PRO-DAIRY e-Leader
June 2014

DairyProfit Seminars set for 2014
Empire Farm Days

The DairyProfit Seminars are set for August 5-7 on the 300-acre show grounds at Rodman Lott & Sons Farm. They will include a pre-show farm tour, strategies for finding the next 10 pounds of milk, maximizing pregnancy rates and lessons learned about shredlage. The programs feature Cornell speakers, farmers and agriservice professionals in a discussion panel format.

The seminars are sponsored by Alltech, American Farm Products, Cargill Animal Nutrition, Farm Credit East, Lallemand Animal Nutrition, Lincoln Financial Advisors and PikeSide Enterprises and is a collaboration between Cornell’s PRO-DAIRY and DairyBusiness East magazine.

Each session starts at 9:30 am at the Dairy Seminar Center, located on the show grounds. The seminars are free and open to the public. They will be followed at noon by an industry update from the American Dairy Association and Dairy Council and a picnic lunch.

Tuesday, August 5
9:30 am - How to avoid losing a dollar per cow every day
Tony Hall, dairy technical services manager with Lallemand Animal Nutrition, will cover

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Pre-Empire Farm Days Tour
Monday, August 4
Farm Tour

PRO-DAIRY will host a tour of Walnut Ridge Dairy in Lansing NY, Cornell University’s new dairy processing plant in Ithaca, NY and the new Cornell Dairy Research Center in Harford, NY, on Monday, August 4. A bus will be provided to minimize traffic on the dairies and lunch will be served on the Cornell campus prior to the tour of the dairy processing plant. Cost of the tour is $40 per person and pre-registration is requested; for more information and to register go to the PRO-DAIRY webpage at http://www.ansci.cornell.edu/prodairy/ and the “Save the Date” section.
the hidden costs of sub acute rumen acidosis (SARA) on every dairy farm, beginning with the post fresh cows and on into early to mid lactation. This would include some up-to-date work done in the northeast using remote rumen pH boluses to see what was happening real time on a commercial dairy farm with a well formulated TMR. The presentation will conclude with some practical recommendations for primary producer teams and their nutritionists to help avoid SARA and reduce exposure to this $ per cow daily loss.

10:30 am - Finding the next 10 lbs
Dairy farmers Brad Almeter, Breezy Hill Dairy; David White, Cabhi Farm; and Frank Albano Jr., Albano Farms, will share their experiences and strategies for increasing milk production to meet the financial goals of their farms. Kathy Barrett, Cornell PRO-DAIRY, will moderate this panel discussion.

1:00 pm - Management and genetics of sound feet and legs in the dairy herd
Sponsored by the New York Holstein Association and HolsteinWorld magazine.

Wednesday, August 6
9:30 am - It takes a vision to leave a legacy
So you think you’re “all set” when it comes to succession planning. Diann Andrews, a CFP® professional with Lincoln Financial Advisors Corp., who specializes in agribusiness estate and succession planning will speak about family farm succession planning issues and challenges. Her presentation will draw upon her experiences helping farm families work to keep their operations for future generations.

10:30 am - Maximizing the pregnancy rate in your herd
Dr. Julio Giordano, Cornell University, will lead the discussion about the variety and combination of factors that affect pregnancy rate in dairy cattle. Dr. Giordano will also moderate a dairy farmer panel where local farmers. Jon Prokop. Crossbrook Farm:

High milk prices = a perfect time to start a Dairy Profit Team
A Dairy Profit Team is a management tool that helps producers plan for the long-term ebbs and flows of the dairy market. When milk prices are low, a Dairy Profit Team is critical in identifying immediate cost-saving measures. When milk prices are relatively high, as they are now, a Dairy Profit Team helps a producer assess priorities for capital improvements, identify steps for milk quality improvements, examine new management opportunities, and otherwise be on top of things when milk prices once again dip.

The NY Farm Viability Institute is now offering $2,500 grant to help producers start their own Dairy Profit Teams.

A Profit Team is a group of professionals, selected by the farmer, who meet regularly to discuss that specific farm, with the goal of making the business more successful.

Farmers who agree to hold at least seven Profit Team meetings during the 15-month grant period can be reimbursed for 80% of team fees, up to $2,500.


Submit papers for a summer 2015 conference on dairy environmental systems and climate adaptation
This three-day regional conference and trade show will be held in summer 2015. It will feature a unique opportunity to learn about emerging dairy housing and manure management systems in conjunction with regional climate trends and adaptation strategies for the Northeast and upper mid-west U.S. The conference will feature multiple tour options showcasing on-farm integrated waste handling/treatment systems and on-farm climate adaptation strategies. The synergistic nature of these two topic areas sure to expose creative solutions to the most pressing of
farmers, Jon Prokop, Crossbrook Farm; Mackenzie Reynolds, Reyncrest Farms; and Scott Buffin, Chaffee Farms, will share how they achieve high pregnancy rates in their herds.

1:30 pm – Junior Dairy Leader Graduation
Junior Dairy Leader is a hands-on program for 16- to 19-year-old youth interested in learning about career opportunities in the dairy industry.

Thursday, August 7
9:30 am – A review of mycotoxins and their impact on dairy cattle production and health
Dr. Alexandra Weaver, technical support specialist with Alltech, will discuss what mycotoxins are, where they come from, the symptoms a dairy producer might see in their cows and strategies to combat the challenge.

10:30 am – What we’ve learned about shredlage
Michelle Woodman, Landmark Services Cooperative, WI, will kick off this seminar with a discussion about experiences with shredlage type forage on Wisconsin dairies. Dr. Larry Chase, Cornell University, will moderate a panel that includes Cliff Hanehan, Hanehan Family Dairy; Corwin Holtz, Holtz-Nelson Dairy Consulting; and Michelle Woodman.

today’s dairy environmental challenges. Tours of interest will also be organized for spouses and families.

Paper submissions should include the presentation topic, paper title and a 150 word abstract. Include: name, title, affiliation; email address; preference for oral or poster presentation; and indication of commitment to make deadlines. Abstract submission deadline is November 1, 2014.

The program is sponsored by:
CORNELL PRO-DAIRY PROGRAM
www.manuremanagement.cornell.edu

CORNELL INSTITUTE FOR CLIMATE CHANGE AND AGRICULTURE
http://cuaes.cornell.edu/cals/cuaes/sustainability/cicca.cfm

ANIMAL AGRICULTURE AND CLIMATE CHANGE PROJECT (USDA-NIFA)
http://animalagclimatechange.org/

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Mission PRO-DAIRY’s mission is to facilitate New York State economic development by increasing the profitability and competitiveness of its dairy industry. PRO-DAIRY specialists have made a positive impact on the technical knowledge, management skills and economic strength of New York State’s dairy industry since 1988.

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