

ProfitSOURCE™

REFERENCE MANUAL



YOUR SUCCESS *Our Passion.*



ProfitSOURCE™ *Overview*



Increased profits from lower-value genetics



Improvement of short-term cash flow through inventory management



Diversification of marketing options and timing for beef-cross calves



Utilization of the correct beef genetics, calf care guidelines and traceability measures to ensure demand and marketplace premiums

ProfitMAX - Genetic Strategies to Maximize Profit

Dairy farmers are increasing efficiencies and driving genetic progress through ProfitMAX® consultations. The process begins with genetic and reproductive audits to identify challenges and opportunities within the herd. The resulting genetic strategies often include mating lower-value genetic merit herd mates to elite beef sires. While these genetic strategies can add a revenue source, the use of elite beef sires and appropriate rearing protocols for beef x dairy crossbred calves are both essential components to yield a quality end-product, as well as enhance their market value. That's where Select Sires' ProfitSOURCE program fits in the model.

ProfitSOURCE - A PREMIUM Program for a PREMIUM Product

ProfitSOURCE sires can significantly impact your herd's bottom line by increasing the revenue from your lower genetic value females. Select Sires' ProfitSOURCE sires have been selected for crossbreeding on Holsteins and Jerseys. These sires excel for calving ease, growth performance and carcass merit while offering elite fertility to maximize reproductive performance. The lineup of ProfitSOURCE sires includes elite terminal beef sires designed to meet specific genetic criteria as listed below.



Fertility Without Compromise

Select Sires has earned a reputation for having the most fertile semen in the A.I. industry. Our fertility advantage is consistently validated with each dairy sire summary by the national Sire Conception Rate (SCR) fertility comparisons. SCR is a third-party summary of pregnancy check validated data, summarized and published by the Council on Dairy Cattle Breeding (CDCB). While Select Sires' beef sires don't accumulate nearly the number of conception records as our Holstein and Jersey sires, beef semen is evaluated through the same lab and held to the same rigorous standards as our dairy semen. Using all the conception data available to us, along with quality control evaluations, beef sires designated as "Fertility Verified" have been field tested and achieved Select Sires' industry-leading quality standards.

Records = Validation = Traceability

Traceability of these calves holds immense value in the marketplace. Through breeding and calving records, we can confirm sires and birthdates to validate identification. The difference between a "program" and commodity beef x dairy cross calves comes down to records, validation and traceability. **A program offers a plan and a premium.** If the guidelines are followed and records validate the claims, then a premium price structure is available.

Select Sires has two partner programs that use different sire breeds and timelines for selling and marketing calves. The easiest way to think about the management of these calves is to treat them like your dairy replacement heifers. Follow similar protocols for identification at birth, health care and nutritional management. Breeding and calving records can be recorded in the dairy software program currently in use.

Directions for recording and transferring data is illustrated in the program manual. There is value in sharing pregnancy check results and calf projections with our calf ranch partners to facilitate timely calf pickup.

ProfitSOURCE Marketing Options

Wet Calves – Calf pickup is critical if the customer is selling newborns. The Select Sires representative needs to work with the dairy operation to determine who is currently picking up calves and if changes need to be made related to the program of interest, and assist with facilitation and communication.

Weaning – If a customer wants to wean calves then sell, there needs to be numbers and weight to fill a truck (50,000 lbs.) or means to transport calves to a backgrounder to attain a higher weight. Most customers who choose this option would do well to work with a local backgrounder to take calves to 400-500 pounds before marketing them or work with other producers in the area to attain the desired weight for a truck load.

Backgrounding – Raising calves to a heavier weight can have value if you adhere to proper vaccinations and nutrition management. Once again, the transportation weight has value in the efficiency of transporting calves to the next stage of production. If there is a challenge in putting numbers together, groups of dairies using the same genetics, management practices and nutrition protocols can find value in working together and selling at a heavier weight.

Finishing – There are numerous opportunities to partner with feedlots in the finishing phase. Several options exist with various feeding entities and the packer sale options are increasing as the program gains prominence in the industry.



SUPERIOR Genetics, RELIABLE Markets



ProfitSOURCE™



ProfitSOURCE beef sires are specifically selected for use on dairy cows with a focus on traits needed to earn top dollar for your beef x dairy calves.



ProfitSOURCE Partners, TD Beef and Power Genetics, offer improved, secure pricing for qualifying calves.



ProfitSOURCE connects packer interest with improved uniformity and cutability along with age, sire and source traceability through RFID.



ProfitSOURCE calf care guidelines ensure feeding and carcass performance, adding value along the supply chain.

Highly trained Select Sires consultants are ready to help you determine the best breeding plan to ensure the highest profitability for your herd. Call today to learn more and to ask for a ProfitSOURCE sire list!



Profit SOURCE PARTNER™



Elite genetics matched with a Holstein or Jersey cow base to create a quality beef product

Various pricing and contracting opportunities for Holstein herds

Genetics

- Holstein cows or heifers bred to TD Beef Angus Sires
- The TD program will only accept offspring resulting from TD sires.
- Jersey and Jersey cross cows or heifers bred to TD Beef Charolais or Simmental Sires. Sire breed should be selected based on market demands, which can be outlined and communicated by the TD contact. Pre-approval must be obtained regarding genetic direction and communicated in the agreement.

Calf Care Guidelines – Dairy producers must adhere to the ProfitSOURCE Newborn Calf Protocol for all TD calves.

Agreement – Utilize the current ProfitSOURCE Agreement (**the most current agreement can be found on mySelect**) and check the box for TD Beef on the final page.

Tags – See the TD Beef tag ordering procedure in the TD Beef ProfitSOURCE Manual.

Data Entry – Refer to the TD Dairy Management Manual for proper recording of TD Beef pregnancies and the resulting calves to ensure proper identification and management practices are adhered to for TD calves.

Maternity Pen Management – Refer to the TD Dairy Management Manual for blank forms to record calf birth and tagging information to pass along to the individuals picking up calves for transport. A printed maternity pen sheet from the dairy's management software can be used in place of the TD Beef Maternity Log.

Contact

Mike De Groot
mike@tdbeef.com
(575) 799-1301

Genetics

- Holstein cows or heifers bred to Power Genetics SimAngus Sires
- The Power Genetics program will only accept offspring resulting from Power Genetics sires.

Calf Care Guidelines – Dairy producers must adhere to the ProfitSOURCE Newborn Calf Protocol for all Power Genetics calves.

Agreement – Utilize the current ProfitSOURCE Agreement (**the most current agreement can be found on mySelect**) and check the box for Power Genetics on the final page.

Tags – See the tag ordering procedure in the Power Genetics ProfitSOURCE Manual.

Data Entry – Refer to the Power Genetics Dairy Management Manual for proper recording of Power Genetics pregnancies and resulting calves to ensure proper identification and management practices are adhered to for these calves.

Maternity Pen Management – Refer to the Power Genetics Dairy Management Manual for blank forms to record calf birth and tagging information to pass along to the individuals picking up calves for transport. A printed maternity pen sheet from the dairy's management software can be used in place of the Power Genetics Maternity Log.

Contacts for Ohio, Indiana, Michigan, Minnesota and South Dakota

Jeremy Cox
jeremycox@wk.net
(731) 227-9275

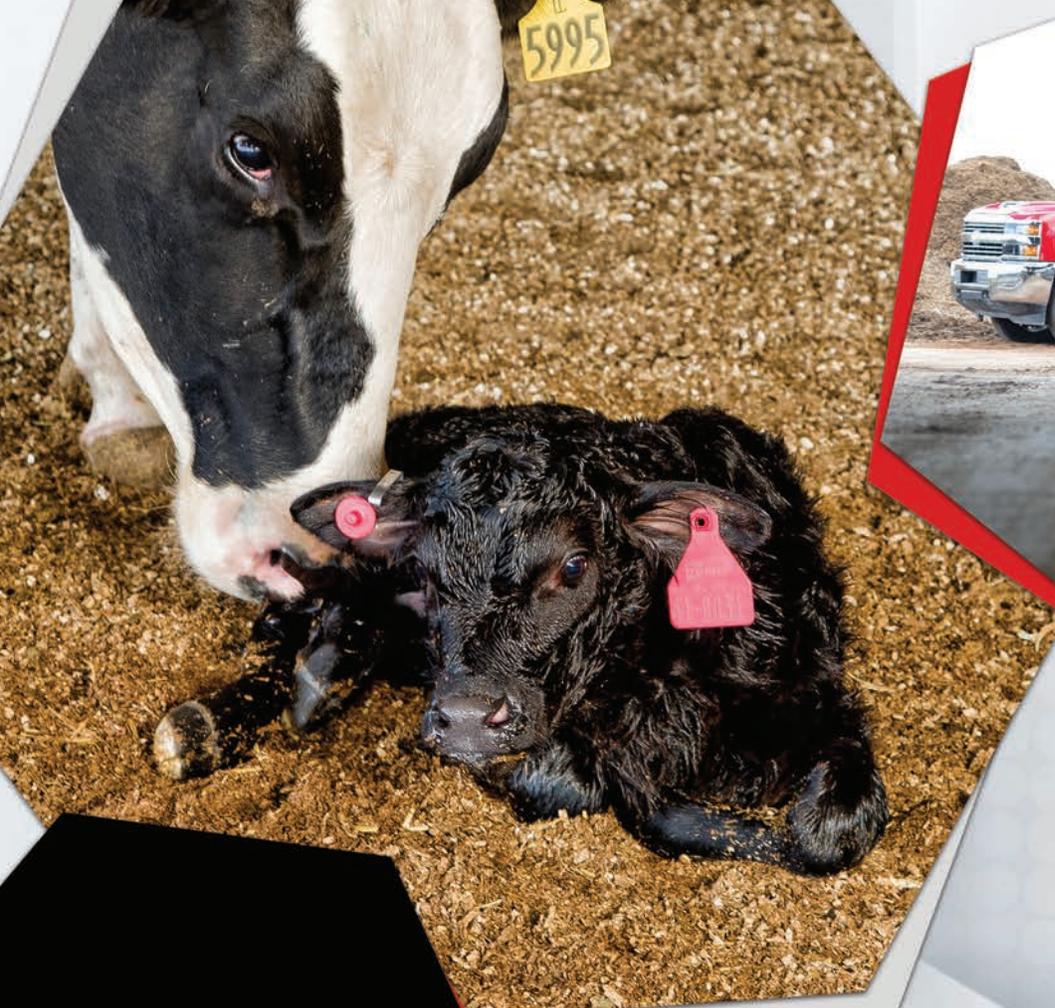
Jesse Randall
jesse.randall@gmail.com
(605) 261-6790

In all other areas contact:

Sandra Utter
sutter@selectsires.com
(307) 287-6674



Visit mySelect for the most current promotional flyers outlining the TD Beef and Power Genetics programs.



TD BEEF

WHAT IS YOUR **PLAN?**

No doubt, you have genetic plans and goals for your dairy herd. With unstable markets over the past few years and unknowns about what the future holds, it's likely that your plans include breeding a portion of your herd to beef sires to generate another profit stream for your dairy. Do you have a reliable marketing plan for the resulting calves?

Select Sires and TD Beef are teaming up to help dairy producers maximize the profitability of every genetic decision made, including marketing their beef x dairy calves. Let's start a conversation today about how we can help make the right plan to maximize profitability and maintain your program's success!

TD BEEF

BRIDGING THE GAP
BETWEEN DAIRY
AND BEEF!

WHO IS TD BEEF?

TD Beef is the cattle procurement company bridging the gap between the dairy and beef industries. Their vast network specializes in the progressive rearing and marketing of the most ideal beef x dairy offspring for the beef market.

PROGRAM SPECIFICS:

- ◆ Calves must be sired by TD Beef bulls that are sourced and developed specifically for today's grid-based beef supply chain.
- ◆ TD Beef provides age, sire, and source traceability through RFID to ensure premiums.
- ◆ Shared carcass data, as available, if ownership is retained
- ◆ Dairy producers must utilize Select Sires as the supplier for 100% of their beef and dairy genetics.
- ◆ Follow ProfitSOURCE™ calf care guidelines and reap the rewards of superior calf management.

™ProfitSOURCE is a trademark of Select Sires Inc.



WHAT ARE THE BENEFITS ?



Improved, secure pricing for premium beef x dairy calves



Flexibility to enter the supply chain at any point; day-old calves, feeder weights or retain ownership



Elite, high-fertility genetics, hand selected to meet grid-based marketing at a reasonable fixed price



Connecting packer interest with age, sire, and source traceability through RFID



Highly-trained Select Sires consultants will help you determine the best breeding plan to ensure the highest profitability for your herd

**PUT YOUR HERD ON THE PATH TO GREATER
PROFITABILITY BY CONTACTING:**



YOUR SUCCESS *Our Passion*®

Phone: (614) 873-4683 ◆ www.selectsires.com

Mike De Groot, mike@tdbeef.com, (575) 799-1301

*Your Success Our Passion. is a registered trademark of Select Sires.



Creating Win-Win Relationships and Sustainable Supply Chains through Guaranteed Markets for Beef x Dairy Crosses

Organizing Independent Cattlemen into a Verified Beef Supply Chain for Cargill Meat Solutions since 1991

Jason and J.D. Anderson started Power Genetics with the idea of conception to consumption quality beef. It began with a seedstock focus and feed yards that wanted to be rewarded for the quality they produced from Power Genetics SimAngus™ bulls.



Who is Power Genetics?

Power Genetics consists of 41 like-minded feedlots in Nebraska, Kansas and Colorado with a 25-year packer relationship with Cargill Meat Solutions that allows them to market 5,000 head per week. Their beef x dairy initiative includes the use of elite SimAngus sires on Holstein dams to improve ribeye shape and increase carcass yield without increasing the frame size or carcass length.

A ProfitSOURCE Partner

Select Sires is teaming up with Power Genetics to bring their beef x dairy marketing expertise to our customer-owners as a ProfitSOURCE™ Partner. The partnership offers a win-win for all involved. Customer-owners in Power Genetics' region will enjoy a guaranteed market for their qualifying beef x dairy crosses while helping Power Genetics anticipate and ensure a high-quality supply of finished cattle to Cargill Meat Solutions.



“
*With a total team effort from
 Select Sires, Power Genetics,
 and Cargill Meat Solutions,
 we are making this thirty-year
 beef industry dream a reality!*
 Jason Anderson



Program Specifics

- All matings must consist of Holstein dams x Power Genetics SimAngus sires.
- Participants must follow Select Sires' ProfitSOURCE calf care guidelines, sign a ProfitSOURCE agreement, and be Beef Quality Assurance verified.

WHAT ARE THE BENEFITS OF POWER GENETICS?

- Secure pricing and a guaranteed market for qualifying beef x dairy calves
- Rewards for a quality end product produced through Power Genetics-approved SimAngus sires
- Flexibility for dairies to retain partial ownership of their beef x dairy offspring or contract them to growers as pregnancies or day-old calves
- Connecting packer interest with age, sire, and source traceability through RFID
- Highly trained Select Sires consultants will help you determine the best breeding plan to ensure the highest profitability for your herd.

PUT YOUR HERD ON THE PATH TO GREATER PROFITABILITY BY CONTACTING:



YOUR SUCCESS *Our Passion.*

Phone: (614) 873-4683 ♦ www.selectsires.com

Sandra Utter, Select Sires, sutter@selectsires.com | Jason Anderson, Power Genetics, jasona@powergenetics.com

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ProfitSOURCE™ Management and Data Sharing Agreement Instructions

It is important that all fields be completed to facilitate the flow of information. The ProfitSOURCE and data sharing agreements are combined because sending the information through each stage of the production chain is key to the success of specific programs within ProfitSOURCE. Once the data sharing agreement is submitted, it will be incorporated into a document for ProfitSOURCE partners to access. Critical information will only be shared with ProfitSOURCE partners that need the information for continued management and traceability of ProfitSOURCE calves. The information provided will also assist with semen distribution, calf pickup, tag projections and program forecasting.

Please go through the key points of each section with the dairy owner or manager to confirm they understand the requirements to participate in the program. Once this agreement is signed and returned and semen is delivered, a manual will be provided to the dairy detailing data entry, record keeping, calf management and tagging protocols for the specific program of their choice.

* There are three versions of the agreement (same content), allowing convenient options for completion and submission:

1. Print Version
 - a. Print the form from mySelect and complete all fields. Scan or photograph the last page (4) and email it to jstrangstalien@selectsires.com.
 - b. Print the form from mySelect and complete all fields. Mail the last page (4) via USPS to: Select Sires Inc., Attn: Jill Strangstalien, 100 Majestic Drive, Suite 500, Westby, WI 54667
2. Template Version
 - a. Access the form on mySelect and using your computer, complete all fields within the form. Print the form and have it signed by your customer. Scan or photograph the last page (4) and email it to jstrangstalien@selectsires.com or send by USPS to: Select Sires Inc., Attn: Jill Strangstalien, 100 Majestic Drive, Suite 500, Westby, WI 54667.
3. DocuSign Version
 - a. Access the link on mySelect, and using your computer, complete all fields within the form. Submit the form electronically.

REQUIRED DATA Please make sure ALL information is accurately completed for each dairy.

1. **Dairy or customer name, address and contact information** – **Note: The address provided must match the address that is associated with their USDA Premise ID Number.**
2. **USDA Premise ID Number** - If the dairy does not have a USDA Premise ID, they may apply for one through their State Dept. of Agriculture: <https://www.aphis.usda.gov/aphis/ourfocus/animalhealth/traceability/state-pin/state-pin>.
3. **Select Sires Member Cooperative and Account Number** – Member cooperative name and member customer account number
4. **Select Sires Representative** – Include the Select Sires team member who has direct contact with the dairy, delivers semen, helps with staff training, etc.
5. **Trusted Advisor** - Include the team member who analyzes the dairy's reproductive and genetic data.
6. **Herd Breed(s)** – Breed(s) or crosses on the dairy
7. **# of Milking and Dry Cows** – Total combined of milking and dry cows
8. **# of Beef x Dairy Calves Expected Per Month**
9. **Target Program(s)** – Check all that apply
 - a. **ProfitSOURCE** – The customer plans to use ProfitSOURCE sires with the intent to sell calves at auction or retain ownership and grow to a heavier weight.
 - b. **TD Beef** – The customer agrees to use TD Sires and use 100 percent Select Sires semen on their dairy with plans to sell wet calves to approved calf buyers. The customer agrees to use TD Angus sires on Holstein cows and TD Sim-Angus or TD Charolais sires to breed Jersey and crossbred cows.
 - c. **Power Genetics** – The customers plans to use Sim-Angus Power Genetics semen to breed Holstein cows and sell the offspring to approved calf buyers.
10. **Dairy Software Program** – Check the current record keeping software program being used on the dairy.
 - a. PCDART – Fill in the Herd ID and RAC code
 - b. If other, fill in the program name or system of recordkeeping
 - c. See additional software program instructions on the next page
11. **Projected Date to start using program sires** – Insert the date program semen is or was initiated at the dairy.

ProfitSOURCE™ Management and Data Sharing Agreement Instructions

12. **Sires used prior to program** – This information will help determine interest in calf pickup prior to program cattle.
13. **Follow instructions for submission of the LAST PAGE of the agreement.** See information above for details.*

BoviSync: Below is a link to access the BoviSync agreement. In place of an email (step 4), the dairy should enter “SELECTSIRES” (no space). This grants Select Sires access.

<https://support.bovisync.com/portal/en/kb/articles/add-a-permission-user-pre-existing-bovisync-account>

DairyCOMP 305: The dairy will need to sign the DairyCOMP agreement below. This is Valley Ag Service’s agreement. It must be completed and submitted digitally.

All required fields will need to be completed along with the following additional fields:

- DC Customer ID
- Company/Consultant (Enter: Select Sires)
- Purpose (Cowfile Backup Share)

The link below has directions about how to find some of this information.

<https://web.vas.com/vas-data-exchange-agreement/>

PCDART: In most cases, we only need the dairy’s Herd ID and RAC code. In some instances, we may need additional information. If necessary, we will contact the trusted advisor or Select Sires representative for additional details.

New Herd Information Form: Please access and complete the form below. This information helps us to set up dairies in the database and cuts down on questions. The trusted advisor typically fills this out and not the dairy.

<http://my.selectsires.com/public/surveys/repro-review-new-herd>

Any questions, comments or feedback can be directed to Sandra Utter at sutter@selectsires.com or (307) 287-6647.

ProfitSOURCE™ Management and Data Sharing Agreement

Building Better Beef through Premium Genetics and Management

By tagging my beef x dairy (BxD) cross calves from ProfitSOURCE beef sires with red ProfitSOURCE 840 RFID tags, I agree to identify these calves as sired by ProfitSOURCE-qualified genetics that excel in carcass value and performance. I understand that the calves displaying a ProfitSOURCE tag offer increased value to potential buyers for their ability to perform as they move through the supply chain. The red RFID dangle tag denotes ProfitSOURCE and the rivet color denotes the program within ProfitSOURCE that calves are destined or targeted toward.

ProfitSOURCE CALF OWNER RESPONSIBILITIES

In purchasing the ProfitSOURCE tags, I agree to keep calves healthy, free of illness, lameness, swollen navel, blindness or any other condition resulting in a non-merchandise animal. I agree to manage these calves in a similar manner as my dairy replacement heifers.

RECORDKEEPING

An organized record management program is vital. Detailed records will assure that an animal's genetics, identity, date of birth, calving ease information, vaccination and treatment record, as well as performance levels are traceable and transferrable from one owner or location to another. Access to data will aid in information and data transfer to our partners throughout the supply chain. This will assist in projecting potential calf inventories to ensure our partners in the production chain are prepared in advance for calf pick up and housing needs.

At Breeding:

- Accurately record use of ProfitSOURCE sires
 - o Sire Code/Breeding Date(s) Example: 2AN611, 11/10/20

MANAGEMENT

At Calving:

- Accurately record calving information
 - o Calf Date of Birth (DOB)
 - o Calf Gender
 - o Tag ProfitSOURCE-qualified calves with a red or green ProfitSOURCE dangle tag and a red ProfitSOURCE RFID button tag and record the tag numbers.
 - Rivet color of each tag denotes respective ProfitSOURCE program
 - o Calving Ease (CE) if possible. (5-point scale with 1 = easy and 5 = extremely difficult)
 - o Record the calf information in your dairy software program along with the sire and EID/RFID tag number
 - o Save the information to your dairy software until uploaded. See ProfitSOURCE Manual or ask your Select Sires representative for details.
- As quickly as possible, remove the newborn calf from maternity pen/dam.
- Immediately, preferably within 30 minutes, dip the navel with a 7% Iodine solution or equivalent. Repeat this procedure within 12 hours.
- Follow an established colostrum protocol that includes, four (4) quarts of good-quality maternal colostrum or two (2) quarts of colostrum replacer within four hours of birth. Please refer to additional details in the ProfitSOURCE Manual to achieve successful passive transfer of immunity.
- In the event that health challenges such as scours, respiratory disease, or above average mortality or morbidity are identified as directly related to calves sourced from my facility, I agree to take part in a review of dry cow, maternity, fresh pen, and newborn calf protocols.
- All calves/cattle, regardless of age, are to be managed in accordance with Beef Quality Assurance (BQA) guidelines as cited: <https://www.bqa.org/resources/manuals>.
- For calves raised on the dairy, an approved vaccination program is to be in place for all calves.
 - o Bull calves should be castrated.
 - o All calves should be dehorned prior to 120 days of age. Dehorning should be done before the diameter of the horn base grows to one inch in diameter.
- Calves must be managed nutritionally to maximize performance.
- As research evolves, I am willing to implement research-proven and recommended protocols to reduce the incidence of liver abscesses.
- Select Sires reserves the right to randomly DNA test calves for parentage. In the event calves do not match the identified ProfitSOURCE sire(s), I agree to an audit to determine management changes necessary to comply with this agreement. Calves from non-ProfitSOURCE sires, including clean-up bulls, are not allowed in this program.

DATA SHARING

This is a data sharing agreement (the “Agreement”) dated as of the date specified below, between Select Sires, Inc. (“Select Sires” or “we”) and the person named below as the dairy producer (“you”).

A. Select Sires is dedicated to providing its customers with superior products and innovative solutions to enhance cow performance and dairy management, and as a result, profitability. Systems designed for entering, storing, and analysis of on-farm data have greatly impacted our industry, and genetic evaluations and precision dairy management have proven invaluable. The sharing of data is therefore mutually beneficial for the individual dairy producers and the entire organization.

B. The goal of data collection from various on-farm systems of individual dairy producers and the aggregation of that information is 1) to provide you with innovative solutions for dairy management, and 2) provide Select Sires with a research dataset to help develop these tools. Part of this research and development process may include providing data to third parties such as academic institutions and/or other allied industry organizations.

In consideration of their mutual promises, the parties agree as follows:

I. Data ownership

For the purposes of the Agreement, “Raw Data” is considered data collected directly from any data management software in the most native form. Reports, output, or proprietary calculations derived from native data are NOT considered Raw Data. You will continue to own all Raw Data that you provide to Select Sires under the Agreement. By submitting any Raw Data to Select Sires under the Agreement, you represent that you own the Raw Data and are not in any way prevented from sharing the Raw Data with Select Sires. The Agreement does not preclude you from sharing your Raw Data with any party other than Select Sires.

II. License

You hereby grant Select Sires a perpetual, royalty-free, irrevocable, sublicensable license to use the Raw Data. This means that Select Sires will have the right to use your Raw Data for data aggregation, research purposes, the development of new tools for dairy management and any other reason Select Sires may now or later determine. Any tools or solutions Select Sires develops based on your Raw Data (the “Results”) will be the exclusive property of Select Sires. Results provided are for use on your dairy and may only be shared with consultants (i.e. vets, nutritionists, lenders, etc.) of your dairy who are not in direct competition with Select Sires.

III. Data sharing and data security

Select Sires must share your Raw Data and certain Results with certain third parties, including its established and future ProfitSOURCE partners, in order to fulfill the purposes of the ProfitSOURCE program. By choosing to participate in Select Sires’ ProfitSOURCE program, you acknowledge and agree that Select Sires will share your non-anonymized Raw Data and Results with such third parties. Data may be shared with non-ProfitSOURCE third parties, for example for research and development purposes. In this case, herd identifiers will be removed within reason from your Raw Data, and we will not share the herd name. With that being said, we cannot rule out the ability of a third party to identify a dairy based on herd demographics and unique data attributes.

While Select Sires shares your Raw Data for the permitted use as described above, Select Sires is also committed to protecting the security of your Raw Data from unauthorized use or disclosure. Select Sires will provide prompt notice of any data breach affecting your Raw Data stored in Select Sires’ databases to the extent Select Sires becomes aware of any data breach or other misuse with respect to Your Data. If Select Sires receives notice from any third party/parties of a data breach or other misuse of your Raw Data, Select Sires will provide you with prompt notice of same. Select Sires shall not be liable for any damages resulting out of Select Sires’ loss or unauthorized disclosure of your Raw Data, except to the extent such damages are a direct result of Select Sires’ gross negligence or willful acts or omissions, nor will Select Sires be liable in any event for any damages resulting from any third party/parties’ data breach or other misuse of your Raw Data.

IV. Termination of Agreement

The Data Sharing Agreement may be terminated by either party at any time by providing a written notice to the other party. If you terminate the Data Sharing Agreement, Select Sires will have two business days after receipt of your termination notice to disable all data collection technology at your location. Select Sires will not be returning or destroying any Raw Data incorporated into results or our database through the effective date of termination.

V. Miscellaneous

The Data Sharing Agreement contains the entire agreement between the parties with respect to the matters covered herein and supersedes all prior negotiations and agreements, written or oral, between the parties. The Agreement may not be amended, altered or modified except by written agreement signed by both parties. Neither party may assign the Agreement without the prior written consent of the other party.

This Agreement is made pursuant to and shall be interpreted in accordance with the laws of the State of Ohio. The parties agree that the exclusive venue for any action arising out of or related to the Agreement shall be a court of competent jurisdiction located in Franklin County, Ohio.

IN WITNESS WHEREOF, the parties have executed the Agreement as of the date written below.

SELECT SIRES, INC.

By: James R Williams

Print Name: Jim Williams

Title: CIO

Date: December 2, 2020



I have read, understand, and accept the terms of this ProfitSOURCE Management and Data Sharing Agreement.

Customer/Operation Name _____

Contact Person _____

Street Address _____

Contact Email _____

City/State/Zip Code _____

Contact Phone Number _____

USDA Premise ID Number _____

Select Sires Cooperative _____ Account Number _____

Printed Name _____

Select Sires Sales Representative _____

Signature _____

Select Sires Trusted Advisor _____

Date _____

Herd Breed(s) _____ # of Milking & Dry Cows _____

_____ # of BxD Calves Expected Per Month

Target Program (Check all that apply)

- SELECT SIRES ProfitSOURCE
- TD BEEF
- POWER GENETICS

Dairy Software Program (Check)

- BoviSync
- DairyCOMP 305
- PCDART: Herd ID _____ RAC Code _____
- Other: Program Name _____

Projected date to start using program sires ____/____/____
Month Day Year

List beef sires used in the last nine months: _____

This document may be submitted to Select Sires in one of the following manners:

1. Print and complete. Scan or photograph this page and email to Jill Strangstalien at jstrangstalien@selectsires.com or mail via USPS to:
Select Sires Inc.
Attn: Jill Strangstalien
100 Majestic Drive, Suite 500
Westby, WI 54667
2. If you prefer a computer fillable document, one can be downloaded for you by your Select Sires representative. Once the document is completed. Save the document and email it to Jill Strangstalien at jstrangstalien@selectsires.com.
3. Complete and submit electronically via DocuSign.

Please direct ProfitSOURCE inquiries, questions and comments to your local Select Sires representative or Select Sires Beef Business and Supply Chain Specialist, Sandra Utter at sutter@selectsires.com or (307) 287-6647.

Inventory and Order Instructions for ProfitSOURCE Identification Tags



Dangle Tag

Product Code: 2000634

Eartag ProfitSOURCE 100-count

Does not include an RFID button tag.

- Red dangle tag with ProfitSOURCE logo printed on the front
- Red rivet back - blank
- No tracking throughout the production chain



Custom Dangle Tag

Product Code: 2000641

Eartag ProfitSOURCE 100-count

Available with custom identification numbering at the dairy's request.

Does not include an RFID button tag.

Stipulations for tags 2000634 and 2000641

- The calf to be tagged must be sired by a ProfitSOURCE sire.
- The dairy must agree to the ProfitSOURCE calf care guidelines.
- The dairy is not required to sign a ProfitSOURCE Management and Data Sharing Agreement.

To Order Tags

- Contact your local Select Sires cooperative to place the order.
- Order by the product code and quantity.
(Clarify if you are stating the number of 100-count packages or the total number of tags.)



840 RFID Button Tag Only

Product Code: 2000629

Eartag 840 RFID ProfitSOURCE 25-count

- Red RFID button tag with 840 numeric ID printed on the tag
- Red rivet back - "Unlawful to Remove" and "ProfitSOURCE" printed on the button



Dangle Tag and 840 RFID Button Tag Combo

Product Code: 2000635

Dangle Tag and 840 RFID Tag Combo 25-count

Tag 1

- Red dangle tag with ProfitSOURCE logo and 840 RFID numeric ID printed on the front of the tag
- Red rivet back - blank

Tag 2

- Red RFID button tag with 840 numeric ID
- Red rivet back - "Unlawful to Remove" and "ProfitSOURCE" printed on the button

Custom Dangle Tag and 840 RFID Button Tag Combo

Product Code: 2000642

Dangle Tag and 840 RFID Tag Combo 25-count

Available with custom identification numbering at the dairy's request.

Stipulations for tags 2000629, 2000635 and 2000642

- Calves to be tagged must be sired by a ProfitSOURCE sire.
- The dairy must agree to the ProfitSOURCE calf care guidelines.
- The dairy is required to sign a ProfitSOURCE Management and Data Sharing Agreement and agree to adhere to all protocols as outlined in the agreement.
- **It is unlawful to remove the 840 RFID button tag once the calf is tagged!**
- These tags provide capability to capture data throughout the production chain.
- The dairy must have a USDA Premise ID number that matches the delivery location. If the dairy does not have a USDA Premise ID, they may apply for one through their State Department of Agriculture at the following address:
<https://www.aphis.usda.gov/aphis/ourfocus/animalhealth/traceability/state-pin/state-pin>

To Order Tags

- Contact your local Select Sires cooperative to place the order.
- Order by the product code and quantity.
(Clarify if you are stating the number of 25-count packages or total number of tags.)
- Tags must be shipped directly to the dairy.
- Provide the dairy name and complete delivery address.
- You MUST provide the dairy's USDA Premise ID number.
(See instructions above for securing a Premise ID if the dairy does not currently have one.)
- Prior to shipment, we will verify that the provided USDA Premise ID matches the dairy delivery location on record in the USDA database.
- If the address does not match, we will contact the Select Sires cooperative that placed the order indicating that there is a discrepancy and will work together to resolve the issue.
- Once tags are shipped directly to the dairy, we will enter the tag numbers shipped into the USDA database for the respective dairy.

BEST PRACTICES

1. A calf should be born into a clean, dry, well-bedded, and draft-free maternity pen.
2. Remove the calf from the dam as soon as it is found and place the calf in a separate area that is clean, dry, warm, well-ventilated and draft-free.
 - a. The longer the calf remains with the dam and in the calving environment, the greater its risk for infection from exposure to infectious pathogens in the bedding, nasal secretions, uterine fluid, air and manure-contaminated coat or udder skin.
 - b. Do not wait for the calf to nurse on its own before removing it from the dam.
3. Disinfect the navel by dipping it in a 7% iodine solution or equivalent.
 - a. This will inhibit infectious bacteria from entering the open umbilical cord.
 - b. Alcohol in the iodine solution will also help to seal and dry the cord.
 - c. Dipping the navel should be repeated within 12 hours.
 - d. Do not use diluted iodine solutions such as teat dip.
4. Feed four quarts (one gallon) of good quality maternal colostrum or two quarts of colostrum replacer by bottle feeding or esophageal feeder within four hours of birth.
5. Calves should always be provided a source of fresh water.

COLOSTRUM MANAGEMENT

Follow an established colostrum protocol to help ensure successful passive transfer of immunity.

1. When feeding maternal colostrum:
 - a. Collect colostrum within four (4) hours after calving.
 - b. Provide four quarts (one gallon) of good quality maternal colostrum within four hours of birth by bottle feeding or esophageal feeder.
 - c. If the calf does not voluntarily drink four quarts by bottle feeding, use an esophageal tube feeder to administer any colostrum that the calf does not voluntarily drink so the calf consumes the entire feeding.
 - d. Colostrum quality can be determined using a Brix refractometer
 - i. Colostrum quality benchmarks to achieve successful passive transfer based upon latest calf research:
 1. Refractometer reading 25 Brix or higher*
 - a. Feed four quarts
 2. Refractometer reading 18-24 Brix*
 - a. Supplement by adding 50 grams of IgG of First Day Formula® CR colostrum replacer.
Use 1/3 of a 500g packet or one (1) scoop of the provided scoop in a 20 lb. pail.
 3. Refractometer reading below 18 Brix*
 - a. Discard or use as transitional milk
 - b. Feed calf two (2) quarts of First Day Formula CR colostrum replacer
 - e. Avoid feeding colostrum from Johnes's positive cows, cows with mastitis, bloody (leaking), delayed milking or suckled.
2. When feeding a colostrum replacer:
 - a. Replacing or supplementing maternal colostrum is recommended if good quality colostrum is not available.
First Day Formula CR colostrum replacer is research proven and can be fed as a replacement for or a supplement to maternal colostrum.
3. Use transitional milk (second and third milking-post calving) for second and third calf feeding. Begin feeding milk replacer or pasteurized whole milk by the fourth feeding.

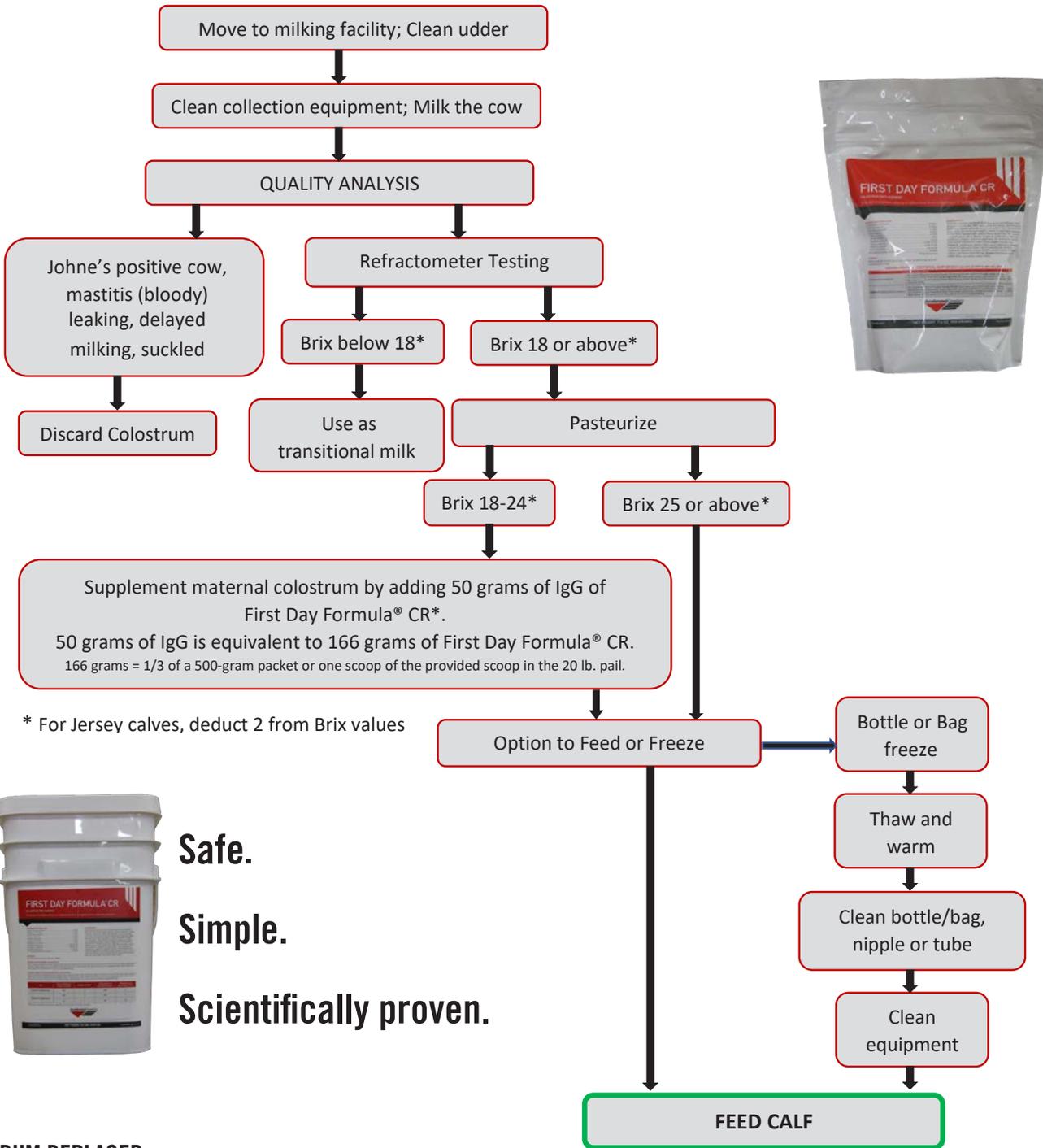


*For Jersey calves, deduct 2 from Brix values.

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Colostrum Management

MATERNAL COLOSTRUM



Safe.

Simple.

Scientifically proven.

COLOSTRUM REPLACER

USE	HOW AND WHEN TO FEED - FOR TYPICAL DAIRY OR BEEF CALVES AT BIRTH (80-100 LB.)			USAGE LEVEL
To replace maternal colostrum	Mix 150 grams of globulin protein (1 packet or 3 scoops) with 2 quarts clean, warm (115° F) water. Agitate well and feed solution at body temperature using a nipple bottle. Be certain entire volume is fed to the calf and, if necessary, use an esophageal feeder. Begin feeding calf milk replacer 6-12 hours later or at the next scheduled feeding.			1 - 500 gram packet OR 3 level scoops from 20 lb. pail
To supplement maternal colostrum using packet	Mix ½ packet First Day Formula® CR with 1 quart clean, warm (115° F) water. Agitate well and feed solution at body temperature using a nipple bottle. Be certain entire volume is fed to the calf and, if necessary, use an esophageal feeder. Feed at least 2 quarts clean, disease-free colostrum, as well. Begin feeding calf milk replacer 6-12 hours later or at next scheduled feeding.			½ packet (250 grams)
	GRAMS OF GLOBULIN PROTEIN	SCOOPS PER CALF	ADDED GRAMS OF FIRST DAY FORMULA CR	ADDED QTS OF WATER (115°F)
To supplement maternal colostrum using 20 lb. pail	100	2	332	1
	50	1	166	0.5