REPRO MONEY

A team-based Program to Improve the Reproductive Performance of your Herd

United States Department of Agriculture
National Institute of Food and Agriculture

College of Agricultural & Life Sciences
University of Wisconsin-Madison

The University of Wisconsin Madison

UW Extension
University of Wisconsin–Extension

Dairy Team Extension

Department of Dairy Science
Excellence in Education and Discovery

What is Repro Money?

- Repro Money is a **team based farmer directed program** aimed at improving your dairy farm's profitability by improving the reproductive performance of your herd.

Farm specific : target issues and challenges specific to your farm.

Results oriented: Time frame
Define goals
Create a reproductive plan
Adopt best management practices

Why sign up for Repro Money?

Repro Fact$

Nothing happens until the cow gets pregnant.

- Reproductive performance has been systematically declining over the years

- Efficient management practices shown to increase profitability of dairy operations

- Becoming pregnant faster means:
- **More** time in early lactation
- **Less** likely to be culled for repro reasons.

Benefits!

- 1. A review of records from Dairy Comp or other software (if requested)
- 2. Record summary evaluation and benchmarking in preparation for the first meeting
- 3. A dairy management economic analysis tool (Repro$)
- 4. A review of rations by UW nutrition faculty (if requested)
- 5. Support for the development of an action plan by UW faculty
- **Also included:**
- Artificial insemination techniques for dairy cattle DVD in English and Spanish

How often does the team meet?

- Once every month for a minimum of **four** consecutive months. (Team meetings are usually scheduled for one hour)
  - Some teams may choose to meet quarterly
  - May also decide to form peer groups after completing this program

How does it work?

#1 Make up the Repro Money Team:

- Each farm owner decides who to have on the reproduction team.
  - Extension agents, artificial insemination (AI) company consultants, AI technicians, veterinarians, nutritionists, key employees, others

#2 Choose a Team Facilitator or Leader

#3 Set the First Meeting

What happens at a team meeting?

At meeting one team members:

- Assess current practices
- Discuss and set their reproductive goals
- Calculate the potential gains
- Assign specific tasks for people to carry out
- **Commit to a process**

First Meeting

- Usually lasts for two hours ⟶ Set goals and action plan.
- What you'll need:
  - Team commitment form and team member information to be signed by each team member)
  - Latest DHI and farm records information
  - Fill out the management questionnaire: questions regarding breeding and management (do you use AI, who's responsible, etc)
  - Economic analysis

Economic analysis:
Financial Impact of Reproductive Performance

- **21 day Pregnancy Rate (21d PR):**

  Good overall measure of reproductive performance- speed at which cows get pregnant past the VWP.

21d PR= %cows that are eligible to breed that become pregnant during each 21d period

FINANCIAL IMPACT OF REPRODUCTIVE PERFORMANCE: MEETING ONE

Meeting One date _____ **Farm** _____

Improving the 21-day pregnancy risk (21-d PR) in your herd will improve your operation's net income. The value of this improvement can be calculated by the difference between the expected monetary value of an improved 21-d PR (see table) and the expected monetary value of the current 21-d PR of your herd. More important than the absolute expected monetary values in the table are the differences between the goal and the current pregnancy risks for a given rolling herd average.

Calculate the value (potential gain) for improving your reproductive performance.

1. What is your rolling herd average? _____lb/cow/year
2. What is your current 21-d PR? _____%
3. The expected monetary value of your current 21-d PR beyond 10% using the value in the table closest to your current rolling herd average: _____$/cow/year
4. What is a realistic goal for your herd's 21-d PR? _____%
5. The expected monetary value of your 21-d PR goal beyond 10% using the value in the table closest to your current rolling herd average: _____$/cow/year
6. Find the value of improving your 21-d PR by calculating the difference between the expected monetary value of your goal and the current herd pregnancy risk:

_____ – _____ = _____ $/cow/year

Value for goal PR (from 3) — Value for current PR (from 5)

5. Find the overall value (potential gain) of your herd for improving your reproduction performance by multiplying the number of cows in your herd (milking and dry) by the value of improving your 21-d PR per cow:

_____ – _____ = _____ $/herd/year

Value of improving a cow pregnancy risk (from 6) — Total milking and dry cows in your herd (in pounds)

Expected monetary value ($/cow/year) in improving 21-d PR beyond 10%*

	Current Rolling Herd Average (lb x 1,000/cow/yr)												
PR (%)	18	19	20	21	22	23	24	25	26	27	28	29	30
11	13	11	10	9	9	9	10	10	11	11	12	13	14
12	24	22	20	18	17	18	20	20	21	22	22	24	26
13	35	32	29	27	24	26	28	29	30	31	32	34	37
14	46	42	38	35	32	34	36	37	38	39	41	44	47
15	55	50	46	42	38	41	44	45	46	47	49	52	55
16	64	59	53	49	45	48	51	52	53	54	56	60	63
17	73	67	60	56	51	54	57	58	59	61	62	66	70
18	81	74	67	62	57	60	63	64	65	67	68	72	76
19	89	81	73	68	62	65	69	70	71	72	74	78	82
20	96	88	79	73	67	71	74	75	76	77	79	83	87
21	103	94	85	78	72	75	79	80	80	82	83	87	91
22	109	100	90	83	76	80	84	84	85	86	87	91	95
23	115	105	95	88	80	84	88	88	88	90	91	95	99
24	121	110	100	92	84	88	92	92	92	93	94	98	102
25	126	115	104	96	88	92	95	95	95	96	97	101	104
26	131	120	109	100	92	95	99	99	98	99	100	103	107
27	136	124	113	104	95	98	102	102	101	102	103	106	109
28	141	129	117	107	98	102	105	104	104	104	105	108	110
29	145	133	120	111	101	104	108	107	106	106	107	110	112
30	149	136	124	114	104	107	110	109	108	108	109	111	113

* Calculated in a monthly model for nine lactations for $15/cwt milk price, $10/cwt feed price, $600 cow salvage value, and $1,200 heifer replacement value, using industry standard lactation curves and culling rates and assuming same costs for different levels of pregnancy rates. For additional information, please visit: DairyMGT.info/markov.

Expected monetary value ($/cow/year) in improving 21-d PR beyond 10%*													
	Current Rolling Herd Average (lb x 1,000/cow/yr)												
PR (%)	18	19	20	21	22	23	24	25	26	27	28	29	30
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12	24	22	20	18	17	18	20	20	21	22	22	24	26
13	35	32	29	27	24	26	28	29	30	31	32	34	37
14	46	42	38	35	32	34	36	37	38	39	41	44	47
15	55	50	46	42	38	41	44	45	46	47	49	52	55
16	64	59	53	49	45	48	51	52	53	54	56	60	63
17	73	67	60	56	51	54	57	58	59	61	62	66	70
18	81	74	67	62	57	60	63	64	65	67	68	72	76
19	89	81	73	68	62	65	69	70	71	72	74	78	82
20	96	88	79	73	67	71	74	75	76	77	79	83	87
21	103	94	85	78	72	75	79	80	80	82	83	87	91
22	109	100	90	83	76	80	84	84	85	86	87	91	95
23	115	105	95	88	80	84	88	88	88	90	91	95	99
24	121	110	100	92	84	88	92	92	92	93	94	98	102
25	126	115	104	96	88	92	95	95	95	96	97	101	104
26	131	120	109	100	92	95	99	99	98	99	100	103	107
27	136	124	113	104	95	98	102	102	101	102	103	106	109
28	141	129	117	107	98	102	105	104	104	104	105	108	110
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Potential gain of increasing your 21d PR:

1st: Your RHA
2nd: Your current 21d PR
3rd: Find your value in the table
4th : 21d PR Realistic goal
5th : Find value in table
6th: Calculate your potential gain :

PR goal-Current PR= $/cow /year
63-51 = $12/cow/year

$12 x 350 = $4,200/herd/year

Management Questionnaire

A. Breeding and Management

- Use of IA
- Culling for repro reasons
- Use of bST
- SCC

B. Synchronization Programs

- What method is used to detect heat
- Bull/AI
- Use of synchronization protocols
- VWP
- Method to submit animals for breeding

C. Pregnancy Diagnosis

- Frequency
- Days post breeding
- Method

D. Facilities and Nutrition

- Cow grouping
- Heat abatement devices
- Frequency of feeding
- Rations

24. Which method is most often used to submit animals for their first, second, and later postpartum services? (Please rank)

	1st service	≥ 2nd services
Heat detection	____	____
PGF_{2a} only	____	____
OvSynch	____	____
PreSynch	____	____
Double Ovsynch	____	____
Combination	____	____
Other:_____	____	____

Diagram your protocol:

M	T	W	T	F	S	S

Symbols
P= PGF_{2a}
G=GnRH
T=Timed AI

Team Facilitator Action Item Review

- ✓Calculate economic potential of improving reproductive performance?
- ✓Discussed heat detection or Timed Artificial insemination protocols?
- ✓Determine id Dairy Comp or other type of record support is needed?
- ✓Checked heat abatement in the farm?
- ✓Reviewed or set Standard Operating Procedures (SOPs)?
- ✓Discussed rations?

Reproductive Performance Goal Setting

- Which factors need to be addressed to improve reproductive performance?(record keeping, estrous detection,. Breeding protocols, personnel training, etc)

Goal	Target date	How will results be evaluated?
1. Increase SR	30d	TAI/ increase # observed in heat
2. Timely re breeding	30d	Ultrasound/ preg check more often/sooner/TAI

Setting Goals

- Goals should be selected with care
- Employees, consultants and farm owners may not have the same goals for the herd.
- **Prioritized and limited number of goals :**

  We risk attaining nothing when we seek to solve all problems at once.

Repro Money Action Plan

- Actions needed to achieve goals and assign responsabilities

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REPRO MONEY ACTION PLAN

(Use this form at all meetings.)

Farm _____

List actions intended to achieve your reproductive goals and assign reponsibility for completion.

MEETING ONE

Actions	Who is responsible?	Completed by Meeting 2? Yes	No
1. _____	_____	○	○
2. _____	_____	○	○
3. _____	_____	○	○
4. _____	_____	○	○
5. _____	_____	○	○

Meetings 2 and 3

- **Have DHI and farm records ready**
- **Use the herd information form to update info**
- **Review goals:**
- Do we need to change or add goals?
- Any progress made towards those goals?
- **Action Plan:**
- Record porgress on last mont's actions
- Creat action plan for next month

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REPRODUCTIVE PERFORMANCE LONG-TERM ACTION PLAN

Farm _____

There may be some actions that need to be repeatedly scheduled. When such actions are identified, transfer them to this Long-term Action Plan.

What will be done?	Who is responsible?	Frequency?
1.		
2.		
3.		
4.		
5.		
6.		

- **Long term action plan?**

Meeting 4

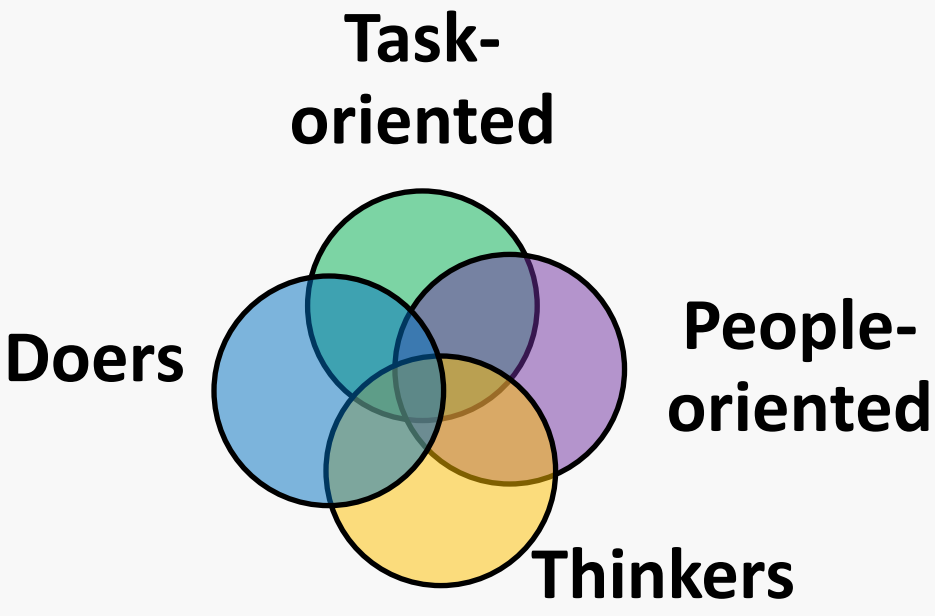
- **Same information** as previous meetings
- **Financial Impact**: compare how monthly costs of reproductive parameters changed during the program
- **Evaluate progress**

Benefits of Enrolling in Repro Money

- Review of Dairy Comp or any other software
- Farm record summary evaluation and benchmarking
- Dairy management economic analysis tool (Repro$)
- Review of rations by UW faculty (if requested)
- Support for development of action plan by UW Faculty
- Artificial insemination techniques for dairy cattle DVD-English and Spanish

Why Work as a Team?

- A successful team recognizes that contributions from **all** team members will lead to a better solution than any individual working alone.



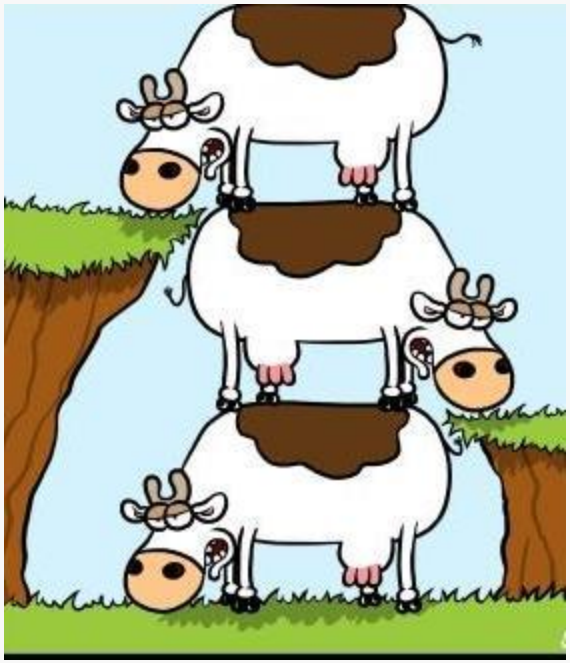
Team Development

Get acquainted-Informal discussions before the meeting begins are helpful

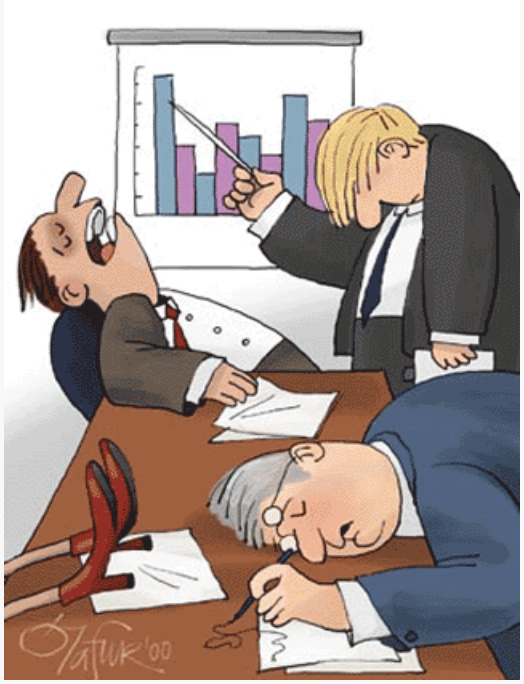
Explain- all must know the farm situation to develop goals

Planning: Identify goals; what needs to be domne and who is responsible

Implement the program



Tips for Successful Meetings



- **Start on Time**: Set precedent for "latecomers"
- **Have an Agenda**: Avoids issues that are not related
- **End on Time**.:Takes care of "early leavers"
- **Create Trust:** Everyone's voice is heard and respected.
- **Focus on Action:** Decisions must be converted to action
- **Have all the necessary information at hand:** To eliminate postponing critical decisions that will delay the project

REPRO MONEY RESOURCES

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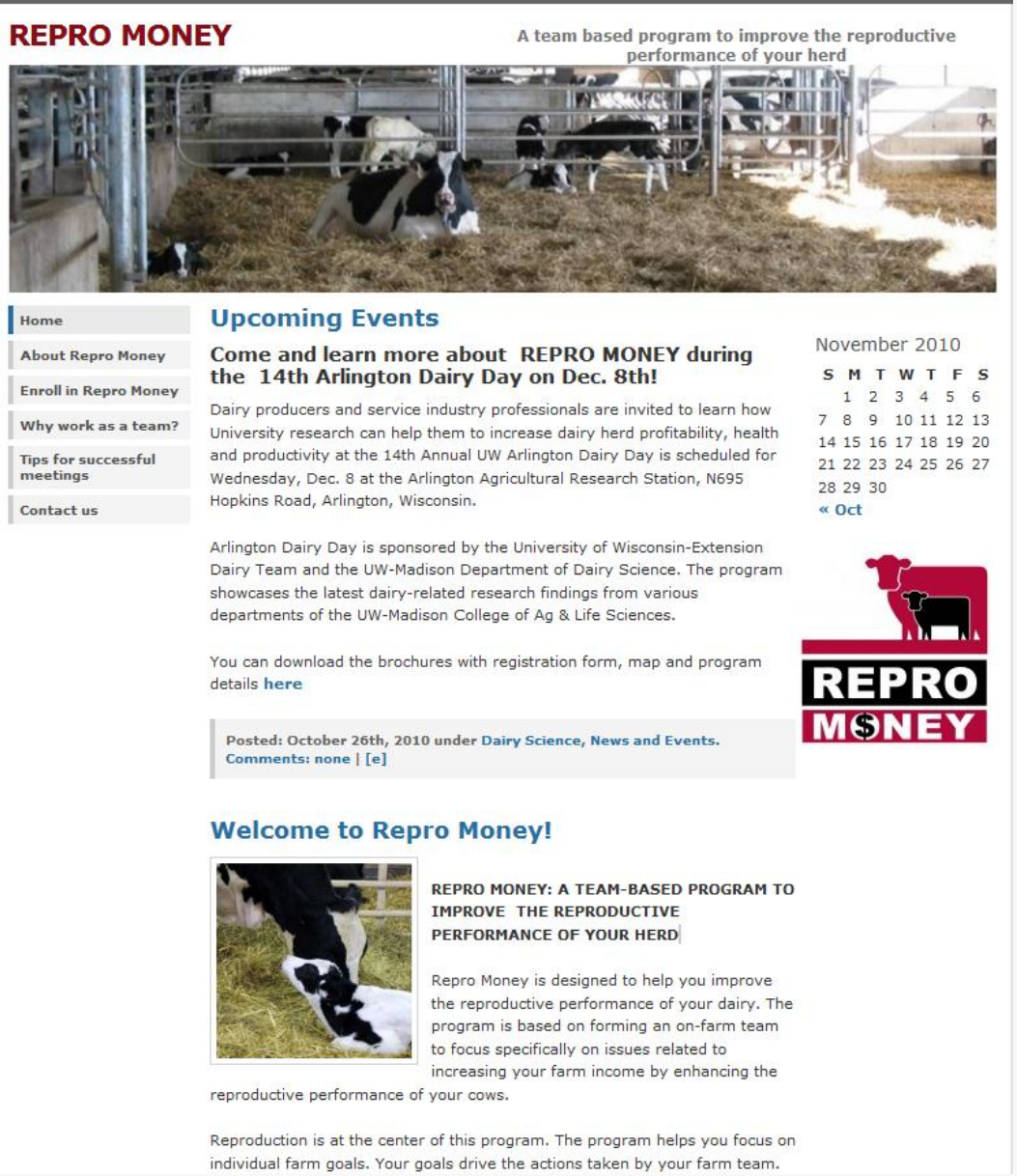

On the Web:

http://fyi.uwex.edu/repromoney/


Thank you!