For 23 years PRO-DAIRY has linked New York’s dairy farmers and agribusiness professionals to critical research and resources, giving them the information needed to build and manage robust businesses. PRO-DAIRY’s contributions to educational programming and applied research have helped New York to continue to grow its milk production and remain among the top dairy states in the United States.

The 2011 PRO-DAIRY Annual Report reviews programs and research in these key areas: farm business management; profit-focused discussion groups; field crops and nutrient management; cattle housing, health, well-being and productivity; agricultural environmental management; dairy youth; and Extension and agribusiness programs. It also profiles people who have benefitted from PRO-DAIRY’s programs, research and activities.

In 2011 PRO-DAIRY:

- Involved more than 600 dairy producers statewide, representing more than 200,000 cows (one-third of New York’s cows), in Dairy Profit Discussion Groups.
- Grew participation in the Cornell Dairy Farm Business Summary and Analysis program. PRO-DAIRY specialists worked with nearly 100 New York dairy farms both individually and through group meetings.
- Recruited the largest class to date – 31 participants – for the Cornell Dairy Executive Program. PRO-DAIRY specialists also developed the Academy for Dairy Executives, designed to meet local and regional dairy leadership needs, and piloted the first program with nearly 20 participants in northern New York.
- Partnered with Northeast Ag and Feed Alliance to develop and deliver the inaugural Herd Health and Nutrition Conference. Some 55 producers and 132 agriservice professionals attended.
- Continued the DairyFAST program, conceived in collaboration with the New York Center for Dairy Excellence to provide education and networking opportunities for agriservice professionals.
- Encouraged hundreds of young people to consider careers in the dairy industry through the dynamic Junior DAIRY LEADER program, Dairy Discovery and other youth programs.
- Developed and conducted the 2011 PRO-DAIRY Winter Management Series roadshow focused on the Anatomy of a Consistently Favorable Pregnancy Rate. Attending were nearly 200 dairy producers, and 65 agribusiness professionals.
- Continued cutting edge research and programming in the areas of nutrient and environmental management, including renewable energy projects through manure-based anaerobic digestion.
- Provided leadership and input on issues related to the Chesapeake Bay Watershed.
- And much more.

Through its diverse programs, PRO-DAIRY contributes to the economic health of New York’s dairy industry and rural communities. Cornell research shows that every dollar of output on a dairy generates an additional $0.81 in the economy. This economic multiplier is significant, given that annual farm gate milk revenue is an estimated $2.3 billion.

This has been a fiscally challenging time both in the dairy industry and for program funding at the state level. PRO-DAIRY particularly appreciates the continued strong support of the New York State Department of Agriculture and Markets, the New York State Legislature and the Cornell College of Agriculture and Life Sciences. In addition, several of the programs featured in the annual report exist as a direct result of our partnership with the New York Farm Viability Institute and Center for Dairy Excellence. We value this partnership tremendously, as it has helped to bring many organizations together to work on behalf of the dairy industry.

Extensive collaborations help PRO-DAIRY accomplish its mission: to increase the profitability and competitiveness of New York’s dairy businesses. Please see a list of collaborators on the inside back cover; PRO-DAIRY thanks these partners for their ongoing support.

Since 1988 PRO-DAIRY specialists have committed themselves to providing top-notch programs, research and leadership to the New York State dairy industry. The results of their efforts are clear: New York’s dairy farms are among the leaders in U.S. milk production, dairy farm management and environmental stewardship.
New York Farm Bureau is proud to support PRO-DAIRY. As a member of the Norton dairy farm family, I’ve seen firsthand the vital importance of this nationally recognized program and its role in increasing the profitability and competitiveness of our dairy industry.

This budget year Farm Bureau was pleased to advocate for continued state funding of PRO-DAIRY, helping to inform legislators about the crucial services this program provides and its impact on the rural economy.

PRO-DAIRY has helped facilitate innovation within the dairy industry and put New York’s dairy farm families at a competitive advantage.

Dean Norton
President
New York Farm Bureau

### 2010 – 2011 PRO-DAIRY Programs and Cow-Number Impact

<table>
<thead>
<tr>
<th>Program</th>
<th>Approximate Number of Cows Represented by Program Users</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cornell Dairy Farm Business Summary &amp; Analysis</td>
<td>75,264 (direct PRO-DAIRY contribution)</td>
</tr>
<tr>
<td>Dairy Profit Discussion Group Program</td>
<td>&gt;200,000 (600 dairies)</td>
</tr>
<tr>
<td>Eastern DairyBusiness magazine</td>
<td>2.5 million (20 states)</td>
</tr>
<tr>
<td>Cornell Dairy Executive Program</td>
<td>22,000 (26 dairy producers)</td>
</tr>
<tr>
<td>Dairy Farm Monitor (monthly benchmarking tool)</td>
<td>66,716 (98 dairy farms)</td>
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<tr>
<td>Winter Dairy Management Series</td>
<td>30,294 (189 dairy producers)</td>
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<tr>
<td></td>
<td>285,300 (65 agriservice client dairies)</td>
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<tr>
<td>Operations Managers Conference (with Northeast Dairy Producers Association)</td>
<td>33,911 (67 dairy producers)</td>
</tr>
<tr>
<td></td>
<td>&gt;1 million (34 agriservice client dairies)</td>
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<tr>
<td>Environmental/Nutrient Management/ Professional Engineer Training</td>
<td>275,000 (all dairies with nutrient management plans)</td>
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<tr>
<td>Herd Health &amp; Nutrition Conference (with Northeast Ag &amp; Feed Alliance)</td>
<td>33,140 cows (55 dairy producers)</td>
</tr>
<tr>
<td></td>
<td>&gt;382,000 (132 agriservice client dairies)</td>
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</table>

### New York Dairy Industry

- 5,470 dairies, 611,000 cows
- 4th nationally in milk production
- 12.7 billion pounds of milk annually
- $2.3 billion (est.) in farm-gate milk revenue annually

The success of New York’s dairy sector relies on cooperation and collaboration to keep our farmers strong and profitable. Our dairy farmers are constantly looking for ways to improve. PRO-DAIRY brings together farmers, suppliers and experts in research and Extension to ensure progress in the sector. I commend PRO-DAIRY staff members on their work to keep our dairy farmers successful.

Darrel Aubertine
Commissioner
New York State Department of Agriculture and Markets
The six PRO-DAIRY Farm Business Management programs are designed to positively influence dairy business management skills through financial data collection and analysis, educational programs, group discussions, management training and network building. These efforts help to ensure dairy businesses’ financial success.

Consider the economic impact of the dairies participating in just one of the Farm Business Management programs – the Dairy Farm Business Summary (DFBS) & Analysis Program. Total gross sales were $382 million for those dairies that PRO-DAIRY specialists had direct contact with.

Over the past six years, 116 New York dairies that participated continuously in the DFBS reinvested nearly $215 million, an average of nearly $2 million per dairy. The majority of this investment stays local and supports contractors, builders and suppliers across rural New York.

In 2010-2011 PRO-DAIRY’s direct contribution to the DFBS & Analysis Program reached dairies representing 75,264 cows, an increase of nearly 9,000 cows from the previous year. What was the dollar impact?

<table>
<thead>
<tr>
<th></th>
<th>Per Cow</th>
<th>Total for All Cows (75,264)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross sales</td>
<td>$5,070</td>
<td>$381,656,217</td>
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<tr>
<td>Net farm income</td>
<td>$711</td>
<td>$53,550,336</td>
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<tr>
<td>Amount reinvested</td>
<td>$602</td>
<td>$45,323,980</td>
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<td>in the business</td>
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<tr>
<td>Total payroll</td>
<td>$660</td>
<td>$49,711,872</td>
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<tr>
<td>Number of hired</td>
<td>0.02</td>
<td>1,384</td>
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<tr>
<td>worker equivalents</td>
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<td></td>
</tr>
</tbody>
</table>

Programs
- Dairy Farm Business Summary & Analysis Program
- Dairy Profit Monitor
- Enterprise Analysis Project
- Dairy Profit Discussion Groups – Business Focused
- Cornell Dairy Executive Program
- Academy for Dairy Executives

Dairy Farm Business Summary & Analysis Program

PRO-DAIRY specialists collaborate with Extension educators to increase the benefit of the DFBS & Analysis project to dairy producers participating in the program. The 54-year-old DFBS, a partnership with the Cornell Dyson School of Applied Economics and Management and Cornell Cooperative Extension, provides producers with business analysis reports based on their annual production and financial data.

With PRO-DAIRY involvement, the program has compiled business analysis summaries for different sizes of dairies and various management systems, such as grazing herds. This allows dairy owners and managers to evaluate their businesses through comparisons to similar types of dairies.

Impact
- PRO-DAIRY specialists either worked directly with dairy producers or with Extension and agriservice professionals to conduct
the DFBS with 98 New York dairy farms, representing 75,246 cows. That's an increase of nine dairies and 9,000 cows from 2009. The program's retention rate is high: 96% of the dairies participating in 2009 completed the DFBS in 2010.

Specialists presented business management information based on the DFBS at 12 meetings during the year. Case studies developed from DFBS summary were used to help train farm management consultants to use the DFBS with dairy businesses.

**Dairy Profit Monitor**

This on-line business analysis tool provides producers and their consultants with a monthly snapshot of key business operating parameters and efficiencies. Dairy producers use the Dairy Profit Monitor (DPM) to track business progress and trends over time, to assess impacts of management changes and to highlight potential areas of opportunity.

In 2010, 98 dairies, representing 94,600 cows, entered data on-line.

**Impact**

- DPM information is used in a number of venues, including Dairy Profit Discussion Groups, on-farm Dairy Profit Teams, dairy management meetings to assess progress and set goals, and as case study farms for college students.
- PRO-DAIRY specialists presented programs centered on the DPM to nine groups in 2010.

**Enterprise Analysis Project**

PRO-DAIRY collaborated with Farm Credit East in early 2009 to develop a tool dairy managers and their consultants could use to analyze the cost of different dairy enterprises, such as reproduction. With funding from the New York Farm Viability Institute (NYFVI), PRO-DAIRY staff, a team of Cornell faculty, and Farm Credit East consultants began work on four target areas: milk harvest cost, reproduction costs, manure hauling costs and forage production costs.

Sarah & Jim Youngers
Dairy producers , Arcade, NY
Program: Dairy Farm Business Summary

Sarah and Jim Youngers have owned their dairy for 24 years. And for all of those years, the couple has participated in the Dairy Farm Business Summary (DFBS), working with PRO-DAIRY's Jason Karszes.

"There wasn't much in the way of numbers back then," Jim says about those early years in the business. But as the couple's dairy has grown to 70 cows and 30 replacements, business numbers multiplied and the need to plan for the future has become increasing important.

"In the early years we used the Dairy Farm Business Summary to compare with others and know where we were," Jim says.

"Now we use the numbers and Jason's wisdom to make business decisions such as purchasing feed," Sarah says. "We've always worked directly with Jason, and his expertise in planning and looking at the options is what I value."

Like every dairy, the Youngers' business has gone through many transitions. Family, including their two sons, has worked with them, then not. Over the years the Youngers have grown all their own feed, hired it custom done and then rented their land to a neighbor and bought feed back from him. Their herd has been total confinement, casually grazed and now rotationally grazed.

At each of those decision-making points, the Youngers have relied on DFBS data and Jason's insights to make sound economic and management decisions. "He's big on labor efficiency and economical options," Jim says.

"We can know our debt-to-asset ratio, but Jason helps us understand what that means and what our options are," Sarah says.

The comparative value of numbers continues to be beneficial. "Our professional fees were three times higher than comparable dairies," Jim says. To cut those costs, the Youngers changed their milk testing protocol, sampling less often.

When PRO-DAIRY offered Managing for Success, in its early years the Youngers took the course. "The whole PRO-DAIRY message was to encourage people to have a positive attitude and find opportunity areas," Sarah says.

The Youngers learned those lessons well. The positive example they've set in the dairy community was recognized with the Wyoming County's 2009 Good Neighbor Award, presented by the county's Chamber of Commerce.
In early 2010, 16 dairies completed the milk harvest project. During the winter of 2010-11, 30 dairies participated in the reproduction cost analysis project.

**Impact**

- Two different dairy business discussion groups used the data collection tools developed for milk harvest and reproduction costs during fall 2010 meetings.
- Results from the reproduction project were used during the PRO-DAIRY Winter Dairy Management Series.

**Dairy Profit Discussion Groups – Business Focused**

Created in 2008 through a collaboration with PRO-DAIRY and the Center for Dairy Excellence, the business-focused Dairy Profit Discussion Groups bring farmers together to share ideas and experiences and to learn new ways to impact their dairies’ profitability.

Each of the nine Dairy Profit Discussion Groups focuses on business performance data, using both DFBS and DPM data as the basis for discussions. PRO-DAIRY specialists directly facilitate five of the nine groups. They also prepare reports for and interact with other groups facilitated by local Extension educators. All total, 79 dairies, representing 48,523 cows, are involved.

**Impact**

As a result of their participation in a Dairy Profit Discussion Group – Business Focused:
- 95% of participants made changes to some aspect of their business.
- 93% felt they had improved their business.
- 52% of the participants positively changed income and/or expenses.

**Academy for Dairy Executives**

PRO-DAIRY staff members Jason Karszes, Kathy Barrett, John Conway, Karl Czymmek and Lee Telega worked with the Northern New York Extension Team and the Northern New York Dairy Institute to develop an educational program focused on management skills needed to successfully run modern dairy businesses. Ten agribusinesses provided significant financial and marketing support for the pilot program. Three two-day sessions, held throughout 2011, focused on business, financial and human resource management topics.

**Impact**

- Seventeen participants from Lewis, Jefferson, St. Lawrence, Franklin, Clinton and Essex counties attended the first session in January 2011. This includes 13 dairy producers representing nearly 9,000 cows. All the participants returned for the second session in March 2011. The third session is scheduled for November.

**Cornell Dairy Executive Program**

This executive-level management training program offers dairy producers the opportunity to increase their leadership skills and management acumen. Working with world-class instructors, members of the Cornell Dairy Executive Program (CDEP) perform a comprehensive evaluation of their businesses and develop strategic business plans, among other activities, during three one-week-long sessions.

**Impact**

- 31 dairy professionals – the largest number in the CDEP’s 10-year history – are enrolled in the 2010-11 class. Of those, 26 are dairy producers, representing more than 22,000 cows.
Mary and Allen Kelly’s dairy has come a long way since the early 1980s when they milked 30 cows. As the business has grown to 700 mature cows and 530 replacements, the Kellys’ management skills have also grown – thanks in no small part to PRO-DAIRY programs and the Kellys’ desire to improve their business and their skills.

“In 1984 Allen went on a dairy tour with Dave Galton (former PRO-DAIRY director) and came home and said, ‘Dairying can be fun and profitable.’ I said, ‘show me,’ Mary recalls. “That turned the farm around.” Since then the couple has adhered to an early PRO-DAIRY adage: If you don’t measure it, you can’t manage it. Thus, their participation in the Dairy Farm Business Summary and the Dairy Profit Monitor programs that track dairies’ production and financial status.

It’s one thing to measure your performance; it’s another to develop a thoughtful plan to address gaps in performance and then implement that plan. This is where the Kellys’ participation in the Dairy Executive Program (CDEP) and Dairy Profit Discussion Group has helped.

“During the first session of the Dairy Exec program, I was constantly returning calls from the dairy and feeling proud that I was so integral to the farm,” Mary says. But that first session also showed her she needed to develop as a manager. Mary had to empower her employees to take more responsibility.

She went home and did exactly that. “By the second session, I took fewer calls from the dairy,” Mary says. “The Dairy Exec program took the dairy to the next level.”

Eight years ago, the Kellys joined a business-focused Dairy Profit Discussion Group that includes dairies from across New York, plus two from out of state. PRO-DAIRY’s Jason Karszes coordinates the group.

“Members show strengths in areas where we need to pay more attention,” Mary says. “It sharpens me up each time I have to get our numbers to Jason Karszes or am at a meeting.”

The Kellys are instilling in their son Jason that same passion to participate in programs that move their business skills forward. He’s enrolled in the Academy for Dairy Executives, a collaboration between PRO-DAIRY specialists, the Northern New York Cooperative Extension Team and Northern New York Dairy Institute designed to develop management skills for up-and-coming dairy managers.
Dairy Profit Discussion Groups  
**PRO-DAIRY specialist: Kathy Barrett**

PRO-DAIRY collaborated with the New York Farm Viability Institute and Center for Dairy Excellence to create the Dairy Profit Discussion Group program in 2007. It brings farmers together to share ideas and experiences with other farmers who have similar interests and challenges in their dairy businesses. The small group format is an effective method to increase farm profitability and quality of life for farm families and rural communities.

Across New York State, 40 Dairy Profit Discussion Groups are currently operating with more than 600 farmers participating, collectively milking more than 200,000 cows. The groups represent the diversity of the dairy industry both in geography and production management systems. They are located in 31 counties, with several multi-county and statewide groups. The Discussion Groups have targeted memberships: young farmers, grazers, dairy women, Mennonite farmers, robotic milker users, organic milk production, calf raisers and feed managers, for example.

Dairy Profit Discussion Groups meet regularly to discuss the issues that impact businesses and profitability. Members select discussion topics, enhancing the value of meetings. Extension educators and agribusiness professionals facilitate the groups.

Among the many benefits for members’ participating in a Dairy Profit Discussion Group are learning more about specific technologies or practices, interacting with other respected farmers and agribusiness professionals, and progressing toward their dairies’ profitability goals.

**Impact**

The economic value of participating in Dairy Profit Discussion Groups is evident from the comments collected from surveys of participants:

- $817,189 in increased profitability reported by just eight dairies that chose to share confidential information. That’s more than $100,000 per farm.
- 86% said participation improved their businesses’ profitability, financial record keeping, decision making, planning, human resource management, and production management. Through better management and planning, participants found they had more family time.
- 71% survey respondents have recommended to other dairy owners and managers that they join a discussion group.
Andrew Moser; his father, Doug; and Patty Beyer own and manage the 550-cow Moserdale Dairy LLC where they crop 1,200 acres. Though they’re sounding boards for each other when it comes to making decisions, the partners also reach beyond their farm gate for advice. All three are members of a local Dairy Profit Discussion Group, directed by Lewis County Cooperative Extension educators Peggy Murray and Frans Vokey. Lowville veterinarian, Mark Thomas, is a co-organizer.

The Dairy Profit Discussion Group program is a PRO-DAIRY-initiated statewide effort, and specialists, such as Kathy Barrett and Jason Karszes, are key resource partners to the Lewis County group and others.

The Mosers and Beyer have been in the group since it started in 2000. They meet with the nine other dairy producers, plus two veterinarians and three Cooperative Extension staff, 10 times a year. Besides holding meetings at members’ dairies, participants travel once a year to dairies outside their areas, including Pennsylvania, the Midwest and Canada. The group also brings in specialists to speak about different topics, such as calf raising and finances. But the most valuable aspect of a Dairy Profit Discussion Group is the network members form.

“The Dairy Profit Discussion Group gives us the opportunity to talk with other producers about issues they’re facing and solutions they come up with,” Andrew says.

All the farms participate in the Dairy Farm Business Summary, and it was the basis of discussion at two sessions this year. PRO-DAIRY’S Jason Karszes led one discussion; group members asked each other questions about their businesses’ performance at the second.

Members’ willingness to talk about their financial and herd performance numbers is a strength of the discussion groups. For the partners at Moserdale Dairy, they can compare their performance with their peers and pick up tips on management and decision making from other dairies.

For example, after talking about pregnancy rate and other reproduction numbers at a meeting, Moserdale Dairy changed from breeding its cows to outsourcing the service. “It improved our pregnancy rate and lets management manage” rather than doing all the chores, Andrew says.

The Mosers and Beyer also use PRO-DAIRY’s Dairy Profit Monitor, which Andrew finds particularly useful.

“It gives us all the data right at our fingertips,” he says. “It’s one report that summarizes everything.” The Dairy Profit Monitor report is sent to Moserdale Dairy’s financial consultant, banker, veterinarian and nutritionist.

“The Dairy Profit Discussion Group is very beneficial,” Andrew says. “There are producers we’ve known but now we have an open relationship with them and can ask questions about more topics.”
Like New York State's dairy industry, PRO-DAIRY also has a multiplier effect. For every dollar of output on a dairy, 81 cents of additional money goes into the economy. It's safe to say that every dairy producer and agribusiness professional participating in PRO-DAIRY programs is a multiplier, carrying the knowledge and skills learned to clients, friends and neighbors.

Here's a summary of four PRO-DAIRY educational programs that reach beyond the meetings to enhance the knowledge base of many others.

**Programs**
- DairyFast
- Operations Managers Conference
- Winter Dairy Management
- Herd Health and Nutrition Conference

**DairyFAST**

Begun in 2010 as a partnership between PRO-DAIRY and the New York Center for Dairy Excellence, Dairy Farm Advisor Skills Training, or DairyFAST, program provides professional development and networking opportunities for agriservice professionals. These people play a key role in disseminating information and advice to dairy producers who are implementing management practices and adopting technology.

DairyFAST offers a series of educational programs quarterly at three to five sites across the state. Topics selected by an advisory board of agribusiness people and producers range from risk management to forage quality, animal welfare, and income over feed cost.

**Impact**

- More than 130 agriservice professionals participated in each session.

**Operations Managers Conference and Tour**

PRO-DAIRY realized an increasing number of New York dairies have management needs that require the skills of operations managers. These managers have day-to-day problem solving and decision making responsibilities for all aspects of production from cropping to milking to raising replacements. This was the genesis of the two-day Operations Managers Conference and Tour, held biennially beginning in 2009.

PRO-DAIRY specialists Kathy Barrett, John Conway, Karl Czymmek, Deborah Grusenmeyer and Jason Karszes, along with staff member Heather Howland, collaborated with Caroline Potter of the Northeast Dairy Producers Association, to develop and execute the 2011 conference.

Sessions were offered on such topics as cow behavior, effective team building, no-till and reduced tillage, the New York State Cattle Health Assurance Program’s Animal Welfare Certification Assessment, employee evaluations, and consumer and media perceptions.

The associated farm tour on day two explored strategies to manage satellite dairies.

**Impact**

- 111 farm managers and agriservice professionals attended the 2011 Operations Managers Conference and Tour. The 67 producers represented 47 dairies with a total of 33,911 cows and 25,320 heifers. Agriservice professionals represented slightly more than 1 million cows.

The economic viability of our dairy industry is very much dependent upon farmers in the Northeast competing with other U.S. regions and throughout the world. PRO-DAIRY is a critically important tool for our farmers to maintain their competitive edge. Programs that focus on maximizing on-farm nutrients for crop production or decision making based on profit margin impact are two examples of PRO-DAIRY’s strengths. The Northeast Ag and Feed Alliance appreciates the opportunity to co-host the Annual Dairy Herd Health and Nutrition Conference with PRO-DAIRY.

Rick Zimmerman
Executive Director
Northeast Ag and Feed Alliance
Winter Dairy Management 2011


As in the past, this year’s program relied on case study dairies as an effective tool to show dairy producers how others implemented practices and improved their businesses. Technical presentations augment what the case farms demonstrate.

PRO-DAIRY’s Kim Skellie conducted the first known reproduction cost analysis with the four case dairies and another 27 dairies, allowing robust comparisons.

Impact

- 189 producers and agriservice professionals participated at the four live and five Polycom Video sites. They represented 100 dairies, 31,000 cows and 25,144 heifers.
- 65 agriservice participants represented 285,300 cows on client dairies.

2011 Herd Health and Nutrition Conference

PRO-DAIRY partnered with the Northeast Ag and Feed Alliance to offer the inaugural Herd Health and Nutrition Conference as a two-day conference in Syracuse and a one-day excerpt in West Lebanon, N.H. The Syracuse conference featured sessions on calf nutrition and care, heat stress management, milk quality, animal well-being and reproductive management.

Impact

- Attending were 55 producers, representing more than 33,000 cows, and 132 agriservice professionals, representing nearly 400,000 cows on client farms.
Programs & Projects

- Dairy Biomass-based Renewable Energy
- CAFO Engineer Training
- Empire Farm Days Tour
- Dairy Facilities Regulated Air Emissions Monitoring
- Manure Cost, Value and Time Management Calculator (with Cornell Nutrient Management Spear Program)
- Sand lane-based Bedding Recovery

Dairy Biomass-based Renewable Energy

PRO-DAIRY specialists are the primary providers of information and education on biomass-based renewable energy anaerobic digestion systems on dairies. Anaerobic digestion of manure enables dairies to produce renewable energy, thus reducing or eliminating their reliance on outside electricity. The dairy can contribute to the electricity supply on the grid, reduce farmstead odors, decrease greenhouse gas emissions and contribute to the state’s renewable energy goals. PRO-DAIRY specialists completed data analysis and synthesis and prepared a final report for each of the seven New York dairy digester systems monitored over the previous year following the Association of State Energy Research Technology Transfer Institutions protocol.

Specialists developed and delivered educational materials based on the project’s findings to dairy producers, their advisors, agriservice professionals, regulators and governmental officials. Materials were also posted on the Cornell Manure Management Program’s website: www.manuremanagement.cornell.edu.

Professional engineer Curt Gooch collaborated with the Lowville (N.Y.) Digester Work Group to conduct a feasibility study of a locally owned and operated biomass-based renewable energy system through a centralized anaerobic digester. It would use both farm and nonfarm biomass feedstocks. Energy produced would stay local and provide benefits to Lewis County farmers, businesses and residents. The Work Group includes representatives of Cornell Cooperative Extension, Kraft Foods, Lewis County Economic Development, Lewis County Farm Bureau, Soil and Water Conservation District, residents and dairy farmers.

PRO-DAIRY’S Curt Gooch discusses dairy biomass-based renewable energy.
The Lowville Digester Work Group commissioned PRO-DAIRY’s Curt Gooch and his group at Cornell University to conduct a feasibility study of a locally owned and operated biomass-based renewable energy system that includes anaerobic digestion of dairy manure. The impetus of the project was discussions about the future of agriculture in Lewis County, long-term dairy farm profitability and milk supply, explains Frans Vokey, Lewis County Cornell Cooperative Extension educator who provides leadership for the Lowville Digester Work Group.

“Early on a group of us identified nutrient management and neighbor relations as challenges for our farms,” he says. It was at that point Cooperative Extension contacted Curt to help the group identify ways to meet those challenges and to reach its goal of a secure dairy industry.

The Work Group included area farmers and residents, as well as representatives of Cooperative Extension, Kraft Foods, Lewis County Economic Development and Planning, Farm Bureau, and Soil and Water Conservation District.

“Curt brought great experience with anaerobic digestion and knowledge of systems in other places such as Europe,” says Eric Virkler, director of Lewis County Economic Development and Planning. “He also has knowledge of farms, their needs and how they would benefit from anaerobic digestion of their manure.”

Program: Dairy Biomass-based Renewable Energy

Eric Virkler
Director
Lewis County Economic Development & Planning
Lowville, NY

Frans Vokey
Extension Educator
Lewis County Cornell Cooperative Extension
Lowville, NY

The result of the 12-month study was a 2010 document titled “Feasibility Study of Anaerobic Digestion and Biogas Utilization Options for the Proposed Lewis County Community Digester,” prepared by Curt Gooch and his team.

“Every step of the way, the Cornell group’s input was extremely valuable,” says Frans. “Because of Curt’s experience nationally and internationally with farms and communities, he could tell us if community anaerobic digestion had potential. He was able to match proven technology with our local conditions.”

The purpose of the Cornell group’s work was to take our concept and create a model with hard numbers,” says Frans. “The partnership of Curt and the Cornell’s ag econ department helped us see the economic side and helped us determine the economic feasibility of the project.

“Curt presented information at a public meeting and helped people to see what is happening with anaerobic digestion in the rest of the world,” says Frans. “That was very helpful.”
Also in the area of renewable energy and anaerobic digestion of dairy manure, PRO-DAIRY:

- Secured funding from USDA-Natural Resource Conservation Service (NRCS) New York to continue work on the Dairy Power Project with specific emphasis on small-farm digester investigation.

- Initiated an anaerobic digester workforce development program to develop and deliver training materials for various aspects of anaerobic digester investigation, design, operation and maintenance.

- Trained Concentrated Animal Feeding Operation (CAFO) inspectors with the New York State Department of Environmental Conservation about on-farm anaerobic digestion.

CAFO Engineer Training Program

New York State professional engineers earned 24 Continuing Education Unit certificates by attending one or both of the PRO-DAIRY training sessions developed to educate engineers on dairy industry topics. The first session focused on a new method developed by Cornell via funding from USDA-NRCS to better predict rainfall events as they affect the design of manure storage structures. The second session provided training related to on-farm petroleum storage. The Cornell continuing education credits are applied to the state’s professional engineering licensing requirements.

Empire Farm Days Tour

PRO-DAIRY partnered with Northeast Dairy Producers Association (NEDPA) and DairyBusiness Communications to conduct a pre-Empire Farm Days tour of manure management systems and technologies on three Western New York dairies.

Impact

- More than 100 dairy producers attended.
Dairy Facilities Regulated Air Emissions Monitoring

The National Air Emissions Monitoring Study (NAEMS) concluded this year when final reports, including the one prepared through a collaborative effort between Purdue University and Curt Gooch, were filed with the U.S. Environmental Protection Agency. The EPA will use these reports to develop a standardized method for all U.S. dairy farms to estimate their regulated air emissions—ammonia-N, hydrogen sulfide, dust and volatile organic compounds. The standardized method is scheduled to be released in June 2012.

Manure Cost, Value and Time Management Calculator

In cooperation with the Cornell Nutrient Management Spear Program, PRO-DAIRY developed an Excel-based calculator to assist dairy producers in managing their manure nutrients. It's designed to help them determine such things as the true value of manure, the economics of transporting it, the cost/value of exporting manure and the time required to spread manure with different systems, among others.

Find Extension materials and the calculator at the Nutrient Management Spear website: http://nmsp.cals.cornell.edu/

Improving Sand Lane-based Bedding Recovery

This project aimed to identify mechanical and management methods to improve sand recovery within existing sand lane-based separation systems. The group tested a Vincent Fiber Filter on three New York dairies to assess the equipment’s ability to remove small organic fibers that existing mechanical separators cannot capture. PRO-DAIRY is developing an economic analysis to identify the feasibility of adding equipment to the dairies’ system to improve the reliability and quality of sand recovery.

Impact

Through its programs and projects, the Dairy Housing, Renewable Energy and Integrated Waste Management Program positively impacted all New York State dairies with nutrient management plans, encompassing 275,000 cows.

As a NEDPA board member for the last four years, I’ve interacted with various PRO-DAIRY staff on many industry issues. And as a dairyman farming close to Cornell, I’ve been fortunate to see PRO-DAIRY “behind the scenes.” An example is a recent PRO-DAIRY organized tour for agricultural engineers and Concentrated Animal Feeding Operation planners, many of whom were state and federal regulators. Tours like this have many beneficiaries: farmers, regulators, the environment and society as a whole.

PRO-DAIRY provides key industry support, often behind the scenes, and its work is greatly leveraged. It is the main conduit of critical information between dairy producers, industry, regulators and academia.

Neil Rejman
Chairman
Northeast Dairy Producers Association
Scipio Center, NY

Photo by: Meg Gaige
The PRO-DAIRY Field Crops and Nutrient Management Program provides nutrient management educational programs with particular emphasis on reducing fertilizer costs, accounting for manure nutrients, Concentrated Animal Feeding Operations (CAFO) and nutrient management compliance, the new CAFO Permit and training for farm staff to reduce the risk of compromising water quality. As part of this focus, PRO-DAIRY develops and delivers basic nutrient management training for the public and private sectors. In addition, it expends significant effort to work with the staffs of the Departments of Agriculture and Markets and Environmental Conservation (DEC) on CAFO and environmental related issues.

Overall, more than 1,100 people attended nutrient management programs that involved PRO-DAIRY efforts. Audiences include dairy farm managers and staff, CAFO planners and support staff, and employees of the Natural Resource Conservation Service (NRCS) and Soil and Water Conservation Districts (SWCD). As part of a community outreach effort in Wayne County, farm neighbors also attended a nutrient management education program.

**Programs**

- CAFO Off-Road Show
- Groundwater Working Group
- Soil Fertility Research and Education

**CAFO Off-Road Show**

This program is another arrow in PRO-DAIRY’s nutrient management training quiver. PRO-DAIRY developed the program three years ago to help farm staff better understand the regulatory environment dairy managers face. The CAFO Off-Road Show emphasizes issues related to nutrient application safety, regulations, rates, spreading setbacks and record keeping.

PRO-DAIRY partnered with the Northeast Dairy Producers Association (NEDPA) and the New York State Department of Environmental Conservation to develop a webinar session that went beyond the Off-Road Show topics to address spill prevention and emergency response. The program offered the webinar twice live and also recorded it so producers can view it.

The dairy community’s response to the CAFO Off-Road Show confirms how proactive dairy producers are in their efforts to continuously improve environmental management.

**Impact**

- In 2010-11, PRO-DAIRY delivered the CAFO Off-Road Show at four locations to 91 people representing 15 dairies (about 15,000 cows) and two custom manure haulers.

- At least 34 dairy farms had one or more people attending the live webinars, representing approximately 30,000 cows. (Not all participants registered.) Additionally, the webinars hosted seven environmental planners and related staff, six Soil and Water Conservation Districts, and representatives from New York Farm Bureau, Farm Credit East and Dairy One Cooperative.

**Groundwater Working Group**

PRO-DAIRY provided leadership within the groundwater working group in western New York. The group evaluated soil, geology and practices related to well contamination in Genesee County.

**Impact**

Besides being a partner in a 780-cow family-owned dairy, Dale Stein serves on the New York State Soil & Water Conservation Committee (SWCC). In both roles he sees firsthand the contributions of PRO-DAIRY's Karl Czymmek, a specialist in nutrient management and crop production.

The SWCC designs and oversees programs targeted at the interface of farms and the environment in New York State. This includes developing program rules and coordinating funding through grants.

For example, the committee designed and oversees the Agricultural Environmental Management (AEM) program, a voluntary, incentive-based effort to help farmers identify environmental risks and correct them. The SWCC is also the lead agency for New York’s agricultural nonpoint source pollution control program which makes $13 to $14 million available to farmers annually through grants. It also oversees implementation of Concentrated Animal Feeding Operation (CAFO) regulations.

What Karl brings to the SWCC is an understanding of soils and science, not to mention common sense to know what will work on farms and what will not, Dale says. “His knowledge of legal matters and the environment is invaluable,” he says. “Karl knows how to make nutrient management plans work for farmers. The money Karl has saved New York State farms by ensuring there are sensible regulations is huge.”

Dale knows personally how environmental rules and regulations affect farmers. His family’s Genesee County dairy grows crops on 2,500 acres to support its herd. When concerns arose about well contamination in an area of Dale’s county where karst fractured limestone bedrock is very shallow, Karl provided leadership to a county groundwater working group.

“Working with the Department of Environmental Conservation, Karl helped develop guidelines, not regulations, for karst areas,” Dale says. “Without his working on karst, we would have run into some serious regulations.”

In place of regulation, the groundwater group with Karl’s assistance drafted “Manure Management Guidelines for Limestone Bedrock/Karst Areas of Genesee County, NY: Practices for Risk Reduction.”
Soil Fertility Research and Education

Karl Czymmek, the PRO-DAIRY nutrient management specialist, maintains a productive partnership with the Nutrient Management Spear Program to develop and interpret soil fertility research data from commercial and research farms for the benefit of New York’s dairy industry.

Impact

- Secured federal funds to complete the next phase of hay crop potassium response trials. The work is showing that manure and soil often provide enough potassium to support optimum yields, thereby eliminating the need to purchase potassium fertilizer for many dairy farm fields.

- Obtained funding to conduct on-farm cover crop research. Results over the next two years are expected to help dairies retain soil and nutrients while improving soil quality through planting cover crops.

- Responded to the U.S. Environmental Protection Agency’s (EPA) assault on state-based phosphorus (P) indices to allocate manure P on livestock farms in the Chesapeake Bay and its watershed. EPA is pressing to abandon P indices because some states allow manure application on extremely high soil test P sites. New York does not. EPA advocates a P saturation test to determine suitability of manure application.

In response to this, PRO-DAIRY and the Spear Program initiated a project to evaluate 95 soils around New York State. The samples were voluntarily collected by Agricultural Consulting Services and analyzed by Cornell Nutrient Analysis Laboratory and Dairy One/Agro One. The programs will analyze the results and generate a report in the coming year. This effort should continue to build the case that New York’s Agricultural Environmental Management (AEM) partnership is doing an excellent job of protecting our natural resources.
When it’s your responsibility at the New York State Department of Environmental Conservation (DEC) to protect the state’s water resources while also ensuring farmers continue to farm, you need the input of people who know a great deal about the science of farming. That is what Jim Tierney must do as assistant commissioner for water resources. He oversees all clean water programs, including the permitting of farms under Concentrated Animal Feeding Operation (CAFO) regulations. Among the farm-knowledgeable people he relies on are PRO-DAIRY’s Karl Czymmek and Lee Telega.

“PRO-DAIRY has been a fantastic partner to New York government and its agencies, including the New York State DEC and the Department of Agriculture and Markets,” says Assistant Commissioner Tierney. “Its input on programs where we work with farmers has been invaluable. We want farmers on the land and those farms to last forever.

“What PRO-DAIRY does is bring the academic resources of Cornell and best farming practices right to farms in a practical way. It does this year in and year out.”

PRO-DAIRY served as a “neutral arbitrator” in the development of CAFO permitting regulations, Mr. Tierney says. “The staff brought sound, credible practices and information.”

Karl Czymmek and others at Cornell made a significant contribution to New York’s response to the U.S. Environmental Protection Agency’s (EPA) heightened effort to protect and restore the Chesapeake Bay under the Clean Water Act.

As part of that, EPA required Bay watershed states to submit Chesapeake Bay Watershed Implementation Plans. They are to spell out how a state expects to reduce nutrient loading. In New York, the headwaters of the Bay reach as far as Cooperstown, so EPA’s efforts were expected to profoundly impact New York farms.

New York submitted a 70-page document that covered agricultural practices, as well as wastewater treatment and municipalities.

“Cornell and PRO-DAIRY leadership figured out what was the right thing to propose for agriculture, what’s doable and what would work on farms, so EPA would not institute onerous regulations,” says Assistant Commissioner Tierney.

“Karl co-authored a very important report showing that we don’t have excess nitrogen and phosphorus on farms in New York, and this helped to convince EPA that New York is doing its job” to protect the Chesapeake Bay watershed.

Though EPA has not made a final decision on New York’s plan, it has come “75% toward” it, says the Assistant Commissioner. Thanks in no small part to the efforts of PRO-DAIRY specialists.
The future of New York State dairy farms and agribusinesses rests with young people who have the enthusiasm, knowledge, skills and commitment to create successful careers in the field. How can young people learn about dairy career options? How can they get hands-on experience in these careers and build skills? How can they meet people with a passion for dairying? Youth dairy programs are the answer.

**Programs**
- Junior DAIRY LEADER
- Dairy Discovery
- 4-H Career Exploration/Dairy Focus
- Animal Crackers
- 4-H Dairy Youth Programs

**Junior DAIRY LEADER**
In its 12-year history, the PRO-DAIRY-initiated and directed Junior DAIRY LEADER program has introduced 241 young people to dairy careers and enhanced their skills and knowledge through a year-long experience of workshops, hands-on activities and travel.

According to PRO-DAIRY’s Deborah Grusenmeyer, who directs Junior DAIRY LEADER, the program exposes young people between the ages of 16 and 19 to careers; progressive, profitable business people; and diverse management styles and ideas. The opportunity to network with youth interested in the dairy industry is a program strength.

Junior DAIRY LEADER also helps young people develop communication, teamwork and leadership skills. The program’s focus on college and career planning helps participants to plan for the future. As well, Junior DAIRY LEADER provides work experience in the dairy field and develops technical skills through training workshops.

**Impact**
- In the 2010-2011 program year, 24 young people are participating in Junior DAIRY LEADER. This class represents 20 farms and more than 10,000 cows/heifers.
- 98% of the 241 Junior DAIRY LEADER graduates since 1999 have continued their education beyond high school.
- 90% of these youth have attended or are attending college to study agriculture. Of this group, 44% indicated they were not planning to pursue agricultural careers or were undecided prior to participating in the Junior DAIRY LEADER program.

**Dairy Discovery**
Dairy Discovery, a statewide program for 15 to 19 year olds, is a hands-on workshop held annually at Cornell University. Young people spend a day and a half on campus learning about dairy careers and the specifics of dairy cattle production.

**Impact**
- In March 2011, 90 young people and adults participated in Dairy Discover which focused on milk quality and milk production. Participants in this program represented 46 farms, 21,890 cows and 13,545 heifers. On a 1 to 5 scale, with 5 being the highest score, participants ranked Dairy Discovery 4.59.
Dairy Focus for New York State

The 4-H Career Exploration Program is held annually across the Cornell campus. Deborah Grusenmeyer, as the PRO-DAIRY youth specialist, provides a dairy focus to this three-day career exploration workshop for 15 to 19 year olds. Participants learn more about the dairy industry and its careers, build personal and professional skills, and develop a positive attitude about the dairy industry. In 2010, 22 youth participated.

Animal Crackers

At this annual event for youth ages 9 to 13, participants meet Cornell faculty and students, learn about different aspects of animal care, and interact with dairy producers and industry experts. Hands-on workshops are planned for each species group, and dairy is now featured on even years.

Impact

- 120 youth and parents participated in the dairy track of the Animal Crackers program in May 2010. On a scale of 1 to 5, with 5 being the highest score, participants rated the program 4.74. Participants indicated their knowledge and understanding of dairy cattle increased.

Traditional 4-H Dairy Youth Programs

These programs provide opportunities for young people ages 9 to 19 to participate in such activities as dairy judging, cattle showing and Dairy Cattle Quiz Bowl. These provide positive opportunities to learn about dairy cattle and careers.

Impact

- Dairy Cattle Quiz Bowl, a Jeopardy-like activity of knowledge, understanding and current issues in the dairy industry, attracts 400-plus participants yearly.
- 300 youth participate annual in dairy cattle judging which teaches them the skills and knowledge to select quality functional dairy cattle and heifers, as well as decision-making skills.
- Dairy Challenge attracts approximately 150 young people annually to test their skills on many aspects of the dairying.

Chad Wall

Chad Wall decided in middle school that he wanted to be a veterinarian. It was then that a flock of sheep on the family’s small livestock farm in Rodman, N.Y., had to be euthanized after being infected with a disease. The decision made, Chad wanted more exposure to all facets of agriculture.

How’s a nonfarm kid going to gain those experiences? Take advantage of every opportunity to learn more about agriculture, particularly dairy. That was Chad’s approach. In high school, he participated in a plethora of programs: 4-H, FFA and Dairy Prospects, a regional yearlong dairy youth program. But the PRO-DAIRY Junior DAIRY LEADER program was Chad’s tipping point experience.

“I always knew I wanted to head to vet school,” he says. “My experience didn’t have dairy as part of it, and programs like Dairy Prospects and Junior DAIRY LEADER exposed me to the industry and allowed me to network with a lot of people. The reason I went to Cornell was Junior DAIRY LEADER. It got me out of my comfort zone before I headed to college and made adjusting to college a lot easier.”

The yearlong Junior DAIRY LEADER program introduces young people between the ages of 16 and 19 to dairy careers and progressive dairy business people. It helps young people to develop communication, leadership and technical skills through workshops, hands-on activities and travel.

“The trips and meetings with industry people let me know I needed management experience,” Chad says. “In discussions with producers and their kids we talked about veterinarians and the roles they play. Then at one of the dinners I was talking to Dave Galton (former PRO-DAIRY director), and that convinced me about Cornell and veterinary school.”

Chad is one of the 90% of Junior DAIRY LEADER graduates who attended or are attending college to study agriculture.

“PRO-DAIRY has been heavily involved in my education,” Chad says.
PRO-DAIRY pursues several paths to reach New York dairy producers and agribusiness professionals. In addition to its popular and well-attended meetings, workshops and discussion groups, which attracted thousands of participants in 2010-2011, PRO-DAIRY achieves its mission to advance dairy professionals’ knowledge, skills and enthusiasm through the agricultural press and on websites.

Programs

- The Manager in Eastern DairyBusiness
- Dairy Profit Seminars
- PRO-DAIRY on the Web

The Manager in Eastern DairyBusiness

PRO-DAIRY’s 12-year collaboration with DairyBusiness Communications allows the program to publish educational articles in a popular and well-read dairy publication. Since 1999, PRO-DAIRY has published The Manager in Eastern DairyBusiness, a DairyBusiness Communications’ magazine.

PRO-DAIRY’s The Manager is a 15-page section published quarterly and mailed to more than 17,200 subscribers. The section of professionally prepared articles covering a range of highly relevant topics is also mailed independently to more than 4,000 New York dairy producers who do not receive Eastern DairyBusiness. The articles also appear on the PRO-DAIRY website to coincide with their publication in print.

Themes for The Manager in 2011 are Crop Management, Generation Next, Environmental Hot Topics and Using Profit to Manage Price Variability.

Impact

- Audiences at the Dairy Profit Seminars typically approach 150 to 200 attendees daily.

Dairy Profit Seminars

PRO-DAIRY has partnered with DairyBusiness Communications for several years to develop and deliver Dairy Profit Seminars at Empire Farm Days, the Northeast’s largest outdoor farm show. PRO-DAIRY specialists often serve as both panelists on and moderators of the seminar panel discussions.

At the 2010 Dairy Profit Seminars, PRO-DAIRY collaborated with DairyBusiness Communications and several New York dairy industry organizations, including Northeast Dairy Producers Association, New York Animal Agriculture Coalition, Dairylea Cooperative, New York State Department of Agriculture and Markets and the New York State Cattle Health Assurance Program, to present a symposium on Contemporary Farming: Helping the Food Chain Understand Agriculture. It also presented a producer panel focused on calf health and management.

The topics for the August 2011 seminars were Intensive Grazing, Generation Next, and Cow Comfort and Heat Stress Management. PRO-DAIRY hosted a post-seminar tour at a New York dairy to further explore cow comfort and heat stress management.

PRO-DAIRY on the Web

PRO-DAIRY’s popular website provides access to PRO-DAIRY materials and programs. Since a recent upgrade to http://ansci.cornell.edu/prodairy, it has had 11,433 visits (Aug. 2010 – July 2011) with 44,116 page views. Of those visits, 7,135 were unique visits and came from 121 countries and territories. These figures do not include visits to the three other sites to which PRO-DAIRY makes a significant contribution.

The major PRO-DAIRY websites:

- http://ansci.cornell.edu/prodairy
- http://prodairyfacilities.cornell.edu
- http://dairyprofit.cornell.edu
- http://manuremanagement.cornell.edu

In addition, PRO-DAIRY specialists work closely with the following websites that represent Cornell dairy industry-related programs:

- http://nmsp.cals.cornell.edu
- http://dfbs.aem.cornell.edu
PRO-DAIRY Collaborators

PRO-DAIRY thanks the State of New York, New York Farm Viability Institute and New York Center for Dairy Excellence for their financial support and the New York State Department of Agriculture and Markets and the College of Agriculture and Life Sciences at Cornell University for its years of commitment. Through collaboration with these partners and the 130 listed here, PRO-DAIRY will continue to provide expertise and leadership within New York’s dairy industry.

ADM Alliance Animal Nutrition
Agricultural Engineering Services
Advanced Ag Systems
Advanced Dairy Services
Ag Choice Farm Credit
Agricultural Consulting Services
Agricultural Waste Solutions
Agro-One Cooperative
Alpharma Animal Health
Alta Genetics
American Dairy Association & Dairy Council
American Farmland Trust
American Protein Corp.
Arm & Hammer Animal Nutrition
Attica Veterinary Clinic
Balchem Corp.
Bank of Castile
Barton & Loguidice P.C.
Battenkill Veterinary Clinic
Bayer Animal Health
Blue Seal Richer Dairy Nutrition
Boehringer Ingelheim Vet Medical
Bourdeau and Bushey Inc.
Brown's Feed
Capital Area Ag Consulting
Cayuga County Economic Development
Cargill Animal Nutrition
Cayuga Marketing LLC
Cayuga Renewable Energy LLC
Central New York Dairy, Livestock & Field Crops Program
Champlain Valley Agronomics
Community Bank NA
ConsuAgr
Cook’s Consulting
Cooperative Feed Dealers
Cornell Cooperative Extension
Agriculture & Natural Resource Educators
Countryside Veterinary Clinic
County-based Soil and Water Conservation District
Cows Come First
Cuff Farm Services
Dairy One Cooperative Inc.
Dairylea/DFA
Dairy Support Services
Dehm Associates
Diamond-V

Eastern DairyBusiness Magazine
Eastview Veterinary Clinic
Elanco Animal Health
Farm and Country Insurance
Farm Credit East
Feed Commodities International
Genex/CRI
Granville Veterinary Services
Harry Austin Milling
Hewitt Brothers
Holtz-Nelson Consulting
Ingredient Resource Corp.
Intervet/Schering-Plough
Animal Health
Jefferson County Agricultural Economic Development Corp.
JEM, USA
Jess Engineering
Jim Henion
JW Ferry & Associates
Keseca Veterinary Clinic
Lallemand Animal Nutrition
Land O'Lakes/Purina Feed
Land O'Lakes Animal Milk
Lowville Farmers Cooperative
Lowville Digester Work Group
Lutz Feed
McDowell & Walker
McLanahan Corporation
Mercer Milling
Micronutrients Inc.
Midland Bioproducts
Midstate Veterinary Clinic
New York Animal Agriculture Coalition
New York Farm Bureau
New York Organic Dairy Initiative
New York State Agriculture Mediation Program
New York State Cattle Health Assurance Program
New York State Certified Agricultural-Environmental Planners
New York State Department of Conservation, Division of Water
New York State Energy Research Development Authority
New York State Soil & Water Conservation State Committee
Norco
Northeast Agriculture Technology Corp.

Northeast Ag and Feed Alliance
Northeast Certified Crop Advisor Program
Northeast Dairy Producers Association
Northeast Farm Credit
AgEnhancement Program
Northern NY Dairy Team
Northwest New York Dairy, Livestock & Field Crops Program
Novartis Animal Health
Novus International
Palmer Veterinary Clinic
Papillon Agricultural Corp.
Pennfield Corp.
Perry Veterinary Clinic
Pfizer Animal Health
Pioneer Hi-Bred
Poulin Grain Inc.
Progressive Dairy Solutions Inc.
Quality Milk Production Services
Rapp Dairy Nutrition
Reisdorf Brothers
Renaiasnce Nutrition Inc.
Round House Mill
Rupprecht Veterinary Clinic
Shur-Gain USA Inc.
Springville Veterinary Services
Spruce Haven Farm & Research Center
Starland Veterinary Services
The Old Mill-Troy Inc.
Twin Birch Farm
U.S. Geological Survey
Upstate Niagara Cooperative
USDA Farm Service Agency
USDA Natural Resource Conservation Service
Venture Milling
Ward and Van Scoy
Watertown Animal Hospital
West Central
Western New York Crop Management Association
Western New York Energy LLC
Whitman’s Feed Store
Wight and Patterson
William H. Miner Agricultural Research Institute
Wyoming County Dairy Institute
Zinpro Corp.
The PRO-DAIRY Mission
Increase the profitability and competitiveness of New York’s dairy businesses through industry-applied research and educational programs that enhance farm profitability while advancing dairy professionals’ knowledge, skills and enthusiasm.

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Making a difference
in people’s lives and businesses

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College of Agriculture and Life Sciences