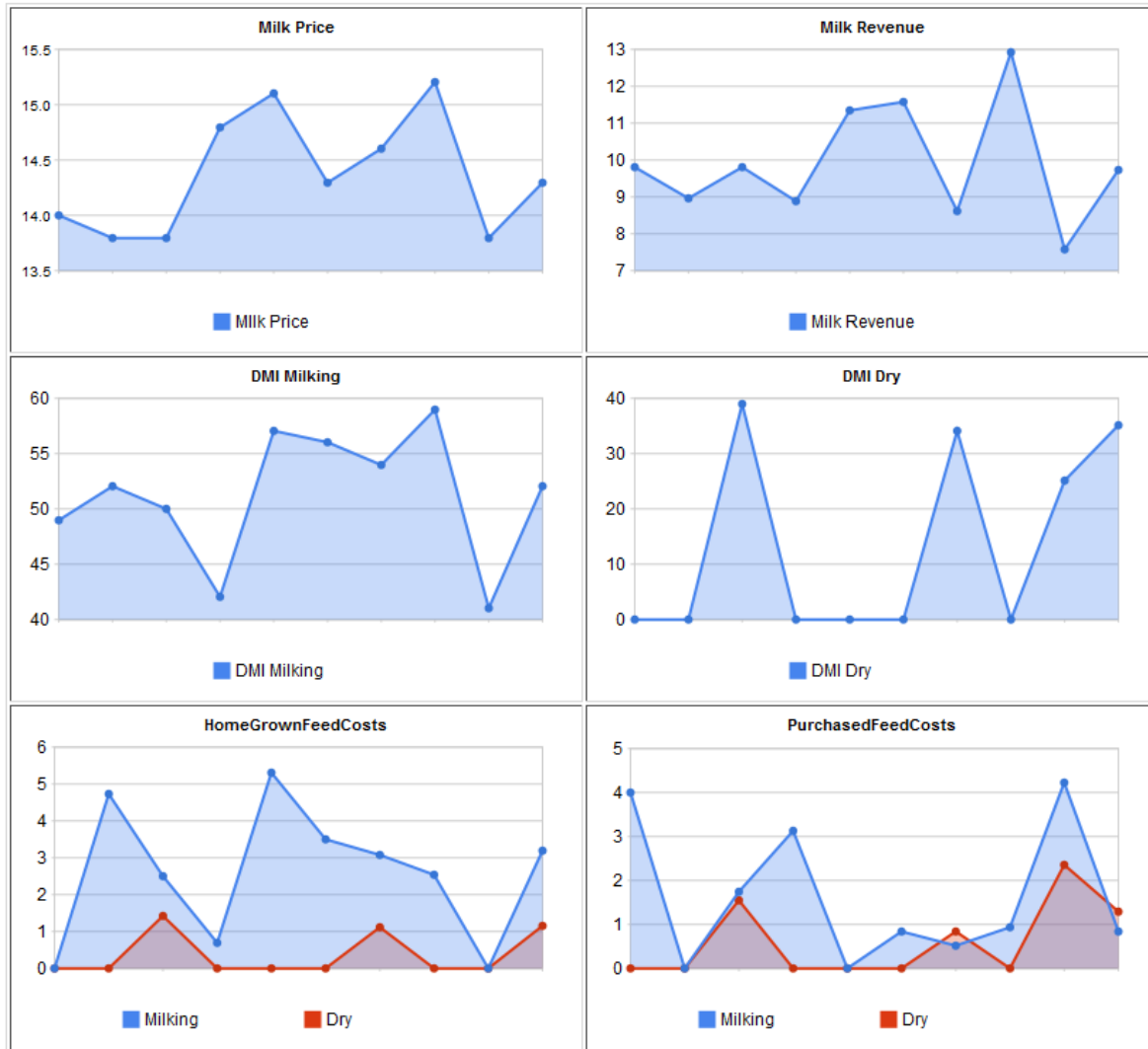
Farm Statistics

Farm Parameters	Min	25%Tile	Mean	75%Tile	Max
Milk Bulk Tank(lb/cow/day)	55	60	68.9	75	85
Milk Butterfat(%)	3.4	3.5	3.53	3.6	3.6
Milk Protein(%)	3	3.1	3.16	3.2	3.3
Milk Price(\$/cwt)	13.8	13.8	14.37	14.8	15.2
Milk Revenue(\$/cow/day)	7.59	8.88	9.92	11.33	12.92

Summary	Milking					Dry				
	Min	25%Tile	Mean	75%Tile	Max	Min	25%Tile	Mean	75%Tile	Max
DMI (lb/cow/day)	41	49	51.2	56	59	25		33.25		39
MILK/DMI	1.09	1.31	1.35	1.43	1.45					
FCM/DMI	1.01	1.01	1.25	1.33	1.35					
ECM/DMI	1.08	1.32	1.35	1.45	1.46					
FORAGE COSTS (\$/cow/day)	1.81	2.32	2.62	2.99	3.53	0	0	2.39	2.35	2.79
ENERGY COSTS (\$/cow/day)	1.26	1.44	1.56	1.67	1.79	0	0	0.05	0	0.19
MINERAL COSTS (\$/cow/day)	0	0	0	0	0	0	0	0	0	0
PURCHASED FEED COST (\$/cow/day)	0	0.51	1.62	3.13	4.22	0.85		1.51		2.35
HOME GROWN FEED COST (\$/cow/day)	0	0.69	2.55	3.5	5.32	0		0.93		1.44
SUPPLEMENT COSTS (\$/cow/day)	0	0.01	0.03		0.09					
TOTAL FEED COSTS (\$/cow/d)	3.48	3.84	4.2	4.35	5.32	1.95		2.43		2.98
INCOME OVER PURCHASED SUPPLEMENT COSTS (IOPSC) (\$/cow/day)	7.5	5.79	9.9	11.32	12.9					
INCOME OVER PURCHASED FEED COSTS (IOPFC) (\$/cow/day)	3.37	5.79	8.3	10.74	11.99					
INCOME OVER FEED COSTS (IOFC) (\$/cow/day)	3.37	5.03	5.74	6	9.46					
INCOME OVER FEED COSTS per CWT (IOFC/cwt) (\$/cwt)	6.13	8.38	8.34	8	12.61					

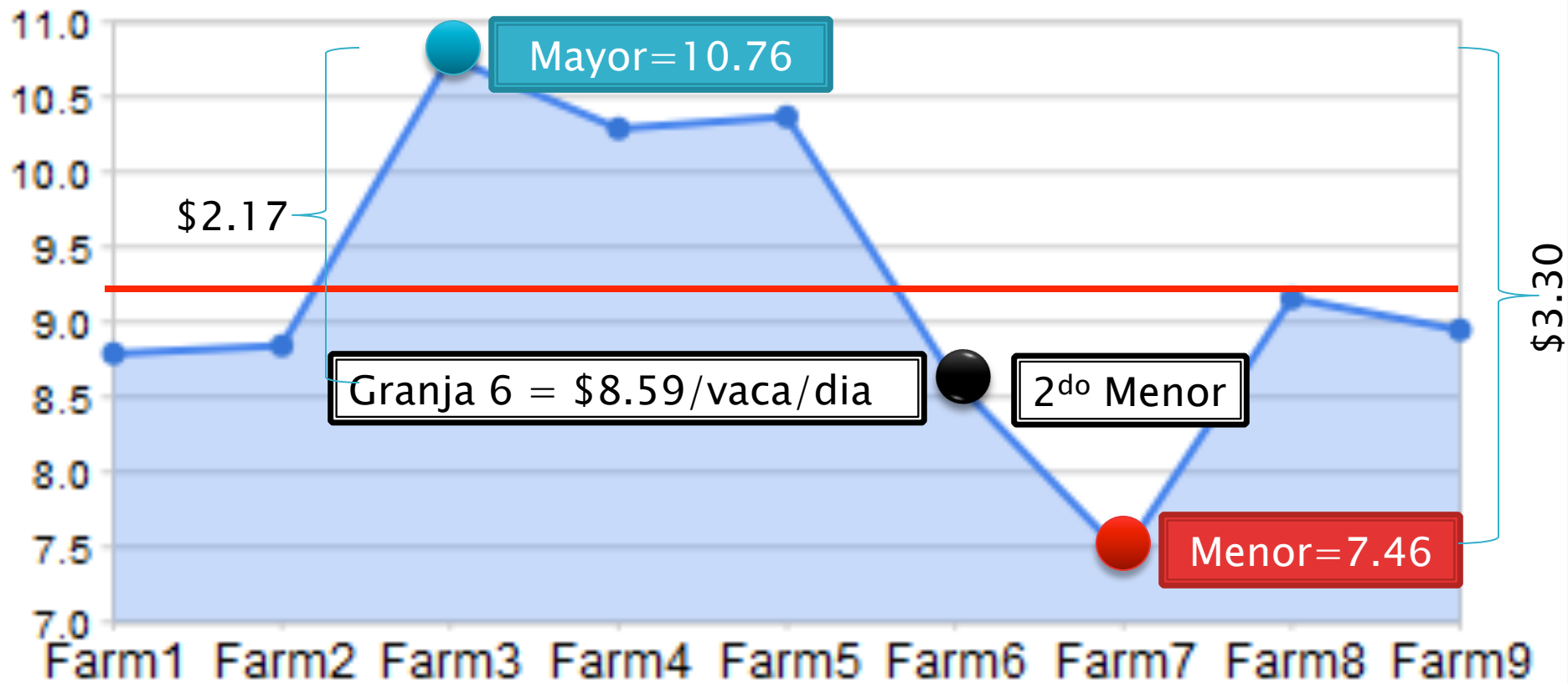
Ingresos sobre los gastos de alimentación

Graphical Representation
(Click on the Data Point for more information)



Ingresos sobre los gastos de alimentación (\$ / vaca / día)

IOFC



■ IOFC


¿Por qué las grandes diferencias?

Ingresos sobre los gastos de alimentación

- Disponible para cualquier persona interesada en evaluar los costos de alimentación y IOFC:
 - Realizar un seguimiento de las tendencias de la granja con el tiempo
 - Comparar las granjas de la región
 - Comparar entre regiones
- *Contribuir a una base de datos → Utilizar datos disponibles*



DairyMGT.info



Dairy Management UW-Extension
University of Wisconsin-Madison

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Dairy Management

Dairy Management site is designed to support dairy farming decision-making focusing on model-based scientific research. The ultimate goal is to provide user-friendly computerized decision support systems to help dairy farms improve their economic performance. Dr. Victor Cabrera focuses on model-based decision support in dairy cattle and in dairy farm production systems. Dr. Cabrera's primary interest is to improve cost-efficiency and profitability along with environmental stewardship in dairy farms by using simulation techniques, artificial intelligence, and expert systems. Dr. Cabrera's research and Extension programs involve interdisciplinary and participatory approaches towards the creation of user-friendly decision support systems. As an Extension Specialist, Dr. Cabrera works in close relationships with county-based Extension faculty, dairy producers, consultants, and related industry.

Latest Projects

- Dairy Cow Fertility
- Strategies of Pasture Supplementation
- Success for Small Dairy Farmers
- LGM-Dairy
- Dairy Economic Decision Support System


UW

- University of Wisconsin - Madison
- UW - Cooperative Extension
- UW - Dairy Science
- Understanding Dairy Markets

Dairy News

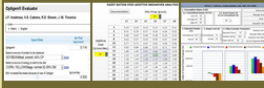
- UW-Extension Dairy News

Contact



Victor E. Cabrera, PhD.
Assistant Professor
Extension Specialist
Dairy Management
279 Animal Sciences
1675 Observatory Dr.
Madison, WI 53706
(608) 265-8606
vcabrera@wisc.edu
Professional Page

TOOLS



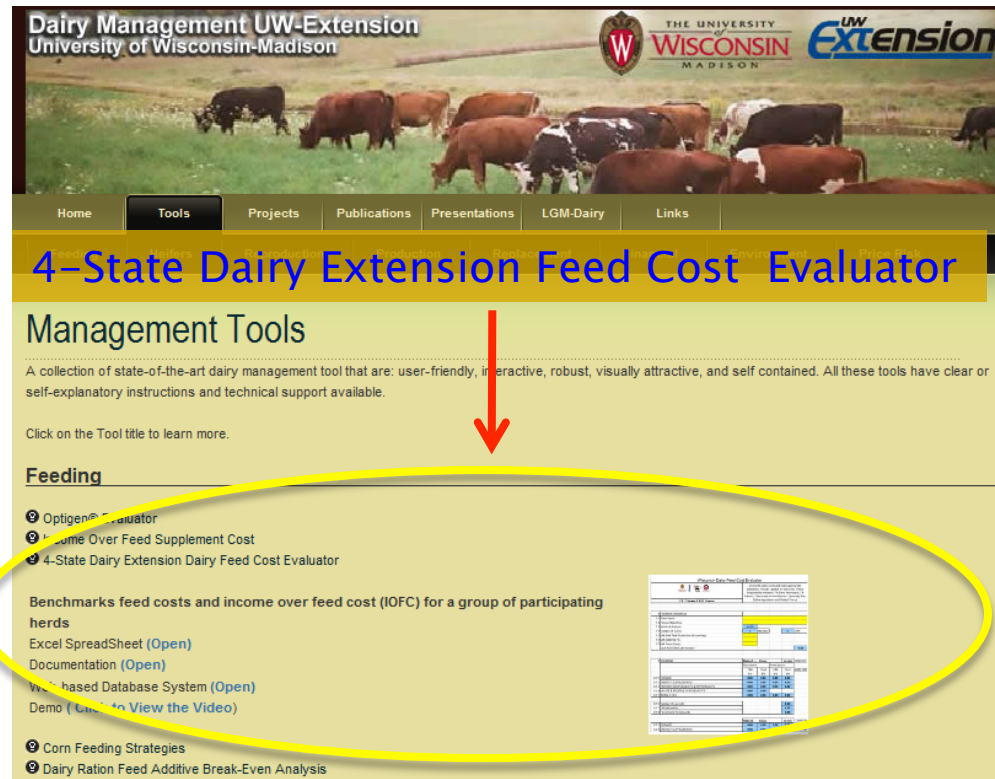
Dairy Management Tools

Click to find out more about tools provided by DairyMGT

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4-State Dairy Extension Feed Cost Evaluator

Management Tools

A collection of state-of-the-art dairy management tool that are: user-friendly, interactive, robust, visually attractive, and self contained. All these tools have clear or self-explanatory instructions and technical support available.

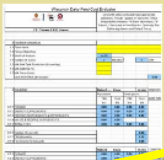
Click on the Tool title to learn more.

Feeding

- Optigen® Evaluator
- Income Over Feed Supplement Cost
- 4-State Dairy Extension Dairy Feed Cost Evaluator**

Benchmarks feed costs and income over feed cost (IOFC) for a group of participating herds

Excel Spreadsheet ([Open](#))
Documentation ([Open](#))
Web-based Database System ([Open](#))
Demo ([Click to View the Video](#))



Corn Feeding Strategies

Dairy Ration Feed Additive Break-Even Analysis



Gracias

