



QMA Impact Report

Farm	Mushkoday Farm, LLC
Planner	April Wright Lucas QMA Code: PFM
Date	December 31, 2018

Results / Impact

(briefly describe the progress toward QMA goals as well as any increased production or profitability, improved efficiency, improved effectiveness of BMP, etc.)

Mushkoday Farm LLC, assembled a dairy profit team that has been meeting on a monthly basis throughout 2018. The team members include: The Burgin family, a consultant from the Lely Robotics Corporation; the herd nutritionist; the banker; the Farm Net Team Coordinator; and the Cornell County Cooperative Extension of Delaware County (CCEDC) Educator/ WAP PFM Specialist. The CCEDC PFM planner played a key organizing role in facilitating the Dairy Profit team.

The team has helped counsel and investigated various management issues including: herd management analysis and practices; herd performance; time management, and heifer performance. One of their primary goals for the Profit Team was to identify strategies to implement that would improve milk production and farm profitability.

As a result of the efforts of the Burgin's and their Dairy Profit Team, Mushkoday Farm **increased milk production** 9 lbs. per cow per day over the course of 2018. This milk production increase resulted in **306 lbs. more milk phosphorus and 1,678 lbs. more milk nitrogen being shipped off the farm and out of the NYC watershed annually for this farm.**

This milk production increase also **improved milk income over purchased feed costs by \$1.75 per cow per day, a 24% increase. This equates to \$65,791 more milk income over purchased feed costs annually for this farm!**

