

PROFIT SEMINARS

PRO-DAIRY

By Julie Berry

A sneak peak at Empire Farm Days Dairy Profit Seminars

Dairy Profit Seminars at Empire Farm Days (EFD) are a regular stop for dairy farmers and agribusiness professionals. Each session starts at 10:30 am at the Dairy Seminar Center, on the show grounds at Rodman Lott & Son Farms, near Seneca Falls. This year's show is slated for August 11 through 13. The seminars are free and are a collaboration between Cornell's PRO-DAIRY and *DairyBusiness East*. This issue of *The Manager* is a supplementary resource for the seminars.

Seminar speakers and panelists are featured as guest authors and are included in a farm profile. The EFD seminars will offer more in-depth discussion of the topics.

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This Manager issue from PRO-DAIRY focuses on EFD Profit Seminars.

dairy facility. Derek and Jake Conway, who recently went through a farm expansion and management transfer, along with their business consultant, Mark Mapstone, Farm Credit East, are also panelists and share their insight in a farm profile.

The Junior DAIRY LEADER presentation and graduation ceremony is 1:30 pm, Wednesday. The Junior DAIRY LEADER is a statewide year-long program for youth between the ages of 16 to 19 who are interested in learning about careers in the dairy

field, along with adding to their leadership, personal and professional development.

Thursday's seminar is: *Using Income Over Feed Costs to Manage Your Dairy* and farm and agriservice panelists will share how they track feeding program performance. *Manager* guest authors from Cargill explore income over feed costs as a profit driver, and author Russ Saville is an EFD panelist. PRO-DAIRY's Betsey Howland and Jason Karszes explain net milk income over feed costs and its impact on profitability. Howland is the panel's moderator.

Julie Berry (jrb7@cornell.edu) edits *The Manager* for PRO-DAIRY.

Save the date!

For more information, email biogas@cornell.edu or visit <http://pro dairy.cals.cornell.edu/conferences>.

2015 Dairy Environmental Systems and Climate Adaptation Conference and Tours

This 2-day regional conference, with an optional third day of tours, features a unique opportunity to learn about emerging dairy housing and manure management systems in conjunction with regional climate trends and national and international market force drivers. Climate adaptation strategies for the Northeast and upper Midwest is also a conference focus. Speakers include: Hans Johr: The Corporate Head of Agriculture for Nestle in Switzerland; John Fiscalini: California dairyman and cheese-maker, home of the world-famous Fiscalini farmstead cheese!; and Frank Mitloehner: Professor and Extension Specialist at UC-Davis, who specializes in agricultural air quality and sustainability. ■ July 29 – 31, 2015, The Statler Hotel, Cornell University, Ithaca, NY

The Manager, a special section prepared by PRO-DAIRY specialists appears in *DairyBusiness East* four times a year. In keeping with the PRO-DAIRY mission, *The Manager* helps strengthen the management skills of dairy producers and increase the profitability of the dairy industry. PRO-DAIRY, an educational program begun in 1988, is a joint venture of the New York State Department of Agriculture and Markets, Cornell University's College of Agriculture and Life Sciences, and Northeast agriservice organizations. For reprints of PRO-DAIRY's *The Manager*, contact David LaCombe, DairyBusiness Communications, 6437 Collamer Rd, East Syracuse NY 13057. P: 800.334.1904 or 315.703.7979 ext. 235. Email: dlacombe@dairybusiness.com.