

About the Speakers

Ken Bailey, Risk Management Specialist, FCStone Group, Inc., Chicago, IL.

John Baker, Attorney at Law, Iowa State University, Beginning Farmer Center, Urbandale, IA.

Jolene Brown, Certified Speaking Professional and Farmer, West Branch, IA.

Rick Naczi, Executive Vice President, Strategic Industry Analysis & Evaluation, Dairy Management Inc., Rosemont, IL.

Dale Nordquist, Associate Director, Center for Farm Financial Management, and Extension Economist-Farm Management, University of Minnesota, St. Paul, MN.

Jim Salfer, Regional Educator-Dairy, University of Minnesota Extension, St. Cloud, MN.

Jan Shearer, DVM, Professor, Vet Diagnostic & Production Animal Medicine, Iowa State University, College of Veterinary Medicine, Ames, IA.

Gary Vande Vegte, CMA, CPA, Van Bruggen & Vande Vegte, P.C., Orange City, IA.

Program Planners

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Best Western Ramkota Inn &
Conference Center
Sioux Falls, SD

Sustaining Our Dairy Families, Farms, and Rural Communities



Coordinated by the following educational institutions and their Extension Services:

North Dakota State University
Iowa State University
University of Minnesota
University of Nebraska
South Dakota State University
and
Southwest Minnesota Dairy Profit Group

5th Annual I-29 Dairy Conference, January 21-22, 2010

Sustaining Our Dairy Families, Farms, and Rural Communities

Program Agenda

Thursday, January 21

3:30-9:00 pm **Registration**

5:00 pm **Exhibits Open**

5:30 pm **Social**

6:00 pm **Dinner**

7:00 pm **Keynote—When Pigs Fly - Jolene Brown**

How long has it been since you've really laughed and celebrated who you are and what you do? We'll do both as we understand there is more than hope. There is help!

8:15 pm **Relax and get acquainted**

Friday, January 22

7:30 am-2:00 pm **Registration**

8:00 am **Breakfast and meet the vendors**

9:30 am **Workshop—Strengthening the Family**

Facts of life: When family and business collide - Jolene Brown

Farming with family is a challenge. To reach an outcome of productivity, profitability and collaboration, there must be tools in place. We will learn the first important steps to becoming a successful "business first family."

11:00 am-12 noon **Breakout Sessions**

Focus on the Dairy Enterprise

(Choose **two** of the three options)

11:00-11:30 am

Sustaining the Dairy Herd: Research lessons about cow welfare - Jan Shearer

It's not enough to know new products or procedures capable of improving performance. Today's animal agriculture must strike a balance that is ethically grounded, scientifically verifiable and economically viable.

Sustaining the Family and its Goals: Graceful transition strategies - John Baker

We do not inherit our farm businesses from our parents; we borrow them from our children. When, how and in what condition will we return them?

Sustaining the Farm Business: Analyzing dairy business options - Jim Salfer

Profitability is one key to a sustainable dairy system - Learn about factors that could affect your profitability by analyzing the business options of different dairy systems.

11:30 am-12:00 noon - **Repeat**

Research lessons about cow welfare - Jan Shearer

Graceful transition strategies - John Baker

Analyzing dairy business options - Jim Salfer

12:00 noon **Luncheon**

National Dairy Initiatives Update: Dairy sustainability— Making a good story even better - Rick Naczi

Sure you have done a great job driving efficiency on the farm, but consumers will ask, "What have you done for me lately." Don't get frustrated, get more sustainable and successful.

1:30 pm **Milk Marketing for the 21st Century:**

Exploring options for sustained production and profitability

Free market system - Ken Bailey

Supply management - Gary Vande Vegte

3:30 pm **Panel—Milk Marketing Opportunities and Risk:**

Question and Answer Session

(Questions may be submitted in advance)

- Ken Bailey, Gary Vande Vegte, Dairy Producer A, Dairy Producer B

4:30 pm **Conference Closing**

Registration

Pre-register by January 14, 2010 to be eligible for door prizes.

The fee is \$20/person (includes lunch). Members of the Western Iowa Dairy Alliance receive a \$10 discount. Members of Minnesota Milk Producers Association will receive a coupon for \$10 off their registration fee. Members of the Milk Producers of North Dakota will receive a \$10 refund.

Number attending:		
Name(s):		
Address:		
City/State:		Zip:
Phone:	Email:	
Amount enclosed:		\$

Please make checks payable to '**SDSU Dairy Science Dept**' and send to:

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For more information, contact J.W. Schroeder, NDSU Animal Sciences, at 701-231-7663 or jw.schroeder@ndsu.edu, or contact any of the Program Planners listed on the back of this brochure.

Conference Location

Best Western Ramkota Inn & Conference Center

3200 West Maple Street

Sioux Falls, South Dakota

(Exit 81 off I-29 South of I-90)

To make a lodging reservation at Ramkota Inn, please call: 605-336-0650. Reserve your room by December 24, 2009. Mention "SDSU Dairy Science" to get the conference rate of \$85.99 (single/double occupancy) plus tax.

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