



IOWA

FFA ASSOCIATION

DAIRY CATTLE EVALUATION

Career Development Event

This is a Skills CDE

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**AG SKILLS CAREER DEVELOPMENT EVENT
GENERAL POLICIES, RULES, RESULTS AND STANDARDS**

***Violations of any of the following rules may be grounds for the disqualification of the participants.**

I. Board Policies

The following board policies (<http://www.iowaffa.com/ffaboardpolicies.aspx>) apply directly or in part to Skills CDEs:

- Board Policy #2: Changes in Judging Event Answer Keys
- Board Policy #3: Changes to Judging Event Results
- Board Policy #11: Substitution of Team Members
- Board Policy #25: Advancement of Teams to National FFA Competition
- Board Policy #27: Use of Electronic Storage/Transmission Devices

II. Eligibly of Chapters and Participants

1. Each state event is open to all FFA chapters in good standing with the Iowa FFA Association. (Exception: Soils Career Development Event is open to the top five teams from each district competition.)
2. Local FFA advisors or their designee entering teams in the state event must register their intent to have a team on Iowa FFA On-Line (<http://anfmp01.dmac.edu/fmi/webd#>) by the due dates and registration fees listed below:
 - a. Before 14 days prior to the event No Charge
 - b. Between 14 days prior and day of the event \$50.00An invoice will be sent to the chapter for the appropriate entry fees at the end of the season.
3. A chapter may enter a separate team in each event held on a particular day. However, no member may participate in more than one Ag Skills Career Development Event on a particular day.
4. After an FFA Advisor registers the chapter's intent to enter a team, the names of the team members are expected to be entered on the Iowa FFA On-Line (<http://anfmp01.dmac.edu/fmi/webd#>) by noon three days prior to the event. Any member not listed on Iowa FFA On-Line will need to be registered as an FFA member using the National FFA MyFFA Account (<https://www.ffa.org>). Changes to online entries may be made the day of the event. State and National FFA Dues will be invoiced in accordance with Iowa FFA Association policies and by-laws.
5. A participant, at the time of his/her participation in the state event and selection as a national team member, must:
 - a. Be a current bona fide dues paying FFA member in good standing with the local chapter, state FFA Association and the National FFA Organization at the time of the career development event in which he/she participates.
 - b. Be a middle school or high school FFA member, (a graduating senior is considered eligible to compete in state and national career development events up to and including their first national convention following graduation). Middle school refers to students in grades 7-8 and high school refers to students in grades 9-12.
 - c. Have been enrolled in high school Agricultural Education during the current/most recent school year with the following exceptions: Meats, Livestock, Dairy Cattle and Milk Quality & Products-must have been enrolled the previous school year or be in grades 8-12 for the current year.
 - d. Currently be an active FFA member of the chapter making entry into the event.
6. A member may not participate in both a state 4-H and state FFA Career Development Event when said events are held on the same day.
7. Participation in one Ag Skills Career Development Event of its type will not exclude an active FFA member from participating in the future Ag Skills Career Development Event, if the participant still qualifies as a middle school or high school FFA member (Rule 5b) providing he/she was not on a state championship FFA CDE team or a national FFA participant in the said event.
8. No student may participate in more than one Career Development Event each year at the national level.

9. For the Soils Career Development Event, each district FFA advisor must email all results including a list of participants for each of the top five teams to the State FFA Executive Director within one business day of the district event.

III. Event Room Conditions

10. Accommodations for participants can be made upon request of the FFA Advisor. The accommodation form must be submitted no less than 14 days prior to the respective event.
11. Any communication, verbal or non-verbal between participants during a career development event will be sufficient cause to eliminate the team member involved from the career development event. The only exception to this would be communication between team members during the team activity portion of a given career development event.
12. Any assistance given to a team member from any source other than the career development event officials or assistants will be sufficient cause to eliminate the team from the career development event.
13. No extra FFA members or other persons are permitted to view the state event until the completion of the event. The only people allowed in the event area during the event are participants and designated event workers. Observers and FFA advisors who are not working with the event will not be permitted in the event area while the event is in progress. The following are exceptions to this rule: the presentation portions of the Marketing Plan CDE and Ag Communications CDE at the Iowa FFA Leadership Conference.

IV. Participant Assignments

14. Each participant will be given an individual ID number by which he/she will be designated throughout the event. Contestant badges with identification numbers may be issued.
15. Teams will be divided into groups for individual activities. When possible, groups will be assigned to avoid having two participants on the same team in the same group.
16. Each participant will work on an individual basis throughout the event except during the FFA chapter team activity. Each team will submit one score card or product per team for the team activity.

V. Equipment and Dress Code

17. Participants are urged to bring and use clipboards during events to facilitate the holding of placing and grading cards. The clipboards are to be clean and free of markings. A few sheets of blank paper will be permitted for taking notes and recording results.
18. Calculators may be used with the Career Development Events. They must be battery or solar operated, non-programmable and silent, unless otherwise listed in the specific Career Development Event rules.
19. Items needed for specific phases of a Career Development Event will be noted under their specific rules.
20. Participants are expected to observe the National FFA Code of Ethics and the Proper Use of the FFA Jacket during the career development events found in the Official FFA Manual (<https://www.ffa.org/about/who-we-are/official-manual>).
21. Official FFA dress is expected for all participants when appropriate. If official dress is not appropriate, official casual dress should be worn. Official casual dress shall consist of 1) FFA t-shirt or polo shirt and 2) khaki or nice denim pants or shorts.

VI. Event Results

22. In the event that ALL participants' scores are incorrect the board reserves the right to correct the results.
23. Each FFA advisor will receive the judging cards, score cards, answer sheets and results following a career development event and the presentation of awards. FFA advisors are not permitted to pick up event packets until after the awards presentation.

VII. AFNR Career Cluster Content Standards

AFNR Content Standards are specifically outlined within each respective Skills CDE.

Dairy Cattle Evaluation

2020 Chairperson: Ryan Holthaus, West Union

Committee: Dawn Mausser, Dyersville; Ed Wadsworth, Edgewood; Dean Weber, Retired

Scoring Coordinator: TBA

I. Overview

- A. To provide agricultural students with dairy interests a practical experience, which will serve them well in industry positions or in management of a modern dairy herd.
- B. To develop students' skills in observation, analysis, and communication.
- C. To provide experience in the evaluation of dairy cattle type, production records, and dairy herd management.
- D. To encourage agricultural instructors to seek assistance from various resources in the dairy industry. (Example: Dairy breed associations, artificial breeding associations, state area and county extension personnel, state DHIA, dairy equipment manufacturers, local dairy farmers and breeders, etc.)

II. AFNR Content Standards

ABS.01.*Standards:* Apply management planning principles in AFNR businesses.

ABS.01.01. *Indicator:* Apply micro- and macroeconomic principles to plan and manage inputs and outputs in an AFNR business.

ABS.02. *Standards:* Use record keeping accomplishing AFNR business objectives, manage budgets and comply with laws and regulations.

ABS.02.02. *Indicator:* Assemble, interpret and analyze financial information and reports to monitor AFNR business performance and support decision-making (e.g., income statements, balance sheets, cash-flow analysis, inventory reports, break-even analysis, return on investment, taxes, etc.).

ABS.03. *Standard:* Use record keeping accomplishing AFNR business objectives, manage budgets and comply with laws and regulations.

ABS.04. *Standard:* Develop a business plan for an AFNR business.

ABS.04.01. *Indicator:* Analyze characteristics and planning requirements associated with developing business plans for different types of AFNR businesses.

ABS.04.01.01. c. *Advanced Measurement:* Demonstrate the application of entrepreneurial skills to conceptualize an AFNR business (e.g., idea generation, opportunity analysis, risk assessment, etc.).

ABS.05. *Standard:* Use sales and marketing principles to accomplish AFNR business objectives.

ABS.06.03. *Indicator:* Assess marketing principles and develop marketing plans to accomplish AFNR business objectives.

ABS.06.03. *Awareness Measurement:* Identify and explain marketing principles used in AFNR businesses (e.g., 4 P's-product, place, price, promotion; attention, interest, desire, action, etc.).

ABS.05.03.01. c. *Advanced Measurement:* Deconstruct and analyze current AFNR marketing plans to determine the effectiveness of implementation of marketing principles and alternative marketing strategies.

AS.01. *Standard:* Analyze historic and current trends impacting the animal systems industry.

AS.01.01. *Indicator:* Evaluate the development and implications of animal origin, domestication and distribution on production practices and the environment.

AS.04. *Standard:* Apply principles of animal reproduction to achieve desired outcomes for performance, development and/or economic production.

AS.04.01. *Indicator:* Evaluate animals for breeding readiness and soundness.

AS.04.01.01. b. *Intermediate Measurement:* Analyze the functions of major organs in the male and female reproductive systems.

AS.04.01.01. c. *Advanced Measurement:* Select breeding animals based on characteristics of the reproductive organs.

AS.04.01.02. c. *Advanced Measurement:* Evaluate and select animals for reproductive readiness.

- AS.04.01.03. c. Advanced Measurement:** Treat or cull animals with reproductive problems.
- AS.04.02. Indicator:** Apply scientific principles to select and care for breeding animals.
- AS.04.02.01. b. Intermediate Measurement:** Compare and contrast the use of genetically superior animals in the production of animals and animal products.
- AS.05. Standard:** Evaluate environmental factors affecting animal performance and implement procedures for enhancing performance and animal health.
- AS.06. Standard:** Classify, evaluate and select animals based on anatomical and physiological characteristics.
- AS.06.01. Indicator:** Explain the importance of the binomial nomenclature system for classifying animals.
- AS.06.01.02. a. Awareness Measurement:** Compare and contrast major uses of different animal species (e.g., agricultural, companion, etc.).
- AS.06.01.03. b. Intermediate Measurement:** Analyze the visual characteristics of an animal or animal product and select correct classification terminology when referring to companion and production animals.
- AS.06.01.03. c. Advanced Measurement:** Apply knowledge of classification terms to communicate with others about animal systems in an effective and accurate manner.
- AS.06.02. Standard:** Apply principles of comparative anatomy and physiology to uses within various animal systems.
- AS. 06.03. Standard:** Apply principles of comparative anatomy and physiology to uses within various animal systems.
- AS.06.03.01. b. Intermediate Measurement:** Compare and contrast desirable anatomical and physiological characteristics of animals within and between species.
- AS.06.03.01. c. Advanced Measurement:** Evaluate and select animals to maximize performance based on anatomical and physiological characteristics that affect health, growth and reproduction
- AS.06.03.02. a. Awareness Measurement:** Evaluate an animal against its optimal anatomical and physiological characteristics.
- AS.06.03.02. b. Intermediate Measurement:** Compare and contrast procedures to sustainably and efficiently develop an animal to reach its highest performance potential with respect to its anatomical and physiological characteristics.
- AS.06.03.03. b. Intermediate Measurement:** Evaluate and select products from animals based on industry standards.
- AS.06.03.03. c. Advanced Measurement:** Evaluate and select animals to produce superior animal products based on industry standards.
- AS.07. Standard:** Apply principles of effective animal health care.
- AS.07.02. Indicator:** Analyze biosecurity measures utilized to protect the welfare of animals on a local, state, national, and global level.
- FPP.01. Standard:** Develop and implement procedures to ensure safety, sanitation and quality in food product and processing facilities.
- FPP.01.01.01. a. Awareness Measurement:** Research and summarize the purposes and objectives of safety programs in food products and processing facilities (e.g., Sanitation Standard Operating Procedures (SSOP); Good Manufacturing Practices (GMP); worker safety, etc.).
- FPP.01.02. Indicator:** Apply food safety and sanitation procedures in the handling and processing of food products to ensure food quality.
- FPP.01.03. Indicator:** Apply food safety procedures when storing food products to ensure food quality.
- FPP.01.03.01. c. Advanced Measurement:** Prepare plans that ensure implementation of proper food storage procedures.
- FPP.03. Standard:** Select and process food products for storage, distribution and consumption.
- FPP.03.01. Indicator:** Implement selection, evaluation and inspection techniques to ensure safe and quality food products.
- FPP.03.01.01. a. Awareness Measurement:** Summarize characteristics of quality and yield grades of food products.

FPP.03.02. Indicator: Design and apply techniques of food processing, preservation, packaging and presentation for distribution and consumption of food products.

FPP.03.03. Indicator: Create food distribution plans and procedures to ensure safe delivery of food products.

FPP.04. Standard: Explain the scope of the food industry and the historical and current developments of food product and processing.

FPP.04.01.02. a. Indicator: Examine the impact of consumer trends on food products and processing practices (e.g., health and nutrition, organic, information about food products, local food movements, farm-to-fork supply chains, food system transparency, etc.).

FFA.04.02. Indicator: Evaluate the significance and implications of changes and trends in the food products and processing industry in the local and global food systems.

FPP.04.02.02. c. Advanced Measurement: Examine and respond to consumer concerns about the environment and safety of the food supply using accurate information regarding food products and processing systems and practices.

FPP.04.03. Indicator: Identify and explain the purpose of industry organizations, groups and regulatory agencies that influence the local and global food systems.

III. Event Rules

- A. Each school shall enter a team composed of three or four participants with the top three scores counting for the team score. Team members must all be members of the same chapter.
- B. Each participant will participate in all phases of the event.
- C. Participants and instructors shall report to the registration desk by the designated time on the event day.
- D. Judging cards, answer sheets and other written materials will be furnished for each phase of the event.

IV. Event Format

A. Phase A – Cow and Heifer Classes

1. Animals used in the event will be representative of Ayrshire, Brown Swiss, Guernsey, Holstein, Jersey, and Milking Shorthorn breeds if available.
2. Six classes will consist of four animals each and will be placed on type using Form 2. All participants will judge six classes of animals. Participants will be allowed 12 minutes for placing each class.
3. The 12 minutes the participants are in the ring will be divided as follows:
 - a. Observe for three minutes from a distance while the cattle are moved.
 - b. Observe for three minutes from a distance (animal's head to tail).
 - c. Observe for three minutes close-up inspection.
 - d. Observe for three minutes while the cattle are again moved.
4. Individual animals in all classes will be identified by numbers.
5. Placing cards will be provided at time of registration.

B. Phase B – Oral Reasons

1. There will be one set of oral reasons given by each participant on one of the dairy cow classes. The Oral Reasons class will be designated at the start of the event. Oral Reasons will be given after all classes have been placed.
2. Participants will have at least 12 minutes to prepare Oral Reasons, and not more than two minutes in which to deliver the reasons before the judges.
3. Participants will use special oral reasons cards (Form 5) while delivering oral reasons; nothing other than the placing can be written on this card and no other notes will be permitted while giving Oral Reasons. However, a plain sheet of paper may be used while analyzing the reasons class and for study in preparation of Oral Reasons.

C. Phase C – Production-Management Questions and Problems. Phase C shall consist of five parts:

1. Participants will check a series of 25 objective-type test items (2 points each) on dairy production and management practices, and on dairy farming.

2. Five questions (5 points each) will require an understanding of DHIA records. Students will analyze individual cow production and herd management summaries for use in making management decisions.
 3. Participants will calculate five problems (5 points each):
 - a. Dairy cattle feeding and management
 - b. Milk production and marketing
 - c. Examples of types of possible problems, but not inclusive include:
 - i. Milk price per Cwt. Based on 3.5 percent butterfat, above or below
 - ii. Cost per ton of feed based on ingredients listed at various prices per pound, 100 pounds, ton, bushel, etc.
 - iii. Net income per cow when given sufficient information
 - iv. Calculating percent protein in a ration
 - v. Income over feed costs
 - vi. Recommend the amount and kind of concentrates to feed per cow per day
 - vii. Balancing a dairy ration
 - viii. Calculating energy level in feed ingredients and of a ration
 - ix. Determining a cow's total protein and energy requirements
 - x. Improved profits from milk quality
 - xi. Determining the best feed to purchase
 4. Sire Summary – Five questions (5 points each)
 5. Participants will answer five questions (5 points each) over a pedigree. Individuals will need to understand data about a pedigree.
- D. Phase D – Pedigree Evaluation. Participants should be able to read and understand the material in pedigree and rank four pedigrees. (25 points)
- E. Phase E – Sire Evaluation. Information will be proved on the cow and four bulls. Participants will choose the best sire and place the class 1-2-3-4 based on the data and given scenario. (50 points)
- F. Phase F – Culling Class. Participants will select which cows to cull (1-2-3-4) based on a given scenario. For instance, to keep cows with higher milk quality, cows with high somatic cell counts will be culled. This phase will be based on DHIA data sheets. (50 points)

V. Event References

- A. Techniques of Judging Dairy Cattle by Dennis A. Hartman, Ph.D., 2709 Mt. Vernon Lane, Blacksburg, Virginia 24060
- B. Dairy Judging, DYS 2094, ISU
- C. National FFA Career Development Events – 2017-2021 (National FFA Organization rules).
- D. Dairy Cows & Management, Extension Publication 96
- E. Dairy Cows & Heifers, Extension Publication 97
- F. Guide to Using DHIA Records: How to Interpret the Herd Summary
- G. Dairy Cow Unified Score Card
- H. Dairy Sire Summary Lists (Check magazines such as Hoard's Dairyman and Dairy Herd Management for the April, August, and December listings each year.)
- I. MAP (Mating Appraisal for Profit), CRI, P.O. Box 469, 100 MBC Drive, Shawano, WI 54166-9988.
- J. Hoard Dairyman Youth Quizzes: <http://www.hoards.com/youthresources> (Quizzes from past 12 months)
- K. How to read a bull proof: http://www.holsteinusa.com/pdf/print_material/read_sire_%20info.pdf

VI. Scoring and Ranking of Teams and Individuals

- A. To determine the individual and team winner over all classes, the participants will be ranked on the basis of the total score for:

<u>Phase</u>	<u>Points Per</u>	<u>Maximum Score</u>
Live Cattle Evaluation	6 classes x 50 points	300 points
Oral Reasons	50 points	50 points
Pedigree (Placing)	25 points	25 points
Pedigree Questions	5 questions x 5 points	25 points
Management Questions	25 questions x 2 points	50 points
DHIA Questions	5 questions x 5 points	25 points
Sire Questions	5 questions x 5 points	25 points
Math Problems	5 questions x 5 points	25 points
Sire Evaluation (Placing)	50 points	50 points
Culling Class (Placing)	50 points	50 points
	Total Points Possible	625 points
	3 Participants Total Score Possible	1,875 points
	Total Team Score Possible	1,875 points

- B. Teams and individuals will be ranked into groups designated “Gold,” “Silver,” and “Bronze.” Teams which violate any rule will also receive a “Participation” rating.
- C. In the event of a tie in the total point score of an individual or team, the tie shall be broken by awarding the highest placing to the individual or team having the highest score in the oral reasons. If a tie still exists, the highest ranking will be awarded to the individual or team having the highest combined score of all dairy cow and heifer classes. The third tie-breaker will be the production-management questions and problems score.
- D. The high FFA team in cattle judging, oral reasons, production-management questions and problems, pedigrees, and linear evaluation will be named the “Iowa Champion FFA Dairy Cattle Judging Team” and will be eligible to enter the National FFA Dairy Cattle Career Development Event the following October.
- E. The “Iowa Champion FFA Dairy Cattle Judging Team” may enter a fifth team member to be eligible to participate in the National FFA Dairy Handlers Event the following October. In the event that the team chooses not to take a fifth member, the top individual from the Iowa FFA Dairy Handler Event will be selected for the National FFA Dairy Handlers Event, etc through the gold rated handlers until a representative is secured.

VII. Awards

Awards Sponsored Through the Iowa FFA Foundation

Champion Team	Cash Award for Travel to National FFA Convention
Reserve Champion Team	Plaque
Top Ten Teams	Rosettes
Members of Top 10 Teams	Rosettes
Top Ten Individuals	Rosettes
1st and 2nd Place Individuals	Plaques
Top Team and Top Individual	Plaques
a. Dairy Cattle Classes	
b. Oral Reasons	
c. Production Management Test	
d. Herd Data Evaluation	
All Teams/Individuals	Certificates

All awards subject to available sponsorship.

VIII. Event Materials