

The Mission of the Northeast Iowa Community Based Dairy Foundation is to enhance and grow the dairy industry through people by providing education, demonstration and research.

Vision: Successful dairy farm families supported by a thriving dairy industry which in turn supports vital local communities.

The Northeast Iowa Community Based Dairy Foundation works with Northeast Iowa Community College and Iowa State University to offer educational programs to students and existing dairy farm families to help them prepare for the future.

Thank you for your generosity & memberships!

A huge thank you to the individuals and corporations who have recently become members and/ or made contributions.

Thank you to those who have become members or renewed their membership of the Northeast Iowa Dairy Foundation, your support is greatly appreciated:

Lanny Kuehl
Barbara Ashby
Greg & Jenny Conway
Wayne & Pat Huber

If you are interested in learning more about making a tax-deductible contribution to the Dairy Foundation to strengthen the future of the dairy industry, or supporting us with a lifetime membership, please contact Megan at 563-534-9957, ext. 107 or email kregel@nicc.edu.

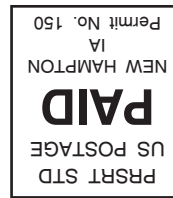
Have an idea, comment or suggestion for the Northeast Iowa Community-Based Dairy Foundation? Let us know!

Call 563-534-9957, email info@iowadairycenter.com or talk to a member of the executive board. Thanks!

Be sure to visit us online at www.iowadairycenter.com

Northwest Iowa Community-Based Dairy Foundation • 1527 Hwy. 150 South • Calmar, IA 52132 • Phone: (563) 534-9957 • www.iowadairycenter.com

Northwest Iowa Community-Based Dairy Foundation
P.O. Box 400
Calmar, IA 52132
RETURN SERVICE REQUESTED



ISU Extension and Outreach Dairy Team conduct survey— Iowa Dairy Industry progressing over the past decade

submitted by Jenn Bentley, Extension Dairy Specialist

The ISU Extension and Outreach Dairy Team, along with support from Brickle Brothers, Foremost Farms USA, Iowa Farm Bureau, Land O Lakes Purina Feed, Midwest Dairy Association, Northeast Iowa Community College, and Vi-Cor conducted a survey to better understand current dairy management practices, characteristics, and needs, along with an outlook to the future of the dairy industry in Iowa. Results provide insight on the current state of the dairy industry in Iowa and are summarized and provided through reports for educators, in-

dustry collaborators, and the public. A few results from the survey include the following. Regardless of herd size, dairy operations in Iowa remain family based with the primary labor sources being immediate family. Just under half of the farms surveyed plan to transition the farm to the next generation over the next 15 years, which will continue the family based dairy trend into the future. Total land base per operation has increased over the years with a greater percent of the total acres going to growing feed. Additionally, dairy operations have become more progressive with improved facilities over the past seven

years, and producers continue to seek information on identified management and production areas. The opportunities for industry, educators, and the public to learn about the Iowa dairy industry from this survey are numerous. To read the Executive Summary, visit: www.extension.iastate.edu/dairyteam/publications
To read the 2012 Iowa Dairy Survey, visit: www.extension.iastate.edu/dairyteam/publications.
For more information, please contact Extension Dairy Specialists, Jenn Bentley at 563-382-2949 or jbentley@iastate.edu or Dr. Leo Timms at 515-294-4522 or ltimms@iastate.edu.

ON THE HORIZON--DAIRY IOWA PROFITABILITY TEAM

This fall, several ISU Dairy Extension Specialists will be conducting a pilot trial program for selected dairy producers as the Dairy Iowa Profitability Team project. This involves working with a dairy producer and their chosen farm suppliers to work collaboratively to solve specific herd challenges. These could include improving reproductive efficiency, milk quality issues, improving calf survival and growth, or guidance about herd expansion. The team is chosen by

the producer, with the common goal of combining their herd knowledge and experience, with the shared goal of improving the herd owners' profitability. Thus everyone wins. By meeting together with the farm owner and key farm staff and reviewing the owner's production records and concerns, they decide on which area to improve and then collectively find methods to accomplish their goals. Team members could include their veterinarian, nutrition consultant, breeding and genetics rep, dairy equipment suppliers, etc. Meeting

together focuses everyone on problem solving issues. After these trial herds and determining eligible time requirements, we will examine extension's role in making the program available to more interested dairy producers. If your dairy would like to be one of the trial herds, contact Larry Tranel (563-583-6496) or Jenn Bentley (563-382-2949).

IOWA STATE UNIVERSITY
Extension and Outreach
Healthy People. Environments. Economies.

A Word from the President - Gary Kregel

The year 2012 is closing fast and for many not soon enough. It was a year that brought uncertainty at many levels, milk price, feed cost, feed supplies, land cost, crop insurance, aflatoxin, farm bill or lack of, and notice I did not even mention politics. However, many of you reading this are producers and eternal optimism tells us that 2013 will be better or why would we do what we do seemingly sometimes for little reward.

For those that recall last year at this time, I mentioned that my Christmas wish was for no snow for a number of reasons all of which made life easier on a livestock farm. Well it seems we are on track for that to possibly happen again. This nice weather has allowed extra jobs to get done. For us that was cleaning out the machine shed. Our farm has been in our family for over 150 years and has never had a farm sale. It seems that as we tore down buildings over the past years too many things were kept and put in the machine shed, not understanding why we kept many of the items in the first place. Let's just say that the Amish will enjoy some of the items we uncovered. The bottom line is we can now fit more machinery that needs storage that we never thought possible before.

The robotic project continues to move forward at the Dairy Center. As you read this excavating should be started for the addition that will be added onto the south side of existing free stall barn. In the process the existing barn will be converted to sand and will be tunnel ventilated thus maximizing cow comfort by having all cows on sand and one cow per stall. The robot barn will house two groups one registered Holsteins the other Jerseys. Building bids will be let after the first of the year with



construction to begin in spring. This is an exciting project that I hope many of you will elect to get involved in to help make it happen.

Thank you to
Arlyn Elsbernd for donating
20 units of semen from
his young sire and to
William Langreck for donating
10 units of semen to
the Dairy Foundaiton.

Become a Dairy Foundation Member today! Also 'like' us on facebook @ Northeast Iowa Dairy Foundation!

Join the Northeast Iowa Dairy Foundation and contribute to the future of the dairy industry!

Name _____

Address _____

City _____ State _____ Zip _____

Phone _____ Email _____

County _____

Mail to: Northeast Iowa Dairy Foundation, Attn: Coordinator
P.O. Box 400, Calmar, IA 52132

Please make checks payable to the Northeast Iowa Dairy Foundation.

Thank you for your contribution. A receipt will be mailed to you.

Please credit \$25 as my annual membership

Please credit \$250 as my lifetime membership

Please update my membership record with the information at left.

Please call me to discuss a gift idea.

I would like to include the Dairy Foundation in my estate plan. Please call me to discuss.

The Northeast Iowa Community-Based Dairy Foundation was created for educational purposes and has been designated as an IRS Sec. 501 (c)3 public charitable educational organization for federal income, estate and gift tax purposes.

Students Earn American FFA Degrees



Ten NICC students received their American Degrees at National FFA Convention. Pictures left to right: Travis Kelly (Fayette, IA), Brittany Pfister (West Union, IA), Megan Meissen (New Hampton, IA) and Nicole Trenkamp (Preston, IA). Individuals not pictured are Sarah Imoehl (Castalia, IA), Austin Langreck (Hawkeye, IA), Nicole Massman (Ossian, IA), Jacob Nunnikhoven (Oskaloosa, IA), Lucas Schmitt (Hawkeye, IA) and Kyle Walvatne (Hawkeye, IA).

Join us for NE Iowa Dairy Days 2012

This year's agenda for topics and speakers are:

1) Feed Budgeting and Feed Values

by Lee Kilmer

2) The New Iowa Dairy Budget

by Kristen Schulte

3) Low Cost Parlor and Automatic Milking Systems

Producer Surveys

by Jenn Bentley or Larry Tranel

4) 2012 Iowa Dairy Survey Results

by Leo Timms

5) Effluent Pumping, Milkhouse Waste & Nutrient Management

by Dan Huyser or Greg Brenneman

6) Fungicides & Forage

By Brian Lang or Mark Carlton

Dairy Days will take place from 10am-3pm on the following dates and locations:

Jan 21 Riceville, St. Peter's Lutheran Church
105 W. 6th St.

Jan 22 Calmar, NE Iowa Dairy Foundation
1527 Hwy 150 South

Jan 23 Waverly, Civic Center
200 1st Street NE

Feb 6 Holy Cross, Neumann's Bar and Grill
927 Main St.

Feb 7 Ryan, American Legion Hall
210 Main St.

Feb 12 Kalona—Chamber of Commerce Building
514 B. Ave

Feb 13 Bloomfield, Davis County Extension Office
402 East North St.

Cost for Dairy Days is \$15 and includes lunch.

Dairy Science Student news

NICC Dairy Students Win at World Dairy Expo

Congratulations to Nick Duncanson (Lewiston, MN), Andrew Hornberg (Winona, MN), Jake Mills (Strawberry Point, IA) and Rachel Scott (Westgate, IA) on winning the Practical contest at World Dairy Expo in Madison, WI. This is the second time in three years that Northeast Iowa Community College has won this contest at the national level. The practical contest has students rank heifers on a combined system for phenotype (conformation) and genotype (pedigree) for both registered and commercial dairy operations. The students then orally defend their placings in front of a panel of judges. The students also rate lactating cows on a linear 1-50 point scale for ten conformation traits. Three team members placed in the top ten nationally in the linear division Andrew Hornberg (4th), Rachel Scott (5th) and Jake Mills (8th) giving the team a placing of 2nd overall in linear. The students also compete in a traditional dairy judging contest where they placed twelve classes of cows or heifers in each of the seven breeds. The students then gave oral reasons on four of these twelve classes. Overall NICC placed 5th in this contest out of 15 other teams; just a couple points separated 3rd, 4th and 5th places. Two New York schools placed 1st and 2nd, followed by two-year programs at Wisconsin-Madison

and Michigan State. NICC high individuals overall included Rachel Scott (6th) and Nick Duncanson (7th) both receiving All-American distinction. Rachel Scott also received honors placing as the 9th overall individual in oral reasons. The students also collected numerous individual honors at World Dairy Expo:

- In addition to his 7th place individual overall finish at expo, Nick Duncanson won 2nd high individual in Milking Shorthorn, 3rd high individual in Brown Swiss and 6th high individual in Guernsey.
- Andrew Hornberg was also 3rd high

individual in Holsteins and 6th high individual in Milking Shorthorns.

- Jake Mills took the 2nd place high individual in the Holstein breed.
- In addition to a 6th place finish overall as an individual and placing 9th overall in oral reasons, Rachel Scott earned 2nd place individual in Brown Swiss and 4th place in Ayrshires.

The team was coached by Dave Lawstuen, dairy science faculty and chair of dairy operations, and Megan Kregel, Dairy Center coordinator.



From left: Sponsor Taylor Weisensel, coach Dave Lawstuen, Jake Mills, Rachel Scott, Andrew Hornberg, Nick Duncanson and coach Megan Kregel.

NICC DAIRY CLUB HOSTING DAIRY SALE

Dairy Science Club members are working hard on planning another successful dairy sale. The sale date is Saturday, March 2, 2013 at the West Union Fairgrounds; however, the sale is not possible without consignments. If you are interested in consigning to the club sale please contact one of the students below.

Thank you for your continued support!

Jake Mills- 563-920-7636

Rachel Scott- 563-380-0075

Andrew Hornberg- 507-450-1592



Risk Management Education for Farm and Ranch Women

Annie was a woman who grew up in a small farm community with a goal to marry a farmer and she did. Annie spent her lifetime learning how to be an involved business partner with her farm husband. Together they did great things, but it wasn't easy. This is Annie's project – to take her life's experiences and share it with farm women living and working in a complex, dynamic, evolving business environment.

Annie's project is designed to empower farmwomen to manage information systems used in critical decision making processes and to build local networks throughout the state. The target audience is farm women with a passion for business and involvement.

Farm women will receive training for managing information in the areas of: (1) Financial Records and Analysis, (2) Production Records and Insurance, (3) Risk Management through Marketing, (4) Legal/Regulation Records and Documentation, and, (5) Human Resources and Time Management. Cost of the program is \$75 per person and the number of seats is limited.

For more information, contact Kristen Schulte, ISU Extension & Outreach-Farm Business Management Field Specialist, at kschulte@iastate.edu or 563-547-3001.

IOWA STATE UNIVERSITY
Extension and Outreach

Dairy Foundation Annual Meeting March 21

The annual meeting of the Northeast Iowa Dairy Foundation will be held on Thursday, March 21, 2013 at Iowa's Dairy Center, Calmar, Iowa. All Dairy Foundation members are invited to attend.

Agenda:

- 10:30 a.m. Registration begins
- 11:00 a.m. Jenn Bentley, Extension Dairy Specialist
Iowa Dairy Farm Survey Summary
- 11:45 a.m. Dave Lawstuen, Chair of Dairy Operations and Gary Kregel, Dairy Foundation President
Iowa's Robotic Dairy Center (building plans for Iowa's Dairy Center)
- 12:15 p.m. Catered Meal by U2 BBQ
- 1:15 p.m. Annual Meeting & Elections

There is no cost to attend this meeting, but we ask that if you are interested in attending please RSVP for lunch purposes to Megan Kregel by calling 563-534-9957 ext 107 or email kregelm@nicc.edu.

If you are not a current member of the Dairy Foundation and would like to attend, please contact Megan and your membership can be arranged. We hope to see you there!

Farm women's workshop for management and decision-making in the complex, dynamic world of agriculture.

WAUKON

When: February 7, 14, 21, and 28;
March 14 and 21
6 - 9 p.m.

Where: Farmers & Merchants
Savings Bank
Community Room
201 West Main Street
Waukon, IA 52172

NEW HAMPTON

When: February 5, 12, and 19;
March 5, 12 and 19
6 - 9 p.m.

Where: Chickasaw County Extension
and Outreach Office
104 E. Main Street
New Hampton, IA 50659

Register online at:
<http://www.uca.iastate.edu/mnet/annie/home.html>

Coordinator Message - Megan Kregel

Thanks and Giving

This holiday season I'm grateful for a lot of things. I'm thankful to have grown up in an environment that taught me family comes first, hard work pays off and the value of a dollar. But more importantly, I'm thankful for people in agriculture who are responsible for producing food for the world to enjoy. They're certainly under-thanked nearly every day of the year. Take heart in the fact that the average farmer now feeds 155 people, compared to just 26 people in 1960. That's a whole lot of families who are relying on the agriculture industry, and who are giving thanks when they are sitting at the table.

I'm grateful to my parents for always supporting me, even when some of the choices I made didn't turn out so well. It is because of them that I have grown to truly appreciate this industry and all of the hardships and joys that come with it. To all of my grandparents, their love of dairy, cows and land still stands true today. They very rarely missed a dairy show and were proud of my siblings and I whether we placed first or last in a class. I never tire of hearing them talk about 'the old days' and how easy we have it today because they had to walk to school uphill both ways. While my siblings and I didn't always get along growing up, I am proud to have them in my life. My sister really paved the way for me from 4H and FFA to college plans; my brother is never shy to say what's on his mind and I appreciate him for that (most of the time).

During the holidays I think it is important to recognize the good in your life, even if certain situations aren't so merry. So far it appears policymakers have made little progress regard-



ing the impasse over tax increases and budget cuts referred to as the "fiscal cliff". Farmers will see significant changes to their taxes if there is no agreement that avoids the fiscal cliff by the end of the year. Higher capital gains taxes make it difficult for many family farms, which make up 98 percent of total farms across the United States, to obtain land, buildings and animals they need to stay efficient.

Sometimes it's important to sit back and live for the day even during financial challenges and other stressors that affect our dairy farm families. So, this holiday season let us focus on our appreciation for family and the community network that is possible thanks to the dairy industry. As we set our tables let's celebrate the closing of one year and the coming of another.

Have a Merry-DAIRY Christmas!

ISDA Annual Meeting Slated for January 16

The 2013 ISDA annual meeting is scheduled for Wednesday, January 16, 2013, from 10 a.m. to 3 p.m. at the Centennial Oaks Golf Club, 19 Eagle Ridge Drive in Waverly, Iowa. Registration begins at 9:30 a.m.

This meeting is free to attend for all ISDA members. If you are not currently a member, new memberships will be taken at the door. The guest presentation topics for this meeting are Surviving the Current Financial Situation and Dairy Industry Outlook.

After the presentation, lunch will be provided and the business session will begin with officer reports and activity updates. Changes to ISDA policy will be discussed and voted on by the 2013 ISDA voting delegates. Current ISDA policy can be viewed on the ISDA website at www.iowadairy.org.

Please RSVP by January 4, 2013. To RSVP call (515) 971-3620 or email jessicab@iowadairy.org. We hope to see you there!

In the event of winter weather, please call one of the following contacts to check on the status of the meeting:

Jessica Bloomberg, Central Iowa (515) 971-3620

LeAnne Philips, Western Iowa (712) 441-5308

Megan Kregel, Eastern Iowa (563) 880-8530

Master Hoof Care Program in Calmar

Friday, February 15 - Saturday, February 16, 2013

8:30 am - 5:00 pm

Iowa's Dairy Center

The Master Hoof Care Program is a hands-on training program for instruction in hoof care and trimming. Trimming techniques are designed to correct claw horn overgrowth without over-trimming, balance weight bearing within and between the claws of each foot, and finally, create a stable weight bearing surface on all claws. The workshop is a half day of lecture and the remainder is lab/live cows. The lab will consist of instruction on knife sharpening techniques, the treatment of lameness disorders including the proper application of foot blocks for relief of weight bearing in diseased or injured claws and practice trimming with knives and grinders. Registration deadline is February 1st.

Please read: There will be a \$95/person charge at the first day of class for educational materials that each student will get to take home. Materials include the manual, DVD, gauge, and a set of left and right knives. Lunch is provided each day. Tuition: \$449. Instructor: Shearer, DVM. Class ID: 19310

For registration or questions, call 800.728.2256, ext. 399

Master Hoof Care Program-Lecture Only

Friday, February 15, 2013

8:30 am - 12:30 pm

This class is only the half-day lecture portion of the two-day workshop. Registration deadline is February 8th and cost is \$39. Class ID: 19311

For registration or questions, call 800.728.2256, ext. 399.

Artificial Insemination – Bovine

Tuesday, February 5 – Thursday, February 7, 2013

9:00 am – 3:00 pm

Iowa's Dairy Center

Cost: \$149.00

This is a three-day, intensive hands-on class for those who wish to artificially inseminate their own cattle or gain experience to work for others. The class will cover all aspects of bovine reproduction, from anatomy and hormones to heat detection. Support materials such as "Breeding Betsy" and an endoscope will be available for practice before going to the barn. Students have actual insemination practice on cattle at the Dairy Center, under the guidance of Accelerated Genetics. (Lunch will be provided.)

Class ID: 19774

For registration or questions, call 800.728.2256, ext. 399

Upcoming Events for Iowa's Dairy Center

Call 563-534-9957 if you are interested in learning more about any of these programs/events. A current calendar of events can be found at www.iowadairycenter.com.

December 14 – Operations Committee Meeting

December 18-20 – AI Certification Class

December 18 – Pesticide Applicator Training

December 21 – Board of Directors Meeting

December 24-31 – Campus Closed

January 1 – Campus Closed

January 11 – Operations Committee Meeting

January 14 – Spring Semester Begins

January 15 – Pesticide Applicator Training

January 16 – ISDA Annual Meeting, Waverly, IA

January 18 – Executive Committee Meeting

January 22 – Dairy Days at the Dairy Center

February 8 – Operations Committee Meeting

February 15 – Executive Committee Meeting

February 21 – Dairy IA Committee Meetings, Ames, IA

February 21 – Regional Extension Council Meeting

March 2 – NICC Dairy Club Cattle Sale, West Union

March 8 – Operations Committee Meeting

March 21 – Dairy Foundation Annual Meeting

March 29/April 1 – Campus Closed

April 4 - Agri-Science Banquet

Farm Business Management

Tuesdays Jan 29th – March 26th, 2013

5:30 pm – 9:30 pm

Iowa's Dairy Center, Room 114

Instructor: Nate Gebel

Learn a comprehensive guide to managing a farm business. From financial management, income and expense statements to balance sheets and cash flow budgeting. The class addresses risk management, asset building, setting achievable goals and establishing a vision. Five areas of financial health are covered: profitability, liquidity, solvency, efficiency and repayment capacity. This class meets the USDA FSA requirements for direct borrowers. A textbook is included. Registration deadline is January 24th, and cost is \$429.

Class ID: 19387