

2013 National Dairy Producers Conference

April 7 - 9: Indianapolis, Indiana



Hyatt Regency Indianapolis, IN

The National Dairy Producers Conference (NDPC) provides an unmatched opportunity for key players in the dairy industry to listen, learn, and lead. No other meeting offers the same breadth of topics and sessions, all of which examine the key challenges and opportunities facing dairy farmers and marketers.

The emphasis for all is on frank discussion, with plenty of opportunities for interaction.

Visit the NDPC online:
www.nmpf.org/NDPC

Brought to you by the



Saturday, April 6

2:00 pm–5:00 pm Meeting Registration (Lobby Level, Atrium Water Wall)

Sunday, April 7

Farm Tour – Registered Participants Only

6:30 am Breakfast provided (Discovery)

7:00 am Meet at the main lobby entrance to board tour bus

9:00 am–5:00 pm Tour of Fair Oaks Farms in Fair Oaks, IN
(Lunch, beverages, and snacks will be provided.)

1:00 pm–4:00 pm Meeting Registration (Cosmopolitan Foyer)

6:00 pm–7:00 pm Dairy Leadership Reception (Cosmopolitan Foyer)
Sponsored by Western Dairy Association

7:00 pm–9:00 pm Dairy Leadership Dinner (Cosmopolitan AB)
Sponsored by Farm Credit Services and Michigan Milk Producers Association

Welcome Remarks: Randy Mooney - NMPF Chairman

Monday, April 8

7:00 am–5:00 pm Meeting Registration (Cosmopolitan Foyer)

7:00 am–8:00 am Breakfast provided (Cosmopolitan CD)

8:00 am *Welcome to Indianapolis*
Paul Mills (Bluffton, IN) - *Prairie Farms Dairy, Inc.*

Session 1

8:05 am–9:30 am *Securing Dairy's Future Workforce* (Cosmopolitan AB)
Immigration reform will be taking center stage in 2013, and NMPF will lead the effort for all dairy producers across the country. For many, there is no greater challenge in dairying today than securing a dependable workforce. As a potential vote in Congress gets closer, it is vital that dairy farmers become fully engaged in this critical issue for the industry. A perspective from the Federal government will be presented with respect to the opportunities and obstacles to successful passage of immigration reform legislation. In addition, various allied groups within the U.S. farming community will offer their views on the need to work together on addressing labor shortages in agriculture.

Moderator: Bob Naerebout - *Idaho Dairywomen's Association*
Kristi Boswell - *American Farm Bureau Federation*
Government Official (Invited)
Jaime Castaneda - *National Milk Producers Federation*

9:30am–10:00 am Break (Cosmopolitan Foyer)
Sponsored by McLeod, Watkinson & Miller and Upstate Niagara Cooperative, Inc.

Session 2

10:00 am–11:45am *Premiums, Payouts and the Political Process: What the Future Holds for the Dairy Security Act and the Farm Bill*
(Cosmopolitan AB)

Although the Dairy Security Act came close to congressional passage at the end of 2012, the agriculture committees in the House and Senate will have to restart the farm bill process this spring. This panel will review how that process will unfold, and remind farmers about why a dairy margin insurance program can help provide better financial protection for them compared to current programs.

Moderator: Jerry Kozak - *National Milk Producers Federation*
Professor Marin Bozic - *University of Minnesota*
John Newton - *Ohio State University*
Mary Knigge - *House Agriculture Committee*
Dana Brooks - *National Milk Producers Federation*
Jim Tillison - *National Milk Producers Federation*

12:00 pm–1:15 pm Lunch (Cosmopolitan CD)
Sponsored by Prairie Farms Dairy, Inc.

The Technology Pathway to 2050

Guest Speaker: Dr. Bill Weldon - *Elanco*

Session 3

1:15 pm–2:45 pm *The Lenders' Perspectives*
(Cosmopolitan AB)

The general farm economy is improving, yet dairy farmers' net income still lags behind other agricultural sectors. What should farmers expect from their financial institutions given the political, legislative, and lending uncertainties? What are the expected pitfalls and consequences of the global financial crisis? This panel will focus on the financial health of the farm sector and answer farmers' questions regarding the future outlook for dairy financing.

Moderator: Doug Nuttelman - *Dairy Farmers of America, Inc.*
Leland Strom - *Board Member, Farm Credit*
Sam Miller - *Managing Director and Group Head of Agricultural Banking, BMO Harris Bank*

2:45 pm–3:00 pm Break (Cosmopolitan Foyer)
Sponsored by Northwest Dairy Association

Session 4

3:00 pm–4:30 pm *Value Chain Expectations for Market Dairy Cows*
(Cosmopolitan AB)

A dairy producer's decision when to market or whether to euthanize a dairy cow can have an impact through the market chain. Making informed decisions

prior to marketing a dairy cow for beef can ease the movement of the animal through the market process. This panel will examine the decisions made throughout the chain as a cow makes her way to market - the producer, the veterinarian, and the processing plant - to ensure the animal is appropriate to market, is handled humanely throughout the process, and that the meat that results from that market cow is a safe, quality product.

Moderator: Steve Schlangen - *Associated Milk Producers Inc.*
Brent Wilson - *Wilson Centennial Farm and Michigan Milk Producers Association*
Keith Sterner - *DVM, Sterner Veterinary Clinic*
Dr. Mike Siemens - *Cargill*

Evening Dinner on your own

Tuesday, April 9

7:00 am–8:00 pm Breakfast provided
(Cosmopolitan CD)
Sponsored by Land O'Lakes, Inc.

8:00 am–8:45 am *High Feed Prices: When Will They Moderate?*
(Cosmopolitan AB)

High and volatile feed prices have been the single biggest problem for the animal industries in recent years. There is reason to believe that moderation in feed prices is coming and that volatility will drop as well. This presentation will examine the reasons for this problem and outline why there is hope for the animal industry.

Guest Speaker: Professor Christopher Hurt - *Purdue University*

Session 5

8:45 am–10:15 am *What's In a Name? Protecting and Promoting the Integrity of U.S. Dairy Products*

Dairy products produced from U.S. cows' milk face challenges from non-dairy pretenders seeking to cash in on the appealing image of traditional dairy foods like milk, cheese, and yogurt. In addition, European competitors are trying to prohibit our ability to use long-standing common names like parmesan and feta and possibly even mainstays like mozzarella and cheddar. Fortunately, efforts to combat these marketplace threats are well underway through efforts backed by American dairy producers and manufacturers.

Moderator: Ken Nobis - *Michigan Milk Producers Association*
George York - *Office of the U.S. Trade Representative*

Errico Auricchio - *President, BelGioioso Cheese Inc. and Chair, Consortium for Common Food Names*
Joe Duscher - *Upstate Niagara Cooperative, Inc.*
Jim Tillison - *National Milk Producers Federation*

10:15 am–10:30 am Break (Cosmopolitan Foyer)
Sponsored by Lone Star Milk Producers

Session 6

10:30 am–12:00 pm *Mining Manure: An Economic Case for Nutrient Management*
(Cosmopolitan AB)

Increasingly, agriculture is in the spotlight in discussions of local, regional, and even national water quality issues. Livestock manure is often singled out as a primary culprit. Meanwhile,

regulatory pressures have made manure management a significant and costly endeavor for dairy farms to handle. But innovative approaches and new techniques may create opportunities to turn manure management from a cost-center to a profit-center. This panel will focus on nutrient management for dairy producers from the perspectives of policy, new technologies, and on-farm application.

Dr. Thomas Cox - *Agricultural and Applied Economics, University of Wisconsin*
Larry Antosch - *Ohio Farm Bureau Federation*

12:00 pm Closing Remarks

Afternoon Departures

Speaker Profiles

Kristi Boswell



Boswell serves as the Director of Congressional Relations in the Public Policy Department handling labor issues. Prior to joining America Farm Bureau Federation, she practiced corporate defense litigation, including labor and employment, at Stinson Morrison Hecker LLP. Before attending law school, Boswell worked as an aide to former Nebraska State Senator Pamela Redfield.

Professor Marin Bozic



Professor Bozic works in Dairy Foods Marketing Economics at the University of Minnesota-Twin Cities. His research includes analyzing the economic potential of new dairy food products; price and trade analysis to identify threats and uncover opportunities for the dairy industry; and investigating consumer trends and analysis of price risks faced by producers and buyers of dairy products.

John Newton



Newton is a Ph.D. student at the Ohio State University studying Agricultural Economics with an emphasis on dairy risk management. From February 2004 to September 2010, he worked for USDA-Dairy Programs as an auditor and market economist creating mathematical models and providing market information used in policy analysis. In the doctoral program, he is studying dairy risk management and policy analysis.

Mary Knigge



For the past three years, Knigge has worked for the House Agriculture Committee and Ranking Member Collin Peterson. She is the lead staffer for the livestock subcommittee and she has been integrally involved in crafting dairy reform legislation. She works closely with government agencies when livestock issues arise and also deals with hearing preparation and constituent meetings.

Dr. Bill Weldon



Dr. Weldon is the Vice President for Global Research and Development and Western Europe Operations. His responsibilities include Elanco's global research, development, and regulatory operations, as well as Western European Commercial Operations. These areas oversee the development and launch of new products and solutions that improve the health, wellness, wellbeing, and performance of animals.

Leland Strom



Strom was appointed to a six-year term on the Farm Credit Administration Board by President George W. Bush on December 12, 2006. He was designated Chairman and CEO on May 22, 2008, and served in this capacity until November 26, 2012. He also serves as a board member for the Farm Credit System Insurance Corporation. Strom has been active in the agriculture industry for more than 30 years.

Sam Miller



As Managing Director, Group Head of Agriculture Banking for BMO Harris Bank, Miller coordinates and leads production agriculture and agribusiness related banking activities. BMO Harris is the largest agricultural bank in Wisconsin and the eighth largest in the United States. Miller has over 29 years of agricultural banking experience, the past 25 at BMO Harris.

Brent Wilson



Wilson owns and operates Wilson Centennial Farm, LLC, along with his wife and two sons. They milk 640 cows and farm 3,500 acres near Carson City, Michigan. The farm was a gold winner in the 2012 National Dairy Quality Awards. Wilson currently serves on the Michigan Milk Producers Association Board of Directors. He is also the Chairman of the Board of Carson Health Systems and a past board member of GreenStone Farm Credit Services.

Keith Sterner



Dr. Sterner completed his DVM degree in 1969. He served in the U.S. Army Veterinary Corps from 1970-1972, then entered private practice in Ionia, Michigan. He was in this practice from 1972 as an owner and partner until his retirement in late 2011. He has been active in organized veterinary medicine, serving as both officer and committee member in the AABP, NMC, AVMA, and FDA and MVMA.

Dr. Mike Siemens



Dr. Siemens was raised on a diversified farming operation in northern Indiana and obtained his BS from Purdue University, and his MS in Reproductive Physiology and PhD in Ruminant Nutrition from the University of Missouri. At Cargill, he holds the position of Leader, Animal Welfare and Husbandry, where he oversees animal welfare efforts for the global meat businesses.



Professor Christopher Hurt

Professor Hurt is a leading expert on the economics of livestock and meat marketing. A 30-year veteran of the Purdue agriculture department, his areas of focus include pricing strategies, livestock futures market, and livestock futures market performance. He also provides analysis for participation in government programs, teaches marketing principles and alternatives, evaluates the livestock industry structure, and provides price analysis and outlook of live cattle and live hogs.



Joe Duscher

Duscher is the Chief Operating Officer for Upstate Niagara Cooperative. He has worked in all aspects of cooperative management, including distribution, production, sales, and marketing. Duscher is active in a variety of industry organizations including the National Frozen & Refrigerated Food Retailer's Association and the National Ice Cream Mix Association, where he is currently the Vice President. He also serves on NMPF's REAL® Seal Advisory Committee.

George York

York is a Deputy Assistant United States Trade Representative in USTR's Office of Intellectual Property and Innovation, and covers Europe and international institutions, including the World Trade Organization, the World Intellectual Property Organization, and the World Health Organization, and the United Nations. Prior to joining USTR, he served as a Trade Council for the United States House of Representatives Committee on Ways and Means, where he was responsible for intellectual property among other issues.



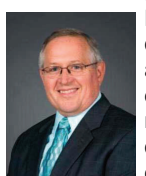
Dr. Thomas Cox

Dr. Cox's research program is centered on the development, refinement, and extension of spatial, interregional policy modeling of the U.S., Canadian, EU, and world dairy sectors. He has made numerous presentations to dairy farmers, processors, policy makers, and other professionals concerning dairy marketing and trade research. Prominent among these groups are the Wisconsin Professional Dairy Producers and the International Dairy Foods Association.



Errico Auricchio

Auricchio is the founder and President of BelGioioso Cheese, Inc. Having moved from Italy to Wisconsin in 1979, his mission was to make great Italian cheeses using old world craftsmanship and fresh, quality milk from Wisconsin. Today, as many as 27 varieties of Classic Italian cheeses are produced and distributed nationwide and abroad. Auricchio is currently the Chairman of the Consortium for Common Food Names.



Larry Antosch

Dr. Antosch is responsible for overseeing, planning, developing, and implementing programs and projects addressing policy development and emerging environmental and energy policy issues. He is responsible for reviewing and analyzing environmental data, reports, and proposed rules and legislation to determine its impact on Ohio agriculture and producers.

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

Thank You to the 2013 NDPC Sponsors!

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- Dairy Farmers of America, Inc.
- Farm Credit Services
- Land O'Lakes, Inc.
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- Northwest Dairy Association
- Prairie Farms Dairy, Inc.
- Upstate Niagara Cooperative, Inc.
- Western Dairy Association



Dairy farmers nourishing people and planet with world-class care.

Additionally, thank you to Fair Oaks Farms for hosting the Farm Tour.