



EMPIRE FARM DAYS 2016

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 9 through 11. The seminars are free and are a collaboration between Cornell's PRO-DAIRY and *DairyBusiness & HolsteinWorld* magazine.

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.

Tuesday's seminar is: **Enhanced Herd Health through Effective Protocol Management.**

Rob Lynch, DVM, Dairy Herd Health and Management Specialist, Cornell PRO-DAIRY, will discuss how the proper development, implementation, and monitoring of treatment protocols can improve herd health and ensure safe food and also writes about that in this issue.

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This Manger issue from PRO-DAIRY focused on EFD Profit Seminars.

sentation 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: **The Changing Labor Environment – Responses and Approaches.**

The labor environment on dairy farms is changing at a rapid pace, impacted by technology, the regulatory environment, competition from other industries,

as well as the pool of potential job applicants. Managing the cost of labor and other management issues associated with labor is a priority on most farms. **Dale Hemminger**, Owner, Hemdale Farms, Seneca Castle; **Gregg McConnell**, Business Consultant, Farm Credit East, Geneva; and **Tom Maloney**, Senior Extension Associate, Cornell University will serve as panelists. They will discuss investing capital into the business, such as new technologies, facilities, or equipment, along with options to improve the performance of labor through training, organizational structure and performance management. **Jason Karszes**, Dairy Farm Business Specialist with Cornell PRO-DAIRY, will moderate the panel. In this issue Maloney writes about how to help employees become more valuable as cost of labor increases. Jennifer Ifft, Assistant Professor and Mueller Family Sesquicentennial Faculty Fellow in Agribusiness and Farm Management in the Charles H. Dyson School of Applied Economics and Management at Cornell University, provides a historic perspective on capital versus labor. Hemminger shares his experience with deciding to make a capital investment in robotic milkers to become more efficient.

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Save the date!

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

■ Academy for Dairy Executives
Sessions begin December 13 – 14, 2017
Western New York Region

■ Operations Managers Conference
January 24 – 25, 2017
Holiday Inn, Liverpool, NY

■ Herd Health and Nutrition Conferences
April 12, 2017 – Holiday Inn, Liverpool, NY