

2011 National Dairy Producers Conference

May 15 - 17: Omaha, Nebraska



Saturday, May 14

2:00 pm–5:00 pm Meeting Registration (Fountain Courtyard)

Sunday, May 15

Farm and Industry Tour – Registered Participants Only

6:30 am–7:15 am Breakfast on your own (Atrium)
Complimentary full breakfast is available in the hotel atrium and included in the hotel room price.

7:15 am Meet at the south entrance (Jackson Street) to board tour bus

Surprise/Columbus Tour of Butler County Dairy in Surprise, followed by an Archer Daniel Midland ethanol plant tour in Columbus
(Box lunch, beverages, and snack will be provided.)

Sponsored by Michigan Milk Producers Association and Midwest Dairy Association

1:00 pm–4:00 pm Meeting Registration (Fountain Courtyard)

6:00 pm–7:00 pm Reception (Missouri/Platte)
Sponsored by U.S. Dairy Export Council

7:00 pm–9:00 pm Dinner (Missouri/Platte)
Sponsored by Select Milk Producers, Inc. and Continental Dairy Products, Inc.

Monday, May 16

7:00 am–5:00 pm Meeting Registration (West Hallway Registration Desk)

7:00 am–8:00 am Breakfast on your own (Atrium)
Complimentary full breakfast is available in the hotel atrium and included in the hotel room price.

Session 1

8:00 am–9:30 am ***Capitol Influences and Capital Losses*** (Missouri/Platte)
Politics, the national budget, and lending questions present a unique environment for the dairy industry in the 112th Congress. There is no shortage of challenges on your farm or in Washington, D.C. NMPF will attempt to minimize some of the pressure points through policy reform, but there are major hurdles ahead.

Moderator: Randy Mooney - *Dairy Farmers of America, Inc.*
Mary Kay Thatcher - *American Farm Bureau Federation*
Jerry Hagstrom - *The Hagstrom Report and DTN/Progressive Farmer*
Jim Moriarty - *Farm Credit Services of America*
Cory Claussen - *Senate Agriculture Committee Staff*

9:30 am–10:00 am ***Welcome to Nebraska: A View from Capitol Hill***
Guest Speaker: Rep. Jeff Fortenberry - *1st Congressional District of Nebraska*

10:00 am–10:15 am Break (Fountain Courtyard)
Sponsored by McLeod, Watkinson & Miller and Upstate Niagara Cooperative, Inc.

Embassy Suites
Omaha, NE

*The emphasis for all is
on frank discussion,
with plenty of
opportunities for inter-
action.*

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Brought to you by the
National Milk
Producers Federation

Session 2

10:15 am–11:45am *Dairy Policy Forum - What Do Producer Groups Expect?*
(Missouri/Platte)

Dairy farmers have a great deal riding on how Congress approaches the next Farm Bill. What can producers do to shape the policy environment to their benefit? This panel will offer several perspectives on the upcoming debate that will take place both within the dairy industry, and on Capitol Hill.

Moderator: Geoff Vanden Heuvel - *Milk Producers Council*
Hank van Exel - *Holstein Association USA*
Bob Naerebout - *Idaho Dairyman's Association*
Bill Rowell - *Dairy Farmers Working Together*

12:00 pm–1:00 pm Lunch (Atrium)
Sponsored by Prairie Farms and Roberts Dairy

Session 3

1:15 pm–2:45 pm *Trade: Is it Really the Field of Dreams?*
(Missouri/Platte)

If the U.S. continues to build its export structure, will they come and buy from us? Over the last few years, the U.S. has become a net exporter of dairy products, an achievement unthinkable just 10 years ago. Today, however, U.S. exporters are encountering a number of hurdles such as trade barriers, pending Free Trade Agreements, and volatility. Can we sustain and expand our trade even more?

Moderator: Pete Kappelman - *Land O'Lakes, Inc.*
Jim Murphy - *Former Assistant U.S. Trade Representative*
Jane Doherty - *Sanitary and Phytosanitary Affairs, Office of the United States Trade Representative*
Dalyn Dye - *Hoogwegt U.S., Inc.*

2:45 pm–3:15 pm Break (Fountain Courtyard)
Sponsored by Hoogwegt U.S., Inc.

Session 4

3:15 pm–4:45 pm *Feeding Frenzy: Managing High Input Costs*
(Missouri/Platte)

Feed prices are approaching the lofty levels of 2008, pressured by strong demand for everything from ethanol to exports. What's the outlook for 2011? How can producers develop strategies to manage these costs, in both the barn and on their balance sheets?

Moderator: Doug Nuttelman - *Dairy Farmers of America, Inc.*
Professor Bruce Babcock - *Iowa State University*
Ed Gallagher - *Dairy Farmers of America, Inc.*
Dr. Gordie Jones - *Central Sands Dairy, LLC*

Evening Dinner on your own

Tuesday, May 17

7:00 am–8:00 pm Breakfast on your own (Atrium)
Complimentary full breakfast is available in the hotel atrium and included in the hotel room price.

8:00 am–9:00 am *Special Presentation: Outlook for the Rural Economy*
(Missouri/Platte)

Guest Speaker: Jason Henderson - *Federal Reserve Bank of Kansas City, Omaha Branch*

Session 5

9:00 am–10:15 am *Environmental Stewardship: Challenges and Opportunities Facing Today's Dairy Farmers*

Many producers are continuously making improvements regarding their impact on the environment, but many new concerns involving clean air and water are now upon them. In addressing these challenges, dairy farmers have new opportunities available through voluntary, incentive-based programs.

Moderator: Steve Graybeal - *MD & VA Milk Producers Cooperative Association*
Bruce Knight - *Strategic Conservation Solutions, former NRCS Chief and USDA Undersecretary*
Alan Hahn - *Dragun Corporation*

10:15 am–10:30 am Break (Fountain Courtyard)
Sponsored by Cargill Animal Nutrition

Session 6

10:30 am–11:30 am *Animal Care Perspectives Through the Food Chain*
(Missouri/Platte)

Consumers want to purchase food from sources they know will take care of animals and operate in a way that is consistent with their values and expectations. Dairy farmers have a longstanding commitment to doing what is right. Viewpoints from the producer and retail levels will provide a look at other animal agriculture programs that proactively engage the topic of animal care on the farm.

Moderator: Karen Jordan - *Dairy Farmers of America, Inc.*
Margaret Standing - *Bob Evans*
Deb Reinhart - *Dairy producer, participant in the National Dairy FARM Program™*
Sherrie Niekamp - *National Pork Board*

11:45 am Closing Remarks

Afternoon Departures

Speaker Profiles



Mary Kay Thatcher

Thatcher has worked as a lobbyist for the American Farm Bureau Federation (AFBF) for almost 25 years. She currently serves as Director of Public Policy where she lobbies and oversees other AFBF lobbyists responsible for farm programs, fruits and vegetables, livestock, animal diseases and identification, crop insurance, and credit.

She is a graduate of Iowa State University where she earned degrees in animal science and agricultural economics.



Jerry Hagstrom

Hagstrom is a prize-winning agricultural journalist, book author, and commentator. In addition to his own Hagstrom Report, he writes a bimonthly column of commentary for National Journal Daily, both of which reach a national policymaking audience. He reaches farmers, ranchers, and agribusiness throughout the country.



Jim Moriarty

Moriarty is a Commercial Lender for Farm Credit Services of America, based in Omaha, Nebraska. He is a Relationship Manager on the Dairy Lending Team with specific emphasis on dairies over 1,500 cows. Farm Credit Services of America's dairy portfolio has over \$800 million in loan commitments with customers located

across the Midwest and extending from the Mideast to Western U.S.



Cory Claussen

Claussen has been a Professional Staff Member on the Senate Committee on Agriculture, Nutrition, and Forestry for nearly four years working for three different chairmen, including Senators Debbie Stabenow of Michigan, Tom Harkin of Iowa, and Blanche Lincoln of Arkansas. He focuses on issues related to dairy, Farm Credit, the Commodity Futures Trading Commission (CFTC), and bio-based products.



Congressman Jeff Fortenberry

Fortenberry was elected to the U.S. House of Representatives in 2004 to serve Nebraska's First Congressional District. He has an extensive background in economics and public policy. In Congress, Fortenberry serves on the Foreign Affairs Committee with significant responsibilities for Middle Eastern affairs. He also

serves on the Agriculture Committee, where he helped write the House Farm Bill and serves as Chairman of the Department Operations, Oversight, and Credit Subcommittee.



Hank van Exel

Hailing from Lodi, Calif., van Exel milks 1,500 cows at Exels Holsteins. He was elected to the Holstein Association USA board of directors in 2006 and is the current chairman of the Legislative Affairs Committee. He has served on a variety of industry committees and boards throughout the years, including the Western United

board of directors, the State of California ID board, Brack Tract Water board, Farm Bureau, and the California Producer Review board.



Bob Naerebout

Naerebout is in partnership with his son in Western Dairy Business Solutions, a dairy business management firm. For the past nine years, he has served as the Executive Director of the Idaho Dairymen's Association (IDA). IDA includes the Independent Dairy Environmental Action League (IDEAL), which is a dairy legal

defense and environmental research fund; the IDEAL Foundation; and the Idaho Dairy Water and Land Trust, formed to address dairy related water mitigation plans.



Bill Rowell

Rowell operates a dairy farm in northern Vermont with his brother Brian. Green Mountain Dairy produces 23 million pounds of milk a year for the St. Albans Dairy Cooperative, which supplies Ben & Jerry's ice cream, the Boston fluid market, as well as several cheese makers. He is a founding member of Dairy Farmers

Working Together, a strong advocate for production management, and a producer's voice in Washington.



Jim Murphy

Murphy served as the Assistant U.S. Trade Representative for Agricultural Affairs from 1997 to 2011, where he chaired interagency teams to develop U.S. trade policy on agricultural issues in consultation with private stakeholders and the U.S. Congress. He also led U.S. delegations in negotiations in the World Trade Organization

and with foreign governments. Murphy addressed issues arising from agricultural biotechnology and other new technologies.

Jane Doherty

Doherty is the Director for Sanitary and Phytosanitary Affairs for the Office of the U.S. Trade Representative. Chief among her responsibilities is implementation of the World Trade Organization (WTO) Agreement on the Application of Sanitary and Phytosanitary Measures and negotiations on SPS matters for bilateral and multilateral free trade agreements. Doherty serves as the U.S. Delegate to the WTO SPS Committee and leads the U.S. delegation which consists of USDA, FDA, EPA, and the Departments of Commerce and State.



Dalyn Dye

For the past 19 years, Dye has worked for Hoogwegt U.S., Inc., an international dairy ingredient and commodity marketing company, in various senior management roles. He also serves on the marketing committee for the American Dairy Products Institute, the board of directors for the American Butter Institute, and executive committee for the DEIP Coalition.



Professor Bruce Babcock

Babcock is a professor of economics and the director of the Center for Agricultural and Rural Development at Iowa State University. Babcock's research interests include understanding agricultural commodity markets, the impacts of biofuels on U.S. and world agriculture, the development of innovative risk management strategies for farmers, and the analysis of agricultural and trade policies.



Ed Gallagher

Gallagher is the president of Dairy Risk Management Services, a division of Dairy Farmers of America, Inc. He oversees forward contracting programs for cooperative members and their commercial milk customers. Gallagher has significant management experience in milk marketing, regulatory and government affairs issues, and value-added farm business service ventures.



Dr. Gordie Jones

Dr. Jones, DVM, is the managing partner of Central Sands Dairy, which is a 3,800 cow dairy. He also works for Quality Milk Sales as a production consulting specialist and a nutritionist for a consortium of large dairies. He has consulted with dairy producers and veterinarians across the U.S. and internationally on dairy herd performance, nutrition, cow environments, and dairy

housing, expansion, and cow comfort.



Jason Henderson

Henderson is vice president and Omaha Branch executive with the Federal Reserve Bank of Kansas City. He serves as the Bank's regional economist and representative in the state of Nebraska, recruits and works closely with the Branch's board of directors, and is responsible for briefing the Kansas City Federal Reserve's president on economic and business activity in the state. Henderson also leads several Bank and Federal Reserve System efforts to track agricultural and rural economies.



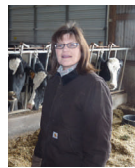
Bruce Knight

Knight is a nationally recognized expert on conservation, agriculture, and the environment. With a long track record of bringing strategic workable solutions to complex and controversial issues, he understands the workings of farm and conservation policy from the grassroots to the national level. Knight provides a visionary and unique perspective on the future of conservation policies.



Alan Hahn

Hahn has worked in the environmental compliance business for more than 30 years and has work experience in everything from sample collection and analytical chemistry to environmental compliance. For the past 18 years, he has worked at The Dragun Corporation, an environmental consulting firm headquartered in Michigan with offices in Canada.



Deb Reinhart

Reinhart and her husband, David Geiser, own and operate a 300 cow dairy in New Holstein, WI. She is the dairy manager on the family farm that they have operated since 1975. Reinhart's responsibilities include human resource management and training, payroll and finance, feeding management, and calf care.



Margaret Standing

Standing joined Bob Evans Farms, Inc. as director of corporate communications in September 2008. She has responsibility for internal and external communications, public relations, and philanthropic efforts for the corporation. Standing partners with Bob Evans Restaurants and Food Products marketing teams to respond to guest concerns and emerging issues and also directs crisis communications for the enterprise.



Sherrie Niekamp

Niekamp is the Director of Animal Welfare for the National Pork Board. Her responsibilities include serving as a technical resource in the development of educational materials on animal care including programs such as the Pork Quality Assurance Plus program and the Transport Quality Assurance Program. Niekamp also has oversight of the administration of swine welfare research.

After the conference, speaker presentations will be available online at www.nmpf.org/NDPC.

Thank You to the 2011 NDPC Sponsors!

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