



MIDWEST DAIRY EXPO

Opportunities for Your Farm, Family & Future

Tuesday, December 5, 2006

Saint Cloud Civic Center, St. Cloud, MN

8:00 Registration Opens

8:30 Educational Breakouts

A. Fresh cow risk factors & 4C's of dairy management.

Gary Neubauer, Pfizer

Learn the latest research on factors that impact cow health and productivity. You will also learn how Commitment, Consistency, Compliance and Communication can improve fresh cow health that will result in less early lactation culling, increased peak milk production & reproduction.

B. Healthy cow – Healthy rumen.

Mike Hutjens, University of Illinois

Learn about feeding strategies and guidelines to optimize rumen function including forage particle length, starch levels, rumen acidosis and "listening to the cows".

C. Mycotoxin production, occurrence and effects on dairy cattle.

Dr. Lon Whitlow, North Carolina State University
Come join the discussion about mycotoxins and their effects on dairy cattle. Hear about current research dealing with Mycotoxin production, diagnosis, analysis, prevention and treatment.

D. Producer Panel: Growing your business.

Moderated by Jenny Russell with the Minnesota Farm & Food Coalition

Hear first-hand from dairy producers that have grown their business about having a good neighbor policy, understanding the state and local permitting process and knowing where to find resources.

9:30 Trade Show Opens

10:00 Remaining competitive in a changing marketplace.

Michael Yost, Foreign Agricultural Service (USDA)

11:00 2007 Farm Bill Discussion.

Congressman Collin Peterson, Congressman Gil Gutknecht and Senator Norm Coleman (*invited*)

11:30 Lunch

12:00 Speaker Q&A

1:30 Educational Breakouts

A. Feed additives: What's working.

Mike Hutjens, University of Illinois

This presentation will focus on the 7R approach when selecting feed additives and \$12 milk. Updates on monensin, biotin and probiotics will be featured.

B. Planning the transition of a family business.

Carl Theunis, Tinedale Farms (Wrightstown, WI)

Preparing a family business for transition is much more than selecting a legal structure and signing the papers.

C. Speak Out!

Midwest Dairy Association

Come learn about the Midwest Dairy Association's new "People Behind the Product" effort, created in response to research showing people want to know more about how

their food is produced. As a dairy producer, you will learn details of the program, how to access materials and additional training, and learn more about answering questions about your farming practices.

D. Women in Jeans: Organize with Confidence: Part I

Elizabeth Hagen, Professional Organizer

Getting organized will not only help you feel better about yourself, but it will help you be more focused, more productive and have more time for what is important in your life.

2:20 Educational Breakouts

A. The concern about mycotoxins and management practices to minimize problems.

Dr. Lon Whitlow, NCSU

Come hear how mycotoxins affect dairy cattle and learn recommendations to prevent and minimize these problems. This continues to be a hot topic in the dairy industry.

B. Producer Panel: Compost Dairy Barns.

- Joe & Sandy Worms, Melrose, MN

- Steve & Kerri Hoffman, New Ulm, MN

Hear first-hand from dairy producers what works and doesn't work at their operation. Steve's cows are exclusively housed on a compost pack while Joe houses close-up, fresh and sick cows on a bedded pack. The panel will be moderated by Dr. Marcia Endres from the University of Minnesota who has done research in the area of Compost Dairy Barns.

C. MMPA Resolutions

Kevin Walli, Fryberger Law Firm

Members of Minnesota Milk Producers Association are invited to come and shape resolutions impacting Minnesota's dairy industry.

D. Women in Jeans: Organize with Confidence: Part II

Elizabeth Hagen, Professional Organizer

Getting organized will not only help you feel better about yourself, but it will help you be more focused, more productive and have more time for what is important in your life.

3:30 Speaker Q&A

3:45 Social Hour & UMDIA Cheese Tasting Contest

5:00 Live Auction

6:30 Trade Show Closes

6:30 Dinner

7:30 Awards Banquet & Guest Speaker

Kick back and relax as we recognize and name:

- Minnesota Milk's Legislator of the Year
- Scholarship Winners
- Dairy Connections Program Participants
- 2006 Producer of the Year

Laugh as "Benchwarmer Bob Lurtsema" reminisces on his days as a Minnesota Viking.

9:00 Hospitality Suites, Hosted by Five-Star Sponsors at the Best Western/Kelly Inn Pool Area



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Wednesday, December 6, 2006

Saint Cloud Civic Center, St. Cloud, MN

7:30 Trade Show Opens

7:30 Breakfast

8:30 Educational Breakouts

A. Consistency: The key to farm success and life balance.

Dr. Jeff Reneau, University of Minnesota
Bob Milligan, Dairy Strategies
Do you know much more than you implement? Do you want more life balance – time away from the farm? Then you MUST develop procedures for consistency. Learn how to improve herd performance while gaining life balance and peace of mind. Does this sound too good to be true? Come and find out.

B. Modernizing Midwest dairy farms.

David Kammel, University of Wisconsin
Come hear how producers are making wise investments and transitioning from tie stall barns into low cost parlors and alternative housing and feeding systems including freestall barns, compost bedded barns or out-wintering the dairy herd. Many farms are choosing to grow their business or transition the farm to the next generation. Successful examples will be presented.

C. Environmental stewardship and the profitable dairy

Jared Anez, Anez Consulting, Inc.
In today's dairy climate, the concepts of environmental stewardship/ compliance and profitability seem to conflict, but it doesn't have to be that way. Proactive concepts that will position your dairy for stewardship-related revenue will be discussed.

8:30 Educational Breakouts Continued

D. The Challenge of Change.

Jack McCall
What are the skills, life strategies and support systems that one must develop and maintain not only to survive but to thrive in today's environment of accelerated change? Jack will challenge you to think courageously, as we consider the risks and opportunities encountered in an ever-changing world. Let the winds of change blow as we laugh and learn about living well and working with less stress in the 21st century.

9:30 Speaker Q&A

9:45 Annual Meetings

- Minnesota Milk Producers Association Annual Business Meeting

11:15 Life...The Great Balancing Act.

Jack McCall.
As the pace of life quickens, keeping life's issues in balance and in perspective becomes one of our greatest challenges. A lack of life balance affects our capacity to enjoy our time on planet earth. Jack will explore the critical areas of our lives: work, play, love and worship; and how each is directly linked to our mental, emotional, physical and spiritual well-being.

12:30 Lunch

1:00 Speaker Q & A

2:00 Trade Show Closes

Additional Information

- Registration

Registration for the Midwest Dairy Expo is \$25 per person. This includes all educational programming, access to the trade show, program materials and dining at all four meals. Pre-registration is not required, but strongly recommended for meal preparation.

- Speaker Q&A

During this time, you are invited to meet with the educational speakers in our Trade Show. This will give you an opportunity to ask specific questions and follow-up on information given during their presentation.

- Social Hour & Cheese Tasting Competition

Everyone is invited to the Social Hour and the Cheese Tasting Contest sponsored by the Upper Midwest Dairy Industry Association (UMDIA). Cash prizes will be awarded during the evening banquet for the Cheese Tasting Contest.

- Live Auction

This year's live auction will be even bigger and better than last year so get ready to do some Christmas shopping early! Watch for a complete list of auction items and sponsors in later materials.

- Hospitality Suites

Everyone is invited to the Hospitality Suites hosted by all Five-Star sponsors at the Kelly Inn Pool Area on the first evening.