

DAIRY CENTER Connection



News from the Northeast Iowa Community-Based Dairy Foundation

Local Dairy Days Feature Profitable Dairy Practices

submitted by Jenn Bentley

Iowa dairy producers will have the opportunity to hear Iowa State University Extension Specialists share information on emerging dairy industry issues at the 2012 ISU Extension Dairy Days scheduled at seven eastern Iowa locations between January 16 and February 9.

The ISU Extension Dairy Team conducts this workshop each winter to help producers make herd management decisions based on the latest research. This year producers will learn about utilizing cover crops from Brian Lang or Mark Carlton, extension agronomists. Jenn Bentley, extension dairy specialist, will discuss calf housing and environment management; and Kristin Schulte, farm management specialist, will give the dairy outlook for 2012.

After lunch, Larry Tranel, extension dairy specialist, will discuss robotic milking systems. Doug Bear and Dr. Leo Timms will share the Iowa Beef Industry's perspective on dairy and beef quality assurance. Dr. Lee Kilmer will talk about precision feeding for productive cows.

Dairy Days will be offered at seven locations: Jan. 16 in Riceville, Jan. 17 in Calmar, Jan. 18 in Waverly, Jan. 31 in Holy Cross, Feb. 1 in Ryan, Feb. 8 in Kalona and Feb. 9 in Bloomfield. Registration starts at 9:30 am and the program will conclude by 3 pm. Details about each date are available from your county ISU Extension office.

A \$10 registration fee covers the noon meal and proceedings costs. Pre-registration is requested by the Friday before each event to reserve a meal. Vouchers may be available from local ag-service providers or veterinarians.

Producers may also take advantage of free feed testing by bringing a ziploc bag of TMR, silage or grain samples (approx. one quart) for particle size analysis.

For more information contact your local county ISU Extension office or Dr. Leo Timms at 515-294-4522.

ISDA Annual Meeting Slated for January 6

The Iowa State Dairy Association (ISDA) will hold its 2012 annual meeting from 10:00 a.m. to 3:00 p.m. January 6 at the Waverly Civic Center in Waverly, Iowa. All ISDA members are invited to attend.

Dr. Patrick Gorden, DVM, Iowa State University Senior Clinician, will present "Ensuring Milk and Beef Quality on your Farm" and Dr. Mark Stephenson, Director of Dairy Policy Analysis at the University of Wisconsin will discuss Foundation for the Future and federal market orders.

Lunch will be provided and producer/industry representatives will give updates on their activities throughout the past year. Changes to ISDA policy will be discussed and voted on by the 2012 ISDA voting delegates. Current ISDA policy can be viewed on the ISDA website at www.iowadairy.org. New board members will also be elected to replace those retiring from the ISDA Board.

If you are interested in attending, please RSVP to Jessica Bloomberg by calling (515) 971-3620 or email jessicab@iowadairy.org.

A Word from the President - Gary Kregel

As the holiday season approaches on behalf of the Board of Directors of the Dairy Foundation I want to wish you all Merry Christmas and a prosperous new year. I personally am hopeful that my Christmas wish will be granted this year, as it has not for many years. What is it? A brown Christmas; livestock chores are a much easier task when not fighting the snow and ice, not to mention with the snow comes much colder temperatures. Plus, I have yet to figure out how moving snow adds to the bottom line.

With 2011 coming to a close we can look back and realize that the year brought much better milk prices than the previous two. As we looked at our settlement checks for November milk and yearly totals many will have yearly sales dollars that we have not seen before. We can hope that those opportunities continue in 2012, plus it looks like the new year will bring lower feed cost as projections are for 94 million acres of corn this coming year. Obviously weather can change that outlook very quickly.

This is the start of the winter meeting season. Talking to other producers a common theme has come up, milk quality and components are much improved and milk per cow is down slightly. Feed quality is good and for most plentiful, at least in Northeast Iowa, Southeast Minnesota, and Southwest Wisconsin. This should make for a positive start to 2012.



Speaking of meetings mark your calendar, March 14 will be our annual meeting of the Dairy Foundation. At that meeting you can hear an update from Larry Shover and Kent Lehs now the co-chairs of Dairy Iowa the resulting organization from the Iowa Dairy Outlook meetings. Also, Julia Ridpath will speak about BVD research and things happening at NADC. Join us March 14th. Again, have a very happy new year and happy holidays!

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.



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

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 farmwomen 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 farmwomen 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.

PROGRAM SPONSORS include Asgrow, DEKALB, Farm Credit Services of America, Farmers Union Coop, and Winn Coop.

**February 16 & 23 and March 1, 8, 22, & 29
6—9 P.M.
NE Iowa Community Based Dairy Foundation
Calmar, IA**

Cost of the program \$75 per person and class size is limited.

For Program
Registration Contact:
Winneshiek County
Extension Office
563-382-2949
or register online at:
<http://www.ucs.iastate.edu/mnet/annie/home.html>

IOWA STATE UNIVERSITY
Extension and Outreach

Dairy Foundation Annual Meeting, March 14, 2012

The Annual Meeting of the Northeast Iowa Dairy Foundation will be held on Wednesday, March 14, 2012 at The Dairy Center, Calmar, IA. All Dairy Foundation members are invited to attend.

Agenda:

- 10:30 a.m. Registration begins
- 11:00 a.m. Julia Ridpath, NADC Microbiologist
"Managing the Risk of BVD in Dairy Operations"
- 11:45 a.m. Larry Shover, Dairy Producer and Kent Lehs, Midwest Dairy Association
"Dairy Iowa"
- 12:15 p.m. Meal Catered by: Lynch BBQ Company
- 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 at 563-534-9957 ext 107 and your membership can be setup. We hope you see you there!

Coordinator Update - Megan Kregel

Telling Your Story

I recently read an article entitled 2012 Food Trends to Watch, number four on the list was Increased Emphasis on the “Farm to Fork” Journey. Below are the details of the “Farm to Fork” section in the article from Phil Lempert, Supermarket Guru.

“Shoppers have become increasingly interested in knowing where their food comes from, which is why 2012 will bring an added emphasis to a different kind of food celebrity – the farmer. Last year we saw sales flourish among grocery retailers who jumped on the movement among consumers to “buy local.” In this age of transparency, interest in the farm to fork journey has grown considerably, inspired in part by food safety scares and more importantly a desire to know how the food we are serving our families is being produced.

This year, we’re seeing more farmers get in on the action. A growing number of farmers are leading the conversation by using blogs and social media sites to bring the story of the American farmer to consumers. According to the American Farm Bureau’s 2010 Young Farmers and Ranchers Survey, nearly 99% of farmers and ranchers aged 18 to 35 have access to and use the Internet, and nearly three-quarters of those surveyed have a Facebook page. Additionally, 10% use Twitter and 12% post YouTube videos. In fact, 77% of those surveyed view this type of communication as an important part of their jobs as farmers and ranchers. In September of this year, the United States Farmers and Ranchers Alliance (USFRA) launched an annual \$11 million program designed to open the dialogue with consumers. Expect to see more advertising and television programs starring these real food experts (versus actors pretending to know their food).”

Speaking for myself, I was very pleased that the article had hard facts and really supported and idealized the farmer as being an expert, which we all are.

At the end of November I attended a spokesperson training sponsored by Midwest Dairy Association with the focus being telling your story and telling it effectively. When I think of my story there are key messages I always



want to portray to any audience: I am proud to be a dairy farmer’s daughter and the sixth generation on our family farm, I received a quality education and have a Bachelor of Science degree, that all milk is healthy and nutritious, and dairy farmers put care into producing their product and taking care of their animals that in return take care of them.

I encourage all dairy farmers to become more active in telling your story because every story is worth telling. You can become more involved in social media as the Supermarket Guru pointed out, or simply tell your story to anyone you meet, whether it’s in the grocery store or the bank. It’s important we speak with one voice to inspire consumer confidence, so tell your story because no one is going to tell it better than you.



Have a very safe and happy holidays from myself and everyone at the Dairy Foundation!

Farm Succession Planning Coming to NE Iowa

submitted by Jenn Bentley

A family business, whether a dairy farm or a main street business, represents a lifetime of hard work and a commitment to a certain lifestyle, often times spanning generations. Good communication and planning make the transition from one generation to the next move smoothly and more successfully.

Iowa State University Extension and Outreach will host a Farm Succession Planning Workshop on January 27-28 to help families begin those conversations and start putting transition plans on paper. The workshop will be held at the Heritage Events Center in Cresco.

The Farm Succession Planning Workshop is a multi-generational event for exiting owners and spouses, and succeeding owners and spouses. The workshop will be conducted on two consecutive partial days to better accommodate rural families and provide time to initiate conversations and written plans. The workshop instructors will be from the Beginning Farmer Center: David Baker, Farm Transition Specialist and John R. Baker, attorney at law.

The first session occur from 1-8 pm on January 27 and will allow participants to gather in small groups with others having the similar roles in the farming operation. Small group discussions offer participants a chance to share needs, wants, expectations and fears. Then as a large group, participants will look at what must happen to make the transition work.

Day two of the workshop is scheduled from 8 am – 2 pm on January 28. It will include a review of the retirement plan concept and information on transfer plans, estate plans and a process for creating a family statement of intention. Family groups will have time to write a Statement of Intention and Vision of the Future.

Families will go home with a Memorandum of Understanding that will be their blueprint to the future — knowing what they need to do, who they need to talk to and understanding that the plan may need to be adjusted along the way.

The workshop is sponsored by Cresco Bank and Trust, People Savings Bank, C US Bank, ISU Extension and Outreach and USDA Farm Service Agency. Interested farm families should contact the sponsoring banks for potential scholarships.

Upcoming Events at The 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.

Dec 23/24 - Christmas holiday / Offices Closed

Dec 30/31 - New Year holiday / Offices Closed

Jan 5 - Program Committee Meeting

Jan 10 - Spring Semester Classes Begin

Jan 13 - Operations Committee Meeting

Jan 17 - Dairy Days

Jan 20 - Executive Committee Meeting

Feb 10- Operations Committee Meeting

Feb 16 - Annie's Project

Feb 17 - Executive Committee

Feb 23 - Annie's Project

March 1 - Annie's Project

March 8 - Annie's Project

March 9 - Operations Committee Meeting

March 14- Annual Meeting

March 22 - Annie's Project

April 5 - NICC Dairy Club Sale, West Union

April 13 - Operations Committee Meeting

April 20 - Executive Committee Meeting

Space is limited to the first twelve farming operations to register. Families interested in participating should contact the Howard County ISU Extension office at 563-547-3001 or register online.

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Space is limited to the first twelve farming operations to register. Families interested in participating should contact the Howard County ISU Extension office at 563-547-3001 or register online at: <http://www.extension.iastate.edu/howard/news/succession.htm>

Dairy Science Student news

NICC DAIRY CLUB HOSTING DAIRY SALE

NICC Dairy Science Club members are working hard on planning another successful dairy sale. The sale date is April 5, 2012 at the West Union Fairgrounds; however, the sale is not possible without consignments. If you are interested in consigning to the NICC sale please contact one of the students below. Thank you for your continued support!

Aaron Lien: 563-419-4965

Pete Schell: 507-429-1294

Alana Heins: 507-251-1041

Meet the members of the 2012 Dairy Science Club:

Meet the current officer team:

President: Alana Heins

Vice President: Devon Chrystal

Secretary: Chena Schnuelle

Treasurer: Tyler Egeland

Historian: Jill Hefel

The Dairy Club would like to wish everyone a very Merry Christmas and Happy Holidays!

Once again the agriculture faculty is very pleased with all of the students enrolled in all the ag programs. Good job on a great fall semester!



Dairy Foundation says Goodbye to Mary Steen

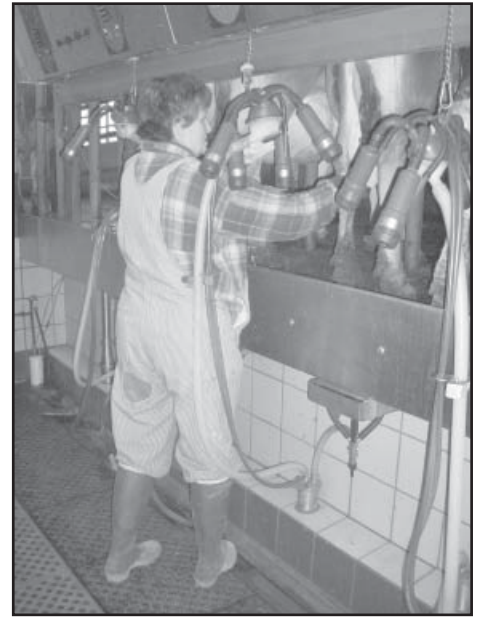
With sadness in our hearts, the foundation says goodbye to a wonderful friend and supporter of the dairy industry, Mary Steen. Mary is retiring after her many years of service to not only NICC, but also to the Dairy Center. She has taught for NICC Continuing Ed since 1980, but has been in her current position for 15½ years. Once the Dairy Center came in to existence, agriculture was added to Mary's list of responsibilities. Prior to joining the NICC team, Mary worked as a 4-H Program Assistant in Howard County while helping her husband, Darrel, on the farm where she says, "I drive a mean combine." Mary is a graduate of Buffalo Center High School and graduated from UNI with a de-

gree in Family and Consumer Science. "I think that is why I really enjoy the nutrition station of Iowa's Dairy Story," she said, "dairy products are critical to a growing child and I stress that!" When asked about her favorite memories of the Dairy Center, Mary reflects back on the Intro to Milk Production class she took from Dave Lawstuen. She also reflects on many other things, "The faculty are excellent, the foundation staff are always fantastic, the cows are beautiful in my book. It is the people who come through this facility that are the most fun to impress with the dairy! I love pushing milk products to the groups that use the Dairy Center." In fact, Mary has never ordered soda for

any group she has hosted at the center, only milk! Mary and her husband live near Lime Springs, Iowa. After retiring Mary plans on taking a trip to Alaska and will enjoy having more time with her family and her church family, quilting, baking bread, reading and having a more flexible schedule "I will miss the great friendships I have made through the dairy industry. The great memories will stay with me and I will always remember the Dairy Center as a very special place," stated Mary. **Thank you for everything Mary!**



One of Mary's items on her "bucket list" was to milk cows, and she certainly did!
left: Mary and her BIG milk mustache
right: Milking cows like a professional



Must-try Holiday Recipe Millionaire Shortbread

- 2 cups all-purpose flour
 - 1 ½ cups packed light-brown sugar, divided
 - 1 teaspoon salt, divided
 - 2 cups cold, unsalted butter, divided
 - 1 ½ teaspoons vanilla, divided
 - ¼ cup light corn syrup
 - 1 14-ounce can sweetened condensed milk
 - ¾ pound high-quality milk or dark chocolate
- 1)Preheat the oven to 325°F. Butter the

- bottom and sides of a 9-by-13 inch pan, layer the pan with parchment paper, and butter the paper.
- 2)Shortbread: measure the flour, ½ cup brown sugar and ½ teaspoon of the salt into bowl of a food processor and pulse until mixed. Add 1 cup of the butter in chunks and pulse until roughly mixed. Sprinkle in ½ teaspoon of the vanilla, continue to process until the dough begins to form a ball. Remove from the processor and press evenly over the bottom of the pan. Bake for 35 to 40 minutes.

- 3)Caramel: melt remaining 1 cup butter over low heat. Stir in the remaining 1 cup brown sugar, corn syrup and condensed milk. Bring to a boil, stirring constantly, for 4 minutes. Remove from the heat; stir in remaining ½ teaspoon salt and 1 teaspoon vanilla. Pour evenly over the baked crust; let cool.
- 4)Melt chocolate, pour evenly over caramel layer. Cool completely in the pan, then use the parchment paper to lift the shortbread out of the pan. Cut into squares. Enjoy!

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 annual members and/ or made contributions!

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

Adam Glienke
Jeffrey Schmitt

Thank you to Arlyn Elsbernd for donating 10 units of semen from his young sire!

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 kregelm@nicc.edu.

*Have an idea, comment or suggestion for the Northeast Iowa Community-Based Dairy Foundation? Let us know!
Call 563-534-5597, email info@iowadairycenter.com or talk to a member of the executive board. Thanks!*

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

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