13th Annual MAC Regional Dairy Extension In-service Training Program
Woodlands Inn and Resort, Wilkes-Barre, PA
May 25 and 26, 2011

From Visions of New Business Models to Profit, Managing Price Risk and Cost of Production, and Updates on European Somatic Cell Count Standards and FDA Antibiotic Residue Testing Initiative

Registration: 10:30 a.m. -12:30 p.m., Dave Marcinkowski, University of Maine, Orono

Wednesday, May 25

Session I  Positioning the Farm Business for the Future
Session Chair: Gary Anderson, University of Maine

1:00 p.m. Welcome – Bob Peters, University of Maryland, College Park

1:10 p.m. Turning Dreams into Reality: The process for making sound decisions
Ginger Myers, University of Maryland Extension, Keedysville, MD

2:00 p.m. Retooling and Changing the Business Model for More Profit
Edwin Shank, Chambersburg, PA

2:30 p.m. Break

2:50 p.m. Kevin Engelbert, Engelbert Farms, Nichols, NY

3:20 p.m. Revisiting Basic Production and Management Practices for More Profit
Glenn Gorrell, Gorrell Dairy LLC, East Smithfield, PA

3:50 p.m. Question and Answer.

4:10 p.m. Adjourn

5:00 p.m. Cash bar

6:00 p.m. Dinner
Session II  Marketing Extension Programs More Effectively  
Chair: Larry Chase, Cornell University, Ithaca  
Situation: Extension agents are being challenged to do more with less, and to be more accountable with limited resources. How are agents doing this in today’s environment? An invitation to present their success stories of effectively marketing extension programs will be made to the agents in the respective states. A limited number of Extension programs will be selected by the steering committee as model programs.

Ideas for Increasing Extension Connection  
Patricia A. Westenbroek  
Cornell Cooperative Extension  

7:15 p.m.  
8:30 p.m. Adjourn  

Thursday, May 26  

Session III  Price Risk Management  
Chair: Diane Shoemaker, Ohio State University Extension, Wooster  
8:00 a.m. LGM-Dairy: A Risk Management Tool for Small and Large Producers  
Brian Gould, University of Wisconsin, Madison  
8:45 a.m. Use of the Univ. of Wisconsin LGM-Dairy Analyzer software system  
(Interactive session with agents using lap top computers)  
Brian Gould, University of Wisconsin, Madison  
9:30 a.m. Break  
9:50 a.m. The steps required of a producer to purchase an LGM-Dairy contract  
Crop insurance agent selling LGM-Dairy  
Ashley Hicks – Ag Choice Farm Credit, James Creek, PA  

Session IV  Knowing and Managing Cost of Production  
Chair: Sheila Andrew, University of Connecticut, Storrs  
10:20 a.m. Using simple and useful worksheets: How to get producers started  
Diane Shoemaker, Ohio State University Extension, Wooster  
11:00 a.m. Using benchmarks and enterprise analysis  
Jason Karszes, Cornell Pro-Dairy Program, Ithaca, NY  
11:30 a.m. Budgeting costs of production: case study  
How to value homegrown feeds, income over feed costs, and income over purchased feed costs
Rebecca White, Pennsylvania State Dairy Alliance, University Park

12:00 p.m. Lunch

1:00 p.m. Using income over feed costs
Rob Goodling, Penn State Cooperative Extension, Lebanon

1:30 p.m. What do lenders require for loans?
Richard Stup, AgChoice Farm Credit, ACA, Williamsport, PA

Session V. Updates: New European Union requirement for lower somatic cell count and FDA program for more testing to detect antibiotic residues
Chair: Bob Van Saun, Pennsylvania State University, University Park

2:00 p.m. Record analysis for identifying short and long term problems
Frank Welcome, Quality Milk Production Services, Ithaca, NY

2:40 p.m. FDA Initiative for more antibiotic testing
Ernest Hovingh, Pennsylvania State University, University Park

3:10 p.m. Adjourn