

Summit will showcase two future-minded dairies

By SHERRY BUNTING
Special for Farmshine

LANCASTER, Pa.—After being through the economic equivalent of Mr. Toad's Wild Ride, dairy producers are looking forward to putting 2009 behind them, but taking what they have experienced, forward, as they evaluate their farm businesses for the future.

The 2010 Pennsylvania Dairy Summit on Feb. 3 and 4 at the Lancaster Host Resort provides the perfect opportunity to learn and regenerate.

A perennial favorite of the two day event is the dairy farm showcase sessions.

On Wednesday, Feb. 3, the spotlight will be on Rosendale Dairy, located in Fond du Lac County, Wisconsin. Jim Ostrum will talk about the process of developing this state-of-



Phil Kulp



Jim Ostrum

the-art 4,000-cow dairy on 2,500 acres near Rosendale to be one of Wisconsin's most environmentally sound, modern and efficient farms.

Ostrum and his partners John Vosters and

Todd Willer are third generation dairy farmers with 15 years of success operating large farms with a longstanding commitment to animal health and in working cooperatively with the state's Department of Natural Resources. From the free-stall barn architecture to high-efficiency ventilation, natural sand bedding and custom feed mixing, this dairy is designed to maximize individual cow comfort.

Industry observers and economists note the Dairyland State has been retooling its dairy industry for greater efficiency over the past several years, turning Wisconsin's prior declines in milk output into a pattern of year over year increases—even in 2009.

At a time when the economy is struggling and other businesses are retrenching, Rosendale Dairy represents a \$70 million investment in the state of Wisconsin, according to

the dairy's website, along with 70 permanent local jobs, hundreds of construction jobs and annual purchases of more than \$30 million in goods and services from local contractors and vendors. Approximately \$6 million, alone, was spent on environmental technology for the farm's nutrient management and wastewater treatment system.

Strong demand for milk at regional dairy and cheese plants has allowed efficient dairy business operators to take advantage of current low interest rates and plan farm expansions.

This investment is significant for its local impact and the ripple effects on the state's rural economy as large farms like Rosendale Dairy are increasingly important in sustaining the state's agricultural infrastructure, which in turn benefits the state's smaller farms.

On Thursday, Feb. 4, Pennsylvania's own Kulp Family Dairy, LLC, based in Martinsburg, Blair County, will be the farm showcase. Phil and Becky Kulp are co-owners of the dairy, which has grown to over 2000 cows.

In 1972, Phil's parents, Larry and Mary Ann Kulp, relocated their dairy business from Bucks County to Blair County. With Phil at the helm as general manager, the construction of a 700-cow dairy complex in 1999 launched ten years of progressive growth with the goal of creating an enjoyable environment for employees and cattle.

Today, Kulp Family Dairy spans four locations, which are home to more than 40 employees, 2,630 mature cows and 2,350 heifer replacements. The overall herd average is 27,500 pounds, and cropping includes 2200 acres of corn silage and 1200 acres of alfalfa.

In the past few years, Phil has concentrated on satellite dairy opportunities—matching the growth of the family business with the readiness of his employees to take on new challenges, while at the same time working with producers who wanted to transition out of the dairy business.

This led to acquiring a satellite location in Martinsburg as well as a heifer-raising facility and Hilecrest Farm, LLC near Tyrone, which is devoted to milking two-year-olds.

Phil views key experiences in his life as building blocks for his present role. His 15 years in organized athletics taught him the value of teamwork. A bachelor's degree in business management from Liberty University furthered his understanding of finance and business concepts.

Most recently, he says, "The blessings of a great wife and six children have motivated me to become more active as an agriculture advocate."

Phil will speak from experience about factors specific to Pennsylvania as existing dairy operations help other operations that have decided to exit the business make the transition. He'll talk about the synergies and efficiencies he looked for when working with exiting producers as well as the factors that can make these transitions difficult.

For example, he'll touch on the issues that affect the probability of land staying in dairy production, such as competing with other uses to secure good available farmland for existing dairies to grow, having the freedom and support to maximize yields on Pennsylvania farmland to remain competitive with cost of production elsewhere, and securing the human capital for success by providing opportunities for the industry's hard working people.

These two showcase dairy farms are just a fraction of the timely and thought-provoking speakers and topics at this year's Summit.

For your convenience, a Dairy Summit registration form appears on this page. Registration can also be done online at www.padairysummit.org; Or call PA Dairy Summit co-sponsor PDMP for more information at 877.326.5993.

2010 PENNSYLVANIA DAIRY SUMMIT REGISTRATION

(Please print or type. Make a copy of this form for your records. Confirmations are only sent by email.)

Dairy Producers Use This Side For WIB Discount
(WIB requires that you supply all the information below, including a Social Security Number for each person.)

Farm Name _____
County _____ Employer ID (if available) _____
Mailing Address _____
City _____ State _____ Zip _____
Daytime Phone _____ Daytime Fax _____

First Person _____
SS# (Required) _____
Male _____ or Female _____ / New Hire _____ or Current Worker _____
Email _____

2nd Person _____
SS# (Required) _____
Male _____ or Female _____ / New Hire _____ or Current Worker _____
Email _____

3rd Person _____
SS# (Required) _____
Male _____ or Female _____ / New Hire _____ or Current Worker _____
Email _____

This form may be photocopied to add more names.

Producer Registration to Attend the Full Summit:
WIB discount does not apply unless SS# is Provided Above
_____ people at \$80 = \$ _____
This fee represents a \$120 per person WIB Discount.

Producer Registration to Attend One Day of the Summit:
Wednesday Only _____ | **Thursday Only** _____
_____ people at \$55 = \$ _____ | _____ people at \$55 = \$ _____
This fee represents a \$80 per person WIB Discount.

TOTAL PAYMENT DUE FOR REGISTRATION \$ _____

All Others Register Here
(WIB discounts can only be used by dairy producers.)

Business/Organization Name _____
Mailing Address _____
City _____ State _____ Zip _____
Daytime Phone _____ Daytime Fax _____

First Person _____
Title or Position _____
Phone _____
Email _____

2nd Person _____
Title or Position _____
Phone _____
Email _____

3rd Person _____
Title or Position _____
Phone _____
Email _____

This form may be photocopied to add more names.

Registration to Attend the Full Summit:
First Person at \$200 = \$ _____
_____ Additional people at \$150 per person = \$ _____

Registration to Attend One Day of the Summit:
Wednesday Only
First person at \$135 = \$ _____
_____ Additional people at \$100 per person = \$ _____

Thursday Only
First person at \$135 = \$ _____
_____ Additional people at \$100 per person = \$ _____

TOTAL PAYMENT DUE FOR REGISTRATION \$ _____

Help us plan accurate seating and meal counts.
How many of the people registered on this form will eat the meals included in their registration?

Wednesday, Feb. 3 | **Thursday, Feb. 4**
____ People for Lunch | ____ People for Breakfast
____ People for Dinner | ____ People for Lunch

Total Amount of Payment \$ _____

____ Please email me a receipt for my records.
PDMP's Federal ID #: 23-3066186

To MAIL payment, send completed registration form with check or money order payable to PDMP:

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