FOR IMMEDIATE RELEASE
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Dairy Profit Seminars at Empire Farm Days 2016

Dairy Profit Seminars have become a regular stop for dairy producers, dairy farm staff and agribusiness professionals. This year’s show is slated for August 9 through 11 at the Rodman Lott & Son Farms near Seneca Falls, NY.

The 2016 Dairy Profit Seminars will include Enhanced herd health through effective protocol management, Spreading the Word – Manure: The Planning and Implementation Process, and The Changing Labor Environment – Responses and Approaches. The seminars are a collaboration between Cornell’s PRO-DAIRY and DairyBusiness & HolsteinWorld magazine. Each session will be held at the Dairy Seminar Center, located on the show grounds. They are free and open to the public.

The seminars are sponsored by ASAP Interiors, Dairy Farmers of America, Farm Credit East, Farm Family Casualty Insurance, Lallemand Animal Nutrition, Multimin USA and PikeSide Enterprises.

Tuesday, August 9
10:30 a.m. – Enhanced herd health through effective protocol management

Rob Lynch, DVM, Dairy Herd Health and Management Specialist, Cornell PRO-DAIRY, will discuss how the proper development, implementation, and monitoring of treatment protocols can improve herd health and ensure safe food.

Rob Lynch completed his undergraduate work at Rochester Institute of Technology, received his veterinary degree from Tufts University, School of Veterinary Medicine in 1997 and completed a Dairy Production Medicine Certificate course at Penn State University in 2007. He worked in private practice for eight years, including four years as a partner, in Southeast Pennsylvania, where his responsibilities included all large animal species, with an emphasis on dairy cattle. Lynch then joined Pfizer’s Cattle Veterinary Operations team in 2005, which later became Zoetis, and provided dairy technical support for the North Eastern US before joining the PRO-DAIRY team. He currently serves on the American Association of Bovine Practitioners Pharmaceutical & Biologic Issues Committee. Lynch grew up in Elmira, New York.

Wednesday, August 10
10:30 a.m. – Spreading the Word – Manure: The Planning and Implementation Process

Manure management and working with the community will become much more complex as increased interest in on-farm management by off-farm interests bring both regulatory and community
concerns. The panel will focus on manure storage siting, construction, and manure spreading management. Panelists will include Russ Beck, Owner, Beck Farms Inc., Freeville, NY; Jessica Skinner, Owner, JESS Engineering, PLLC, Alpine, NY; and Brian Boerman, AEM planner, Ag Consulting Services, Ithaca NY. Peter Wright, Cornell PRO-DAIRY, will moderate this panel discussion.

Russ Beck, Managing Member of Beck Farms, Inc., along with partner Jerry Coller, own farms in Freeville and Virgil, with 1,600 milking and dry cows total. The farm built new manure storage and four new transfer lines to satellite storage. Beck will share their neighbor relations outreach experiences through this process.

Jessica Skinner is a professional engineer who has worked with farms for nearly twenty years. She has worked extensively on manure storage and transfer systems and her expertise is with environmental compliance and facility and manure system layouts. Immediately after graduation from Cornell, with a degree in Agricultural and Biological Engineering, she worked for the Wyoming County Soil and Water Conservation District (SWCD). She has also worked with the Skaneateles Lake Watershed and as an IPM scout for Schuyler County SWCD. She later worked for several years for a private engineering firm before starting her own consulting firm in 2005. Skinner grew up on a dairy farm in Alpine, NY.

Brian Boerman is an Agricultural Environmental Management planner and Certified Crop Advisor with Agricultural Consulting Services based in Ithaca, NY. His work as an AEM Planner in New York finds him advising dairy farms on CAFO compliance for herds totaling 29,000 cows, and as an advisor to New York’s CAFO Workgroup and the Northeast Dairy Producers Association’s Water Quality Workgroup. As an independent crop advisor Brian is responsible for advising farms in crop management decisions on 43,000 acres annually. His recent research work includes developing thresholds for the treatment of North Corn Leaf Blight in BMR corn silage, the accuracy of nitrogen models for corn in New York and Vermont, and the use of foliar applied materials for intensive alfalfa production. Boerman lives in Lansing, NY with his wife Keeley and their two children.

Peter Wright is a professional engineer who works with manure systems for PRO-DAIRY in the Department of Biological and Environmental Engineering at Cornell University. His career has centered around manure. He is retired from Natural Resources Conservation Service (NRCS) where he developed and implemented manure management policy for over ten years. Prior to that he led the PRO-DAIRY manure management team from 1994 to 2004. He earned a BS and a M Engineering degree from the agricultural engineering program at Cornell University in 1977 and 1978. He then began work as an agricultural engineer for the Soil Conservation Service, where he designed and installed many different types of agricultural waste handling and treatment systems in New York and Virginia over a 16-year period. Wright grew up on a dairy farm in Central New York.

1:30 pm – Junior DAIRY LEADER Formal Presentation and Graduation Ceremony

The Junior DAIRY LEADER is a statewide year long program for youth between the ages of 16 to 19 who have an interest in learning more about careers in the dairy field, along with adding to their leadership, personal and professional development. The graduation ceremony is an opportunity for these dairy leaders to highlight and demonstrate to sponsors and visitors the experiences, knowledge, and the dynamic aspects of dairy education they have learned from being in the program.
Thursday, August 11
10:30 a.m. - The Changing Labor Environment – Responses and Approaches

The labor environment on dairy farms is changing at a rapid pace, impacted by technology, the regulatory environment, competition from other industries as well as the pool of potential job applicants. Managing the cost of labor and other management issues associated with labor is a priority on most farms. Dale Hemminger, Owner, Hemdale Farms, Seneca Castle; Gregg McConnell, Business Consultant, Farm Credit East, Geneva; and Tom Maloney, Senior Extension Associate, Cornell University will serve as panelists. They will discuss investing capital into the business, such as new technologies, facilities, or equipment, along with options to improve the performance of labor through training, organizational structure and performance management. Jason Karszes, Dairy Farm Business Specialist with Cornell PRO-DAIRY will moderate the panel.

Dale Hemminger, Owner, Hemdale Farms, made a trial investment in robotic milkers in 2007 due to labor challenges, and converted solely to robotic milkers in 2009. The change has been successful and the farm now has the second largest robotic milking system in the nation, with 19 robotic units for 1,100 cows.

Gregg McConnell began his professional career as a regional sales representative for an Ithaca-based cooperative. Then, as a Farm Credit loan officer, he worked with a diverse portfolio of businesses for 15 years, including dairy, crop, equine and winery operations, in addition to specialized lending to sawmill operations and equipment dealerships. Today, as a Farm Business Consultant with Farm Credit East, McConnell offers his clients expertise in financial analysis, business transition and expansion planning and business management. McConnell coordinates business transfer and estate planning discussions among families and analyzes farm and business performance by demonstrating the relationship between business management strategies and financial performance. McConnell and his wife, Juanita, have two grown children, one in college and one at home.

Tom Maloney is a Senior Extension Associate in the Dyson School of Applied Economics and Management at Cornell University. He received his Bachelors and Masters in Agricultural Economics from Cornell University. He began his career as a Cooperative Extension Agent, and worked in Cortland County New York for 10 years. He then joined Cornell University in 1985 and has been responsible for Extension programs in human resource management and agricultural labor policy. He has conducted educational programs on a variety of human resource related areas, including employee recruitment, compensation, employee performance and motivation. In recent years his work has focused on Hispanic workforce and immigration reform issues. In 2005 and 2007 he led groups of farm managers to Mexico to visit the communities that New York farm workers migrate from. He has recently co-authored several research publications relating to Latino workforce and immigration issues.

Jason Karszes is a Senior Extension Associate and specializes in dairy business management. His focus areas are in management education, financial analysis, decision making, budgeting and business planning. The Cornell Dairy Executive Program, Dairy Farm Business Summary, Discussion Groups and
Activity Cost Analysis Projects are some of the programs he works with. He completed his BS and MS degrees in farm management and production economics at Cornell University.

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