

PDMP

Professional Dairy Managers of Pennsylvania

... Seeking to Advance the Dairy Industry in Pennsylvania Through Improved Productivity and Profitability



Newsletter

Fourth Quarter 2006

PDMP Plans for Industry Prosperity through Education

Changes in the industry combined with the impact of the economy are making it ever more important for dairy producers to stay on top of their game. Doing things the way they've always been done is no longer an option. PDMP will be there for progressive dairy producers and their suppliers during 2007 with a full array of programs that touch on day-to-day issues that affect your productivity and profitability.

The year begins February 7 and 8 with the 2007 Pennsylvania Dairy Summit in Lancaster, which PDMP co-hosts with the PA Dairy Stakeholders and the support of the Center for Dairy Excellence, the PA Department of Agriculture, and the Penn State Dairy Alliance.

In just a few short years, this has become the state's premier educational event for the dairy industry. Last year more than 500 attended and with an expanded exhibit area, bonus sessions for early arrivals, planned networking opportunities, and top-notch speakers, we are expecting even more dairymen at this year's Summit. Take a look at these breakout topics and you're sure to see an issue that is important to you: quality milk, nutrient management, risk

management, robotic milkers, crisis planning, precision feeding, transition cows, genetic marketing, animal welfare, energy costs, labor management and knowing your numbers. Find complete details on the Summit inside or go to <http://www.padairysummit.org>.

PDMP also co-hosts the annual Dairy Tour. With Penn State's Dairy Alliance, a tour has been offered to Washington state, March 13-16. PDMP members have the first option on seats for this tour and the buses are quickly filling. After January 1 any available seats will become available to others outside PDMP's membership. Look at the program details inside this newsletter and make your reservations now.



of their herd. The schedule includes sessions in June on manure management, in August on synchronized nutrition, and in November on partnerships and outside investors. The meetings are held in various parts of the state and will include farm visits in June and August.

To meet the need for technical training, PDMP is cooperating with the Penn State Dairy Alliance in planning workshops on two topics: Feeding Management and Milk Harvest Management. Each topic will be presented three different times at three different locations and the emphasis will be on business management issues as well as technical aspects. In each location a tour will be included where the host farm actually becomes your "lab" for hands-on training. Watch for details in January with the sessions to be held in the early Spring.

PDMP extends a \$50 rebate to any producer member who attends the Dairy Summit. In an effort to make other segments of the educational program accessible to all producers, a grant will make it possible for them to receive rebates on registration fees for some of the sessions. If rebates are available, details will be spelled out on registration materials.

Find More Information at: www.pdmp.org

2006 Board of Directors

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President's Message

As 2006 draws to a close, we look back at the year as one of great challenges and we look forward with the great promise of all the possibilities PDMP opens for its members.



This year may have been more financially devastating than 2002. For this year, we not only had depressed milk prices, we had much higher input costs. This, in turn, has caused even the most financially stable dairymen to struggle with cash flows.

It is obvious that the "hay days" are over in the dairy industry. As producers, we have been lectured for years about sharpening our business and management skills. As I mentioned earlier, this past year has stressed even the sharpest of managers. This change will no doubt lead to a leaner, more sophisticated industry.

All change brings with it challenges and challenges build character. The problem is producers cannot continually withstand this cyclic adversity caused by price depression.

If we are going to maintain food production in this country, something has got to change.

In terms of profitability, efficiency can only be maximized to a certain level. The number one factor affecting our bottom line is price. In these current economic times, I think a tremendous opportunity exists for PDMP members and all dairymen alike to join together to advocate a change in the current milk pricing structure. As production efficiencies reach their limits, dairymen must look to other areas to improve profitability, such as marketing.

As producers, we tend to be price takers instead of price makers. Imagine the possibilities if PDMP could come together to create a marketing agent for our members' milk.

It may sound impossible to organize a hundred or more dairymen. However, if we are going to champion change, we must stand up for ourselves. No one else can better represent our cause than us.

In closing, as PDMP members embark on the new year, maybe we should look at our businesses from a different angle . . . from a new perspective. PDMP members have the reputation of being "out-of-the-box thinkers." So maybe this is the time to plant some seeds of change and nurture them into results.

This year PDMP has continued to prove itself a dairy industry leader -- from providing outstanding meetings and educational programs to accepting the opportunity to testify before the U.S. Senate Committee that will plan our nation's next major farm bill --and I've been proud to be part of that tradition as your president. I hope you will join me in continued support of this organization and its endeavors.

As we enter 2007, I wish everyone associated with PDMP peace and prosperity throughout the new year.

PDMP Names Novak New Executive Director

PDMP began its search for a new Executive Director last spring, as soon as Mike Brubaker announced his intention to leave the organization as he pursued a career as an elected official.

At the membership meeting on November 16, the Board of Directors announced the selection of Alan P. Novak, president and founder of Novak Strategic Advisors (NSA), to fill this leadership position with the organization effective December 1.

In making the announcement, PDMP President Logan Bower said, "We are very pleased to have Alan Novak bring his wide range of experience and successful organizational leadership to PDMP. We look forward to his guidance as we work to increase our membership and effectiveness."

Novak told the membership, "PDMP has a strong, clearly defined mission and a talented team of leaders. I look forward to being part of the team which builds upon its core principles and values and to the challenge of working with the members, and assisting them in the growth of PDMP. "

Recognizing the importance of dairying to Pennsylvania's economy, Novak indicated he is eager to work with PDMP to make the dairy industry sustainable and to support them in their commitment to a long-term, profitable future for the dairy industry. He said, "I welcome the opportunity to serve as the organization's spokesperson and to promote the dairy industry and its future in Pennsylvania. PDMP is the future of the dairy industry."

Since the announcement of his selection Novak has been learning about PDMP's history and planning for its future. Novak sees a growth in membership as a step in the right direction. One of his first tasks is to identify who PDMP's members are, as well as those who aren't, but should be. "Then we need to bridge the gap and bring them in. PDMP should seek members who are committed to making the dairy industry sustainable for generations to come," he said. "We want members who are committed to being the best dairy farmers they can be."

Novak will attend the 2007 Pennsylvania Dairy Summit, February 7 and 8 in Lancaster. He is look-

ing forward to the event, he said, in part because it will be his first opportunity to meet with members of the industry as a whole. More than 500 people from across the commonwealth are expected to attend the educational meeting, which is hosted by PDMP and the Pennsylvania Dairy Stakeholders.



Alan Novak

Dairy farmers are really sophisticated businessmen, noted Novak. Farms today are increasingly run as businesses, using high-tech equipment along with an "old fashioned" sense of integrity and commitment. PDMP is a producer-driven organization, said Novak, and he will continue that tradition. Novak hopes to show dairy farmers the value of PDMP regionally, encouraging them to participate in the organization individually.

Another area of expansion that Novak sees is in strengthening PDMP's effectiveness in the state legislature. As a former chair of the State Republican Committee, Novak's experience will aid him in educating legislators about the importance of the dairy industry to the state's economy.

"My goal is to make friends and build respect for the industry," said Novak. "PDMP really is a powerful force."

"I am just grateful for this opportunity to serve PDMP's members," said Novak. "I would invite members to contact me. Invite me to events and visits so that I can learn more." Novak has been spending his initial days on the job meeting with individual board members, producers, and farmers.

In November, PDMP's first Executive Director Michael Brubaker was elected to represent the 36th Senatorial District in the Pennsylvania State Legislature.

PDMP News

Welcome New Members!

Ron Atherton
Agri-King, Inc.

Bob Byers
Agri-King, Inc.

David Casper
Agri-King, Inc.

Bill Enos
Agri-King, Inc.

Ken Heimbach
Agri-King, Inc.

Tim Houck
Dairy Farmers of
America-Mideast Council

David Kehr
Kehr Acres

Peter Knutsen
Agri-King, Inc.

Ken Miller
Birchrun Hills Farm

Bob Nutt
Nutt Farms

Mark Reinhardt
Dairy Farmers of
America-Mideast Council

Heather Schofield
Dairy Farmers of
America-Mideast Council

George Stambaugh
Stambaugh Farms

Al Trace
Dairy Farmers of
America-Mideast Council

Members of the PDMP Ambassadors Club

Name	#Members recruited
Logan Bower	4
Mike Brubaker	2
Darryl Gross	1
Jeff Harding	2
Duane Hershey	1
Marilyn Hershey	1
Dave Hileman	1
Mike Hosterman	1
Randy Huntsman	1
Bob Kieselowsky	1
Woody Martin	1
Sam Matthews	1
Mike Peachey	1
Jo Riser	1
Andrew Terrell	3
Andy Young	1
Mark Yarish	1
Art Zug	5
Dina Zug	1

Learn how you can become a member of
the Ambassadors Club at
http://www.pdmp.org/mi_ambassador.htm

Scholarships from the Pennsylvania Dairy Stakeholders and the Pennsylvania Dairymen's Association are available to cover the majority of the cost for the PA Dairy Summit for those between the ages of 17 and 25 to experience this premier industry event. **However, the deadline to apply is December 29**, so you must act quickly. Scholarship applications and complete conference information are available at <http://www.padairysummit.org> and at <http://www.padairystake.org>.

PDMP Elects 2007 Officers and Directors

At the annual membership meeting November 16, the following slate was elected.

President – Logan Bower
Pleasant View Farms - 2008

Vice President – Rod Hissong
Mercer Vu Farms - 2009

Secretary – Randy Huntsman
PA Fair Valley Farms - 2009

Treasurer – Duane Hershey
Ar-Joy Farm - 2009

Past President -- David Hileman
Hilecrest Farms

DIRECTORS

Terms ending December 2009

Jeff Harding
Monsanto

Duane Hershey
Ar-Joy Farm

Rod Hissong
Mercer Vu Farms

Terms ending December 2007

Randy Huntsman
PA Fair Valley Farms

Michael Hosterman
AgChoice Farm Credit

Dina Zug
Zugstead Farm

Terms ending December 2008

Logan Bower
Pleasant View Farms

Dale Hoffman
Kar-Dale Acres

Bi-Lingual Safety Training is a Benefit for PDMP Members

As the number of dairy farms using migrant labor increases, there is also a growing need for employee training that spans the language barrier. Through an arrangement with Bernard C. Morrissey Insurance, Inc. members of PDMP can access Bi-Lingual Loss Control Training that can have a influence on the premiums paid for property and casualty insurance.



They have a strong desire to complete the task at hand and many times are oblivious to the dangers present in operating a piece of machinery such as a skid loader. This program has helped raise the safety awareness of my employees.”

This specialized training for the dairy industry covers all aspects of safety hazards associated with the farm such as equipment operation, tractors, front-end loaders, field operations, and milk house operations, as well as basic vehicle safety for pick-ups and farm trucks.

Morrissey Insurance agency will book the training for free at the convenience of PDMP members for whom they have quoted and written insurance. Each session is conducted for an individual farm at a comfortable location of their choice and refreshments are provided. The two-hour modules are available in English and also in Spanish depending on the needs of the farm.

PDMP President Logan Bower was among the first to sample the program when the organization formed a liaison with the Morrissey Agency to make the training available to members. He said, “Generally speaking, our Hispanic work force has very little exposure to the mechanization of a modern dairy.

Gary Kline, who also has used the program, told PDMP, “Safety for the Y-Run team is something we cannot afford to take for granted and we need to be proactive about it.”

According to Bernie Morrissey, insurance underwriters take a more favorable look at companies and businesses that take steps to minimize their exposure to potential losses. First, there’s a possibility for a reduced premium. Secondly, if an insurance claim is ever made, the farmer is in a better position if it can be documented that employees were properly instructed on safety and work procedures.

Bernie, founder of Morrissey Insurance, teaches the English part of the program while the Spanish module is taught by Maria Del Carpio, an attorney who came to Lancaster County from Peru.

For information on how PDMP members can take advantage of this free training, contact the Morrissey agency at 1-800-422-8335. Their website is <http://www.insuringyourfuture.com>.

Governor Rendell Addresses PA Dairy Task Force

Governor Edward G. Rendell commended the Pennsylvania Dairy Task Force for its efforts in revitalizing the state’s dairy industry during the Task Force’s quarterly board meeting at the Farm Show Complex & Expo Center in Harrisburg. More than 60 individuals representing all facets of Pennsylvania’s dairy industry were on hand to hear key updates on the Task Force and the Center for Dairy Excellence.

Pennsylvania Secretary of Agriculture Dennis Wolff led the meeting and Pennsylvania Department of Agriculture staff gave updates on initiatives like the ACRE program, farm permitting, the Center for Farm Transitions, PAgrows, nutrient management regulation and nutrient trading.

Center for Dairy Excellence Executive Director Gary Heckman reported on the Center and the Task Force’s progress over the past year. Several key initiatives were updated, including:

- ♦ Dairy XP, a program that provides a financial incentive to producers committed to increasing on-farm production by five percent in 2006. The program is a pilot project in Tioga and Bradford counties, where many farms have exited the business over the past 20 years. So far in 2006, the net growth in milk production for the 97 participating farms is 10 percent.
- ♦ The Dairy Profit Team Program, in which 76 farms are participating. The Task Force has set a goal to grow the program to 130 farms in 2007, and “New Farm” workshops are being held around the state. Any producer is eligible to apply for the program, with funds available to offset the cost of paid team members. In the first year, participating farms saw an average profit increase of \$249 per cow.
- ♦ The Dairy Advocacy and Resource Team program

continued

News For and About Members

Notes from PDMP's Annual Membership Meeting

Thursday, November 16, 2006

Ted Lick Conference Center, Harrisburg, PA

The membership of the Professional Dairy Managers of Pennsylvania met on Thursday, November 16, 2006 in Harrisburg, Pennsylvania, with Logan Bower presiding. There were more than 50 members in attendance.

After welcoming the membership, President Bower reminded them that the Board had amended the bylaws this past fall to allow the annual meeting to be held in conjunction with this fall meeting so the elected officers and Board members could begin their terms on January 1 following their election. He thanked the members for their dues support, the sponsors, the businesses who paid associate member dues, all those who worked on the Professional Development Meetings and Dairy Summit, and all those who helped PDMP over the past year.

Mr. Bower introduced all the Board members and also Lisa Holden who serves as the liaison from Dairy Alliance. He expressed his appreciation for the work of the group. He also offered special thanks to Pat Heuser and her staff team for their organizational skills.

TREASURER'S REPORT

Duane Hershey referred to the financial report showing income and expenses for the current fiscal year through November 10, 2006, noting that the dividend reported shows that funds not earmarked for operations are invested to help support the overall budget. He also noted that some of the income and expenses are specific to the implementation of the Dairy Summit. Mr. Hershey also referred to the balance sheet, showing the investments and other cash assets. Mr. Bower advised that the report will be filed for audit at a later date, and the report was accepted as presented on a motion duly made, seconded, and carried unanimously.

ELECTION

Randy Huntsman reported as chair of the Nominating Committee, thanking Dave Hileman and Duane Hershey for their participation on the committee. He referred to the election slate and

the directors whose terms end December 31, 2006, noting all are eligible to serve another three-year term – Jeff Harding, Duane Hershey, and Rod Hissong. Mr. Bower asked for any other nominations from the floor and none were offered. A motion was made and duly seconded and carried unanimously to close nominations and approve the election of the individuals as presented.

MEMBERSHIP REPORT

Jeff Harding commented on the growth of the organization over the past two years and expressed the Board's pleasure at working with Mike Brubaker and now Alan Novak on seeking and retaining more members. He reported that the goal this past year was to double our number of producer members and we are almost there. The hope is to have 150 producer members by the end of 2007. The Board has targeted dairies with long-term, positive outlooks that should be part of the PDMP and will be contacting them personally. He also thanked MidAtlantic and AgChoice Farm Credits for their support in rebating half of the dues paid by new producer members.

ISSUES REPORT

Mike Brubaker referred to the letter authored by NEDPA that the PDMP Board had endorsed and co-signed regarding the rbST issue, because the Board feels it is disruptive to separate milk into segments.

He also referred to the REAP program information and described how the program would benefit producers in redirecting a portion of their commonwealth tax.

2006 PROGRAM REVIEW

Mr. Bower commented on the past year's activities: the three Professional Development Meetings attracted more than 300 attendees; the Dairy Summit co-hosted by PDMP had over 500 attendees; and the 2006 tour with Dairy Alliance easily filled two buses. He pointed out PDMP's relationship with *Farmshine* with stories every week about our members and our activities. He also commented on the corn silage research project.

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News For and About Members

Governor Rendell Addresses PA Dairy Task Force

continued

(DART) includes six sets of quarterly regional meetings held across the state, bringing dairy professionals together to grow their resources and network base to help producers. In 2006, 264 industry representatives participated in the program, reaching more than 1,000 farms.

♦ A new consumer brochure called "Dairy Farmers Care," is available free of charge to share dairy's many contributions to the economy, environment, their animals and our health.

♦ The Center received a grant for a New and Beginning Producer Study, conducting research with dairy staff from The Pennsylvania State University during the first half of 2007.

In addition, milk production per cow in the state continues to grow, fueling a growth in total milk produc-

tion, up 2.1 percent in October and nearly 40 million pounds above the industry's goal outlined by the Task Force in 2004.

"In 2005, Pennsylvania's milk production level was equivalent to the state's output in 1995, while the nation as a whole grew 14 percent in milk production over the 10-year period," Heckman said. "While not having a major impact on national production levels or on the milk pricing structure, increasing the state's milk production will help improve farm profitability and maintain the processing infrastructure in the state, vitally needed by both our producers and the local economy."

Following the presentations, Task Force committees identified 2007 priorities to incorporate into plans for the Center and Task Force. More information can be found at www.centerfordairyexcellence.org.

Notes from PDMP's Annual Membership Meeting

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2007 PROGRAM REPORTS

2007 Dairy Tour - Michele Moyer reported that the Dairy Alliance and PDMP will once again partner for a dairy tour to Washington State, noting that information was mailed to members, and was also available at the meeting and on the website. She described the farms and noted the sponsors are AgChoice Farm Credit and Land O'Lakes Purina Feed. The registration fee is \$200 for members and \$300 for non-members, and PDMP members will have first priority to register until December 31; then the remaining seats will be open to members and non-members alike.

Dairy Summit - Mr. Bower referred to the program for Dairy Summit, scheduled for the Lancaster Host Resort on Feb 7 and 8, 2007. He thanked those on the committee for helping to plan and especially Jayne Sebright for her work contacting speakers, as well as Ms. Heuser and her group for helping to put things together. He encouraged early signup.

Silage Preservative Project - Andy Young thanked everyone for the opportunity to chair the Research & Development Committee. He talked about the

value of the research project in helping producers have objective information about the products they need. He presented a PowerPoint overview of the history of the research activities in conjunction with Penn State. Penn State publishes the full data reports on their website for anyone to review, but only PDMP members can use the customized web-based data analysis tool.

Mr. Young reported on the next research effort -- the Silage Preservative Project, noting this will be an all-inclusive project to provide the most information to the most dairy producers, open to all marketed products in the state. A team of experts will be assembled; will establish methods, protocols and processes; and will hope to start having projects on the ground before end of the 2007 year.

In concluding the meeting, Mr. Bower referred to the mission statement and encouraged members to review the committee structure. He noted that if PDMP is to continue to grow into the future, the Board needs to circulate responsibility into more of a committee structure. He asked members to sign up for a committee to help with activities for the future.

News For and About Members

PDMP Awards Two \$1000 Scholarships

PDMP has awarded \$1000 scholarships to each of the two Penn State students who participated in the dairy group's intern program during the summer of 2006. President Logan Bower announced that the grants would be made to Jason Pontillo, who completed an internship at Walmoore Farms, Inc. in Chatham, PA, and to Nathan Heim, whose internship was at Ar-Joy Farms in Cochranville, PA.

This was the sixth year PDMP has offered internships, which are open to students attending any of the surrounding colleges, including Delaware Valley, Virginia Tech, and Penn State. Bower says that "the program is set up to provide students with an opportunity to work and learn in a setting that will not only further their education in college, but help them to fine tune their long term goals." In addition to providing eligibility for scholarships, internships have included an option to attend a national Dairy Internship Conference held in Wisconsin each August where students can make contacts and develop relationships from across the country. "These relationships can be invaluable in future years," according to Bower.

Nathan is in his second year at Penn State with a double major in Animal Science, business option, and Business, accounting option. His long term



Nathan Heim

goals are to operate a dairy business and to breed an All-American Cow. Dairy owners Duane and Marilyn Hershey had Nathan focus on their marketing opportunities. "Marketing is an area on a large dairy that can sometimes slip away from the business," the couple says. Nathan helped to put protocols in place making it easier to develop and maintain their marketing strategies. He also got experience in overall management during days that the Hersheys were not available.

With a major in Dairy Business at Penn State University, Jason's goal after graduating next year is not to manage a dairy farm, but to help farmers

in the financial field of ag business. His mentor, Walt Moore, said he was thankful to have Jason's "youth and enthusiasm" added to the farm this summer. Moore



Jason Pontillo

sees the internship as a "critical step for students pursuing Ag careers and a win-win situation between the universities and producers." Recognizing Jason's interest in the financial details of the operation, Walt was quick to allow the intern some time to work alongside their bookkeeper, as well as experiencing the day-to-day dairy activities.

When Moore served on the PDMP board, he was instrumental in getting the internship program started as part of the organization's goal to interest youth in the dairy business and in support of the industry's responsibility to educate the dairy leaders of tomorrow.

Be Sure You Receive PDMP Messages

Recent changes with the service requirements of PDMP's internet provider will affect all email that members receive from PDMP, both *Issues Alerts* and assorted other messages such as meeting notices and information about your membership. Terri Breon is the PDMP database manager. By adding the following addresses to your email address book, you can help insure that your spam filters do not block important PDMP messages:

tgbreon@comcast.net

tgbreon@breonconsulting.net

Thank you for your cooperation!

Other Dairy News

Drilling Down Into Your Operation's Bottleneck

During 2006, well over 100 consultants have been trained in the Profitability Assessment (PA) Dairy Tool, which has been developed by Penn State faculty, staff and extension educators. The upcoming winter programs in 2007 will focus on the drill downs affecting profitability.

This is step #2 after the PA Dairy Tool has been completed on a farm. Step #1 was to determine the bottleneck that has the highest risk of hindering the dairy's profitability. Its goal was to evaluate the big picture. Once that has been completed, it's now time to drill down into the bottleneck and hone in on the specific area causing the problem(s).

Currently there are four drill down areas: milk yield and components (precision feeding); reproduction; milk quality and udder health; and culling and replacements. During the fall workshops, in addition to the PA Dairy Tool training, exposure to the precision feeding drill down was presented. The objective was to determine if nutrition, feeding management or forage quality is the limitation to milk yield and components. Anyone interested in having the precision feeding drill down evaluated on their farm, can contact Virginia Ishler at 814-863-3912 or email vishler@psu.edu.

The winter programs will start January 16, 2007 in Lebanon County. Dairy producers who have had

the PA Dairy Tool completed by their consultant are encouraged to attend. Several in-depth on-farm analysis tools will be presented. Consultants who have completed the PA Dairy Tool on their clientele's farm and their bottleneck determined will have the opportunity to talk with specialists about getting the appropriate drill down completed on their farm.

These workshops are a great opportunity to evaluate what is limiting profit on your farm. Less than stellar milk prices and rising feed costs require a precise and focused approach to solving individual herd challenges. If you would like the PA Dairy Tool completed on your farm, please contact Virginia Ishler. She can set you up with a trained consultant or extension educator. If you would like to attend the winter workshops, ideally, the Tool should be completed before participating so you know the bottleneck affecting lost revenue on your farm.

Below are the dates and locations for the winter workshops in 2007:

January 16: Lebanon County Extension Office
January 30: Penn State Visitor Center, University Park
February 20: Crawford County Extension Office
February 27: Somerset County Extension Office
March 15: Cumberland County Extension Office
March 20: Columbia County Extension Office

Wisconsin Newspaper Reports on Changes in Dairying

This fall the *Post Crescent* of Appleton, WI, published a series of stories about the changes in dairying. They said:

"New challenges are dramatically changing dairy farming in Wisconsin. Fewer traditional family dairy farms dot the landscape. Much larger, factory-style farms are on the rise. The *Post-Crescent* explores how the changes are affecting the state's signature industry and the people who drive it."

Through interviews and real life studies the titles in their two-part report called "Dairyland Redefined" included:

Part One-- (1)Shifting ground: Dairy family confronts new challenges to old way of life. (2)Blood lines: For Voight family, dairy farming is a repeat

performance. (3)Dawn to dusk: Farm life proves all-consuming, personally rewarding. (4)Cash cows: Dairy farm profits revolve around a happy and healthy herd. (5)Best of show: Shows stoke pride, competition, social interaction. (6)Money matters: Dairy farmers branching out beyond production of milk. (7)Good grooming: Passing of the baton becomes increasingly rare, challenging

Part Two-- (1)Farmers adjust as dairy landscape shifts; (2)Urban growth crowds out agriculture; (3)Emerging mega-farms transform dairy tradition; (4)Health care costs pose risk; (5)Fewer dairy farmers in the pipeline.

Read the entire series at:

<http://postcrescent.gns.gannettonline.com/apps/pbcs.dll/article?AID=/U0/20060818/APC0105/61121042>

Registration form at: www.padairysummit.org



The 2007 Pennsylvania Dairy Summit "Vision ⇨ Innovation ⇨ Success"

Wednesday, February 7 & Thursday, February 8, 2007
Lancaster Host Resort & Conference Center, Lancaster, PA

BONUS! Pre-Conference Breakouts on Wednesday, February 7 --

Arrive at 8:15 am on Wednesday and choose from five breakout topics for early-birds at no extra charge:
Quality Milk, Risk Management, Crisis Planning, Precision Feeding, & Robotic Milkers

Wednesday, February 7 Features --

Opening Session: "A Whole Industry Perspective"

A Northeast Dairy Outlook

Mark W. Stephenson

Cornell University Dairy Economist

Dr. Stephenson offers an insightful but realistic view of the future of the Northeast dairy industry and what it means for both dairies and agribusinesses with a stake in that future.



From Farm to Fork

Charlie Arnot

Chair, Animal Agriculture Alliance

Arnot draws on a wealth of experience in communications for the pork industry to share insights on why the dairy industry must take proactive measures to define animal welfare issues before those issues define us.



Informal Lunch among Exhibitors

Afternoon Session: "A Look From the Outside"

A Colorado Perspective on Dairying

Gary Henrickson

Producer from Platteville, CO

With a philosophy for innovation, Henrickson, owner of Bella Holsteins, a 2,000-cow dairy, utilizes a manure composting and recycling operation that is sensitive to the environment and conscientious of surrounding development. Henrickson has spoken throughout the world and will share his views on succeeding as a dairy producer in a global market.

Plus Breakout Sessions On:

Nutrient Management Robotic Milkers
Reducing Energy Costs Transition Cow
Quality Milk

Wednesday Evening Banquet Featuring Baxter Black

"Learning From Laughter"

Observations from a Cowboy Comedian

Baxter Black is a cowboy poet and former veterinarian who writes the "Edge of Common Sense," the most widely syndicated agricultural column in America, and provides commentary on syndicated radio programs across the country.



Thursday, February 8 Features --

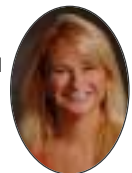
Morning Session: "Understanding Our Industry"

Innovations in the Dairy Case

Donna Berry

Sr. Editor, Dairy & Food Communications, Inc.

Specializing in new products and marketing, Berry will share her expertise in new product development she applies to write the monthly magazine's Ingredient Technology feature. She also writes the New Product Review and Closeup columns, as well as the Lab Talk column, and has worked for both Kraft and Best Foods.



Talking to Fence Posts

Ronald J. Hanson

University of Nebraska Ag Economics Professor

Hanson has facilitated workshops for many leading agriculture conferences across the country and offers insightful advice on improving communications between family members working together.



And Breakout Sessions On:

Labor Management Genetic Marketing
Animal Welfare Knowing Your Numbers

Closing Luncheon: "The Path to Our Future"

A Walk on the Brighter Side of Dairy

Gary Sipiorski

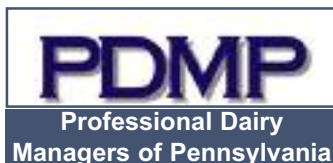
Citizens State Bank of Loyal, WI



With more than 1,000 dairy feed farm calls under his belt and experience working with many of Wisconsin's most progressive producers, Sipiorski has witnessed the recent rapid evolution of the dairy industry. He paints a visual picture through barn photos of the path dairy has taken and where it is leading producers willing to go.

Information at: www.padairysummit.org or Call 814-238-2893

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2007 Pennsylvania Dairy Summit

Bringing together all segments of the dairy industry with a focus on the educational needs of Pennsylvania's 9,000 plus dairy producers.

Breakout Sessions On Need-To-Know Topics

The Criteria for Quality Milk

A detailed look at what it takes to produce excellent quality milk and the financial value in improved milk quality.

Kathy Gombas, Dean Foods; Don Breiner, Land O'Lakes; and Carl Myers, Producer from Lancaster County

The Basics of Risk Management (Part 1)

Risk Management at the Next Level (Part 2)

This pre-conference breakout session will run for 1.5 hours total. It offers a "Forward Contracting 202" look at risk management, with an introductory for beginners.

Phil Plourd, Blimling & Associates

Crisis Planning for Dairy Producers

Develop a plan in case of crisis, including a barn fire, burglary, weather-related catastrophe, manure spill, employee issue, or even agroterrorism attack.

Shelly Stein, Producer from LeRoy, NY

Feeding with Precision

Learn how to manage nitrogen and phosphorus levels from a whole animal approach, starting with what goes into the animal. Presenters will also share 2010 guidelines for phosphorus and nitrogen.

Dr. David Casper, Agri-King; Kelli O'Neil, Chesapeake Bay Foundation; and Adam Hain, Producer from Lebanon County

A Look at Robotic Milking Systems

A discussion of the pros and cons of the robotic milking system and what a dairy must think about before installing one.

Tony Brazda, Solutions Manager, DeLaval, and Walter Kessler, Canadian Producer

An Innovative Look at Nutrient Management

Hear more about Gary Henrickson's nutrient management and composting system, sensitive to both the environment and encroaching development.

Gary Henrickson, Producer from Platteville, CO

Reducing On-farm Energy Costs

Presentations from three experts talking about dairy producers' options for energy use; energy audits, lighting plans and variable speed vacuum pumps; and the use of wind turbine-generated energy on farms.

Tom Wilson, Dennis Buffington, and Gary Shephard, Penn State

Smoothing the Transition

This session will run for 2 hours total to provide a detailed look at transition cow management and how to bring cows into the lactation period healthier and more capable of reaching their maximum production levels.

Speaker to be determined

Labor Management 101

Focusing on work force relations to help producers develop a more productive, consistent and effective employee base on their farms.

Rich Stup, Penn State Dairy Alliance

The Benefits of Genetic Marketing

Producers highlighting how they got into the business, how they built their genetics, and the key areas they focus on to maintain a strong genetic marketing business.

Daniel Brandt, Producer from Lancaster County, and Dr. Barry England, Veterinarian and partner in Penn England Farms

The Good, Bad & Ugly in Animal Activism

A forum to discuss the animal activist groups that exist today and who influences the consumer's viewpoint of animal agriculture.

Kay Johnson, Animal Agriculture Alliance

Knowing Your Numbers

Go down a path of discovery in farm finances. Learn what numbers have the biggest impact on the dairy and how to evaluate those numbers realistically to better manage for profitability.

Gary Sipiorski, Citizens State Bank of Loyal, WI

The Summit Schedule At-A-Glance

Wednesday, February 7

7:00 am	Registration Opens
8:15 - 10:00 am	Pre-Conference Bonus Breakouts
10:00 am - Noon	Opening Session
Noon - 1:30 pm	Informal Lunch in Exhibit Area
1:30 - 2:30 pm	Afternoon Session
2:30 - 3:40 pm	Break
3:40 - 5:30 pm	Two Rounds of Breakout Sessions
5:30 - 6:45 pm	Reception in Exhibit Area
6:45 - 9:00 pm	Banquet
9:00 pm	Social in Trade Show

Thursday, February 8

7:00 am	Registration Opens
7:00 - 8:00 am	Continental Breakfast in Exhibit Area
8:00 - 10:00 am	Morning Session
10:00 - 10:40 am	Break
10:40 - 12:25 pm	Two Rounds of Breakout Sessions
12:30 - 3:00 pm	Closing Luncheon

An Expanded Exhibit Area

Last year's Dairy Summit exhibit area was bulging at the seams. So in 2007 we are moving to the larger Expo Center giving you even more of:

- The latest in technology
- The newest services
- Top product experts
- Ideas to improve your productivity and profitability

With more room, we'll also be setting up an area for exhibitors to offer live demos making this more than a trade show. . . its another learning opportunity for you. You'll have plenty of time to visit and network during a lunch, breaks, and a continental breakfast in the Exhibit Area, as well as Wednesday evening's Reception and a Social after the Banquet.

Find a List of Exhibitors Updated Weekly At:

www.padairysummit.org

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**Our Discounted Group Rate: \$109 per night
for single/double/triple & quad occupancy,
plus taxes (currently 14%)**

The reduced group rate is available as long as rooms exist within the Dairy Summit group block, and rooms must be reserved prior to **Friday, January 5** to receive the discounted rate. Reservations are secured with one night's deposit. Room cancellations must be made at least 48 hours prior to arrival for full refund. Check-in: 4:00 pm & Check-out: 11:00 am.

To Make Reservations

Call Toll Free at 800-233-0121

Mention Dairy Summit to receive the discounted rate.

Discounted rates cannot be booked online.

Registration materials for the Dairy Summit can be found at www.padairysummit.org

Industry Faces rbST Issues

In recent months interest in the industry's use of rbST and its impact on the milk supply have been a growing issue. A quick search of the Internet brings up a multitude of references both pro and con on the debate.

Dr. Terry Etherton, head of the Department of Dairy and Animal Science at Penn State, has spoken at a number of gatherings of producers as they consider how to respond to calls for rbST free milk. Recently Dr. Etherton was with producers in Illinois after a local processor indicated it was looking at segmenting rbST free milk.

Dr. Etherton says that the president of a processing group was at the Illinois session and was the target of many questions. The producers were told that consumers are calling for this product, but according to Etherton statistics don't support that position. "It is a function of who the consumer is . . . statistically people who go to the grocery store are not calling for rbST free milk," according to his research.

On his blog, found at <http://blogs.das.psu.edu/tether-ton/>, this expert in animal nutrition reflects on how the rbST controversy will affect an industry where billions have been spent on milk marketing efforts. He hopes "dairy producers and processors of America will 'step up to the plate' to do the right thing, and protect the benefits that have been obtained from investing billions of dollars since 1984!"

In October the PDMP Board of Directors took action on behalf of the membership regarding rbST. With a number of those that supply product to the consumer now making specific demands on their producers with regard to the use of rbST, the Board voted to endorse a position espoused by the Northeast Dairy Producers Association. The PDMP and NEDPA joint statement "calls on the entire supply chain . . . from producers, to cooperatives, to processors, to retailers, to consumers – to work together."

The text of the statement along with links to various websites that contain information are on the PDMP website at: http://www.pdmp.org/ql_rbst.htm

On December 8, 2006, the Boards of Directors of the Pennsylvania Dairy Stakeholders, Pennsylvania Dairymen's Association, and the Professional Dairy Managers of Pennsylvania met in Harrisburg at the State Capitol. In addition to individual organizational board meetings, the joint group met to discuss issues of common interest.



The following people attended (left to right):

Bonnie Wentworth, PA Dairymen's Association Board
Jay Howes, PA House Ag Committee
Logan Bower, President, PDMP
Alan Bair, Penn State and Facilitator for PA Dairy Stakeholders
Bob Bastian, PA House of Representatives and PA Dairy Stakeholders Board
Jim Barnett, Land O'Lakes
Terry Etherton, Head of Penn State's Dairy & Animal Science Department
Janice Burkholder, PA Dairy Stakeholders Board
Peter Witmer, Center for Dairy Excellence
Dina Zug, PDMP Board
Phoebe Bitler, Vice President, PA Dairy Stakeholders
Allyn Lamb, President, PA Dairy Stakeholders
Ken Teel, President, PA Dairymen's Association
John Ligo, PA Dairy Stakeholders Board
Dave Smith, Executive Secretary, PA Dairymen's Association

Kirk Sattazahn, PA Dairy Stakeholders Board
Junia Isiminger, PA Dairy Princess Program
Dan Ulmer, PA Dairymen's Association Board
Brian Harris, Vice President, PA Dairymen's Association
John Foster, PA Dairymen's Association Board
Michael Hosterman, PDMP Board
Robert Waddel, PA Dairymen's Association Board
Bill Beeman, PA Dairy Stakeholders Board
Clifford Hawbaker, PA Dairy Stakeholders Board
Dale Hoffman, PDMP Board
Leon Graves, PA Dairy Stakeholders Board
Alan Novak, Executive Director, PDMP
Rod Hissong, Vice President, PDMP
Pat Heuser, Business Manager, PDMP
Duane Hershey, PDMP Board
Dennis Wolff, PA Secretary of Ag & Board Member of PA Dairy Stakeholders

Research Report

Members Can Access PDMP Silage Research Results

In early November, PDMP members received a notice about the posting of results from the 2006 corn silage hybrid trial. This unique research project has gained national recognition. With the support of Penn State's Department of Crop and Soil Sciences and FORAGE Data, PDMP is able to provide the membership exclusive access to information that can be applied directly to improve their farm's financial picture.

In 2006 the corn silage project showcased 149 hybrid varieties. Twenty-two companies vied to participate... an example of the stature this project holds both among producers and seed suppliers.

The notice sent to members on November 4 provided the "codes" required to use the data compiled in the study. This web-based database is available only to PDMP members as one of the most tangible benefits of membership. Sharing the codes outside the membership invalidates the

value of this benefit for those who pay their dues. If you did not receive the log in and password, or if you have problems using the database, please contact PDMP at info@pdmp.org or by calling 814-238-2893.

Dairyman Randy Huntsman recently pointed out, "the information from the corn silage trials is more than worth the price of membership to PDMP. We totally buy silage varieties based on information from the PDMP trials."

Details about the project are available by clicking on "PDMP Silage Research" on the PDMP website: <http://www.pdmp.org>. Within that section of the website, members use their password to access a search format that lets them look at the major commercial corn silage hybrids in the maturity ranges important for their operation and compare them using standardized testing methods. By PDMP teaming up with Penn State and FORAGE Data, we are able to provide this comprehensive and unbiased comparison of hybrid performance profiles and deliver them in an easy to search format. Using a simple form, members can look at the performance of silage hybrids with the exact characteristics they need to make their operation more productive and efficient.

In 2005, a Task Force comprised of people with seed and nutrition background joined with producers to review the short- and long-term needs of



Penn State's new two row forage harvesting system was put in use this fall for the short season sites. This system was made possible due to the collaboration with PDMP and should allow us to develop state of the art harvesting and sampling procedures for corn silage evaluations.

the project. As a result, beginning with this year's data, we are reporting both multi-year and single-year data. In addition, we have moved to providing the NIR estimates of fiber digestibility for the 30-hour incubation period.

In unveiling the results of the project at the Annual Membership meeting in November, Andy Young, chair of the Research and Development Committee, spoke of the success of this program and the committee's hopes for PDMP "to be the premier provider of independent product research for dairy decision makers in Pennsylvania." He also announced that in 2007 PDMP will undertake a new project on Silage Preservatives, which is designed to deliver research that evaluates the relative effectiveness of current silage preservation products at both ensiling and feed-out on each of the major forages in PA – small grain silage, haylage, and corn silage. More details on the new project will be reported early in 2007.



Penn State's Wayne Haas gets ready to harvest the first plots with the new 2 row forage plot harvesting system at the Morse farm in Bradford County this fall.

Other Dairy News

AgrAbility Supports Injured or Ill Farmers

It's no secret that dairy producers are independent and hard-working -- qualities that are invaluable in a successful farming operation. These same qualities, however, can be a real hindrance to getting the support needed when a farmer isn't feeling his or her best. AgrAbility for Pennsylvanians works with producers who are coping with an injury or long-term health condition that has impacted their ability to work independently on the farm. Clients suffer from a wide spectrum of health conditions, from back, hip and knee problems to stroke, arthritis, and amputations.

Glen Weaver, of Lewisburg, PA, lost his leg just above the knee nearly four years ago. Faced with a decision to lose his leg, or quite likely his life, to Clear Cell Sarcoma -- an aggressive cancer -- there was no question of choice. However, in the aftermath of the surgery, he wondered if he'd ever be able to farm again. Today, he continues his role as foreman on 2700 acres of grain and corn. With the aid of an automatic Spray Coupe, a Kubota utility vehicle, and a special prosthetic leg that allows him to traverse rough terrain, Glen is able to live his life as he dreamed it could be.

Established in the 1990 farm bill, AgrAbility is a federal project funded through the United States Department of Agriculture (USDA). In each state that applies for a grant, the project must be a partnership of the state's land grant institution and a non-profit disability organization. In PA, that means Penn State University Cooperative Extension, Easter Seals Central Pennsylvania, and the Pennsylvania Assistive Technology Foundation. There is also one more organization that is critical to the process: the PA Office for Vocational Rehabilitation (OVR). While AgrAbility funds allow for staff and resources to support the agricultural community, these funds are not extensive enough to actually help pay for equipment and modifications on the farm. That's where OVR comes in.

To fully understand the process, let's look at the story of Bradford County dairyman David Walrath. For more than 20 years, David has lived with debilitating hip, shoulder, and arthritis problems. David's wife contacted AgrAbility and asked staff members

to come to the farm to talk with the family about what might be done to help. Case managers did just that, and came up with a prioritized list of modifications and equipment that would allow Dave more pain-free independence on the farm. David then applied, and qualified for, assistance through OVR because of his documented medical conditions.

An OVR counselor worked with David and AgrAbility staff to find the desired equipment and work through the bidding and purchasing process. Today, David relies heavily on a John Deere Gator that gets him around the farm -- especially during the snow and ice of those famous northern-PA winters. Also purchased was a Gehl skid steer loader with Featherlite hand controls. Explains David: "It's doubtful that I would be able to continue to work without the equipment and changes that have been made. I've yet to have the 3rd hip replacement that the doctor thought would be necessary more than two years ago. I also have a lot more pain-free independence around the farm. I am able to be responsible for the fieldwork and feeding."

If you or someone you know is coping with any type of health condition that is limiting their ability to dairy, then consider contacting AgrAbility. The project can be found on the web at <http://AgExtEd.cas.psu.edu/agrab/>. You may also call 814-863-7490 to speak directly with a case manager.



Go to www.pdmp.org

Here's a sample of the type of information you'll find when you click on **Articles of Interest** as part of **In The News**.

Saving on 2006 Taxes

Resolving Family Business Conflicts

A new Pennsylvania Farm Link training course

Dr. David Kohl's Reasons to Pursue a Career in Farming

Dr. Ken Bailey's Dairy Outlook on Marketing Plans

Use the PDMP website regularly as a resource in your dairy operation.

we're here for dairy farmers.



Our loan officers know the dairy industry and we can help tailor a financial package to fit your needs.

We offer loans at competitive rates to purchase or construct dairy facilities, to purchase dairy cows, or even equipment. We can even put together plans just for general operating expenses.



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Other Dairy News

Stakeholders Reorganize Board of Directors

During a joint Board of Directors and Annual Meeting held on December 8, 2006, the Pennsylvania Dairy Stakeholders elected new officers and directors. Allyn Lamb of AgChoice Farm Credit, Mechanicsburg, was re-elected as president of the board. Other officers will be Phoebe Bitler, vice president; Janice Burkholder, Secretary; and Kirk Sattazahn, Treasurer. Officers serve one-year terms.

Vice President Bitler is a dairy producer in Fleetwood, Berks County, and Secretary Burkholder is a Franklin County dairy producer. Treasurer Sattazahn is Central Marketing Manager for Select Sire Power, Inc., Myerstown, Lebanon County.

Two new board members were also elected: John Pierce, Vice President of Sales for Lehigh Dairy/Dean Foods in Lansdale, Lehigh County; and Matt Wanner, dairy producer and partner in Wanner's Pride-N-Joy Farm, Narvon, Lancaster County.

In addition to serving on the Pennsylvania Dairy Stakeholders Board, Pierce is President of the Pennsylvania Milk Dealers Association. He previously was with Rosenberger's Dairy for thirteen years and also served as Executive Secretary of



From Left: Treasurer Kirk Sattazahn, secretary Janice Burkholder, vice president Phoebe Bitler and president Allyn Lamb are the officers of the 2007 Pennsylvania Dairy Stakeholders' Board of Directors.

the Pennsylvania Milk Marketing Board.

Wanner farms in partnership with his father Alfred and brother John. They milk 525 cows and farm 625 acres, and are currently constructing a methane digester. A Penn State Dairy Science graduate, Wanner is active in dairy cattle judging and coaching youth dairy cattle judging teams.

Directors Bill Beeman, a dairy producer in Susquehanna County and a director of Dairylea Cooperative, was re-elected to the board for a three year term along with Janice Burkholder

and Kirk Sattazahn.

Completing the 2007 Board are Robert Bastian, Pennsylvania State Representative from Somerset County and a retired large animal veterinarian; Chuck Cruickshank, Land O' Lakes; Leon Graves, Dairy Marketing Services; Scott Karns, Karns Quality Foods, LTD; John Ligo, dairy producer in Mercer County; and Dennis Wolff, dairy producer and Pennsylvania Secretary of Agriculture.

Concluding their terms as board members at the meeting were: Robert K.H. Mertz, Director of Sales at Schneider-Valley Farms, Inc. in Williamsport, Lycoming County; and Clifford Hawbaker, dairy producer from Franklin County.

Free Brochure Educates Consumers About Farming

"Dairy Farmers Care" is a new eye-catching, informative brochure for consumers developed by the Center for Dairy Excellence and Pennsylvania Dairy Task Force, in collaboration with the Pennsylvania Department of Agriculture.

The brochure is designed to educate consumers about the many contributions that dairy producers make to their communities, the economy, and to our environment and health. The new brochure is modeled after the "Cash Cow" economic brochure released in 2005.

Copies of the new colorful 8.5X11 tri-fold brochure, featuring photos of Pennsylvania dairy farm families, are available free of charge to anyone interested in sharing them with consumers. Use them during community events, farm tours, school visits, local meetings and other places that lend themselves well to reaching consumers.

To view a PDF of the new brochure, or to download an order form, click on <http://www.agriculture.state.pa.us/cde/cwp/view.asp?a=3&q=134823>.

Other Dairy News

Farmer Fears His Way of Life Has Dwindled Down to a Final Generation

AMERICAN ALBUM - *New York Times*, Oct. 2, 2006

By CHARLIE LeDUFF

LEBANON, Kan. — The heart of the heartland, the exact geographic middle of the continental United States, is owned by a middle-aged Kansas man named Randall Warner. He exports wheat, beef and soon his second grown son to the city. He stands in his boots in his field and wonders what's become of his way of life.

"I drive through the city and I wonder what all those people do for a living," says Mr. Warner, a sturdy, square-faced man. "I see that, and it makes me sad that my children see it too and think that there is something better there for them."

Lebanon, the nearby town where Mr. Warner learned to read and write, has lost nearly 25 percent of its population over the last 15 years.

Large corporate farmers are taking over. Mr. Warner doesn't understand the ins and outs of the international trade policies and government subsidies that are changing the landscape, only that to make it nowadays "you work harder — sunup past sundown."

Next year, Mr. Warner believes, there will be even fewer farmers here, in part because of fuel costs.

And he wonders what will become of his legacy and his land.

His son Travis, 18, wants to know more people besides his dad and the salesman at the John Deere dealership. The nearest pretty girl is 20 miles away.

He wonders if there isn't something better than stumbling out to the fields with sleep still in your eyes and working past midnight. The summer air here is as stifling as corduroy drapes. Travis hasn't spoken about this to his father, but his father suspects it just the same.

Travis is a state wrestling and hog breeding champion. He is going off to college soon and doesn't know if he'll ever come back. His brother, Dustin, left for good. "I like to work with people, I guess," Travis says. "Be around people. And we come out here every day. It's Dad and myself; that's not working with people."

He says this while sitting in the cab of his blue pickup, a dirty older model, eating the sandwich his

mother made him.

His father is far off in the field, unable to hear the gloomy truth of the matter.

"I told my dad he could retire and cash-rent the land to the big farmer, but then what's he going to do with his time? This is all he knows. Come out here and work daylight to dark.

"I don't want that."

The father says he would have to hire an old hand from down the road to help him work his 3,000 acres. He'll have to do that and, if that doesn't work, then start selling off the farm in pieces to the big farmer down the way.

This is how a town like Lebanon dies. The old Lebanon bank has caved in. Main Street is a peeling veneer. It's a common scene across the Great Plains. People are losing their optimism.

Everything about Mr. Warner speaks of work. At 52, he stands erect, with skin as weathered as cattle hide. He is frugal, does not smoke or drink coffee or liquor. His home is average, a solid two-story ranch at the edge of a wheat field with a barn outside the door. He is hardly ever home, mostly to eat and sleep, taking a half-day off for church. His wife, Linda, complains about the isolation. Is it too much to stop home while supper's warm? Or go to town occasionally to see a motion picture? His wife talks of throwing it in sometimes too.

"My whole life is wrapped up in this," Mr. Warner says while baling hay. "To tell you the truth, it can get a little monotonous. I've had four vacations my whole life."

Still, it is a good life, he says. "The best kind of life there is."

No political party seems to care much about the working man's life, Mr. Warner feels. Stick a Republican and a Democrat in a sack, shake it up, pour it out, and the same rapacious thing crawls out. Creatures from a smoke-filled room.

Mr. Warner, a Pentecostal Christian, believes in miracles. He believes in speaking in tongues. He believes that abortion is taking a life and that gay marriage is an abomination. So he voted Republican.

continued...

Other Dairy News

American Jersey Cattle Association

Call issued for AJCA, NAJ Award Nominations

January 15, 2007 is the deadline to submit nominations for four awards to be presented at the Annual Meetings of the American Jersey Cattle Association and National All-Jersey Inc. in Sioux Falls, S.D., June 28-July 1, 2007. Award categories include: Master Breeder, Distinguished Service, Meritorious Service, and Young Jersey Breeder. Lifetime members of the AJCA may nominate qualified persons for these awards. Nomination forms may be requested by contacting Paula England in the AJCA office, phone 614/861-3636, ext. 332, or email to pengland@usjersey.com.

Young PA Woman Named Top Junior Breeder

Renée E. Norman, Liberty, PA was third among ten young people recognized for their accomplishments in the National Jersey Youth Achievement Contest. Renée is an 11-year participant in Jersey youth work. The cows had a DHIR production average of 20,645 lbs. milk, 1,094 lbs. fat, and 728 lbs. protein. Renée was active in several leadership areas of 4-H in her club, on the Tioga County 4-H Council, as a 4-H Teen Leader, and as a Pennsylvania 4-H Ambassador. This past summer she completed a corporate communications internship with Select Sires Inc. She is currently a junior at Pennsylvania State University majoring in animal science with a business management option.

Clayton Wood Awarded Bob Toole Youth Award

Clayton Steven Wood, son of Steve and Chrissy Wood, Littlestown, PA, was awarded the Bob Toole Youth Award for 2006-07 at the AJCA Junior Banquet recently. Wood is a sophomore at Cornell University, majoring in animal science with an emphasis in agricultural business. He is actively involved with the Cornell Dairy Science program, Alpha Gamma Rho Fraternity, and is a member of the Cornell football team. After graduation, Wood and his younger brother plan to expand their Jersey herd at Penn Gate Farm. This past summer, Wood was an intern for the Pennsylvania Department of Agriculture and also a part-time writing correspondent for the *Farmshine* newspaper.

Locate Young Jersey Bulls at usjersey.com

Dairy producers seeking young Registered Jersey™ bulls of exceptional genetic merit for A.I. and/or natural service, can locate them in two lists just published by the AJCA on its website, <http://lists.usjersey.com>. The first report lists all Registered Jersey™ bulls born after January 1, 2004 and assigned an NAAB stud code. The other report lists the top 1,006 AJCA-registered bull calves ranked by Jersey Performance Index™ born within the past year. Lists are updated quarterly after release of the USDA-AJCA genetic evaluations.

Farmer Fears Way of Life Will Disappear

continued

What crumbs do the Democrats offer him? Two men in tuxedos on the steps of City Hall with a marriage license in hand? Handouts for those who won't work? Mr. Warner says he could be peeled away from the conservatives if the liberals would talk to him about his values:

"God. Family. Work," he counts them on his fingertips and adds them up. "Heritage."

Do something to stop the corporate takeover of farm country. Give his son a reason to stay and you could have his vote. "F.D.R. was the greatest president this country ever had," Mr. Warner says. "He provided security for the farmer."

Father and son have moved on to spraying fly repellent on the cattle. The sun is going low, the sky

is growing golden. The father's gotten to thinking. The boy will soon go away to college.

His voice shows no trace of his natural confidence.

"Do you think you'll come back to rural America? And farm? Raise cattle? Raise pigs?"

He talks obliquely, toward his son.

The son mumbles. "Depends if I find something better in the next couple years."

"What could be better?" the father asks. "What could be better than life on the Great Plains where the wind blows and you catch fresh air every day?"

"That's what I'm going to look for," the boy says.

The boy turns his back. He returns to his work. The father watches after him.



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EVENTS ON THE PDMP CALENDAR

February 7 - 8, 2007

Pennsylvania Dairy Summit

Lancaster Host Resort, Lancaster, PA

<http://www.padairysummit.org>

March 13 - 16, 2007

2007 Dairy Tour in Washington State

Tour dairies in Snohomish and Whatcom Counties, Washington

<http://www.pdmp.org>

March 21, 2007

Middle Managers Conference

Holiday Inn Grantville, PA

A program designed to help middle managers develop their leadership skills and network with their peers.

<http://dairyalliance.psu.edu/conferences/middlemanagers/>

Proposed Schedule for 2007 BOARD OF DIRECTORS MEETINGS

Tuesday, February 6, 2007
(in conjunction with Dairy Summit – Lancaster)

Thursday, March 29 – State College

Thursday, July 19 – Mechanicsburg

Thursday, September 20 – State College
(with interim conference calls as needed)

Friday, December 7 – Harrisburg
(tentative date for joint dairy group meeting)

Tentative Schedule for 2007 PROFESSIONAL DEVELOPMENT MEETINGS

Thursday, June 7 or 14
Thursday, August 9 or 16
Thursday, November 15