



Program Set for 2012 Dairy Summit

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HARRISBURG, Pa. — Organizers have finalized the program for the 2012 Pennsylvania Dairy Summit, Feb. 8-9 at the Lancaster Host Resort in Lancaster, Pa.

The summit is held annually by the Professional Dairy Managers of Pennsylvania and the Center for Dairy Excellence, with support from the Penn State Extension Dairy Team and the Pennsylvania Department of Agriculture.

New this year, the summit will offer a one-day "Core Dairy Track" to provide dairy managers who have difficulties getting away with meaningful information to take back and quickly apply to their operations.

Continuing education opportunities through the American Registry of Professional Animal Scientists, the Pennsylvania State Board of Veterinary Medicine and Farm Credit's SmartStart program are also part of the event.

A highlight of the summit, this year's producer showcases will feature Hanehan Dairy Farm in Stillwater, N.Y., presented by Cliff Hanehan, and Greenstone Grazing in Georgia, presented by John Neizen.

Hanehan Farms includes 700 milking cows and 1,100 acres, while the farm's satellite operation in Sydney, N.Y., managed by the next generation of Hanehans, also has 700 milking cows.

Greenstone Grazing is a 700-cow management-intensive grazing dairy with 300 irrigated and 70 nonirrigated acres of pastureland.

Keynote speakers for the event include Bruce Jones, University of Wisconsin, Madison, who will discuss the "Key Principles for Success in Dairy Today and Tomorrow," and Dick Beardsley, author of the best-selling book, "Staying the Course," who will share a stunning story of overcoming extreme obstacles.

Gigi Vitae, president and COO of Fonterra's North America division, will discuss how a global marketplace, dairy policy and the farmer's mailbox price interrelate, with exports having a significant impact on what happens domestically.

Drew Wilkins, procurement manager for Cargill Regional Beef in Wyalusing, Pa., will showcase Cargill Meat Solutions' commitment to providing great-tasting meats to their customers and how that commitment begins at the farm gate.

For farms interested in renewable energy, a panel discussion on Thursday morning will show how renewable energy technologies are providing opportunities for dairy producers to capture additional sources of income.

Jerry Bingold from the Innovation Center for U.S. Dairy will talk about how national initiatives are opening new avenues for producers to benefit from this technology during the panel discussion.

Breakout sessions will include:

The Dairyland Initiative: A Guide to Welfare-Friendly Dairy Housing, by Nigel Cook, University of Wisconsin-Madison, who will talk about the standards needed to produce an economically viable dairy industry with animal well-being as the No. 1 goal.

The Potential of Alternative Feeds to Improve IOFC, by William Weiss, Ohio Ag Research and Development Center, who will talk about evaluating alternative feeds, including feed efficiency, nutrient composition and shrinkage.

Using Genomics to Strengthen Your Herd's Future, a panel discussion with three dairy producers telling how they've found success in using genomics to build their future herd.

Strategies for Improved Reproduction, a panel discussion with three producers describing what they've included in their herd management programs to improve reproduction and what results they have had.

A Roadmap to Robotics, a panel discussion with two producers who have used robotic milker systems for several years talking about the stumbling blocks they've found along the way and how they've gotten the new technology to benefit their business.

Understanding the Ins and Outs of Succession Planning & Estate Tax Laws, a panel discussion with Vicky Trimmer, a lawyer at Persun & Heim, Tim Sutherland, a financial planner with AgChoice Farm Credit, and a dairy producer.

Cost is \$200 per person, with a \$100 discount for dairy producers available through the Lancaster Workforce Investment Board (WIB). Additional scholarship opportunities and discounts for one-day participants and multiple participants from the same farm are also available.

More program and registration information is available at www.padairysummit.org. To request a copy of the brochure, email info@padairysummit.org with your contact information.

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