

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

Greg & Joel Pagel  
Bill Langreck  
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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](mailto:kregelm@nicc.edu).

Thank you to all of our Breakfast on the Farm supporters!

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](mailto:info@iowadairycenter.com) or talk to a member of the executive board. Thanks!

Be sure to visit us online at [www.iowadairycenter.com](http://www.iowadairycenter.com)

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

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# DAIRY CENTER Connection



News from the Northeast Iowa Community-Based Dairy Foundation

## Nearly 950 Served at Breakfast on the Farm

The Northeast Iowa Dairy Foundation held their 5th annual Breakfast on the Farm Saturday, June 21 at Iowa's Dairy Center in Calmar and, for the most part, without rain. A new record of nearly 950 visitors enjoyed freshly made waffles, sausage, cheese, yogurt and of course lots of milk and ice cream. The yogurt was provided by Country View Dairy, the Dave and Carolee Rapson family, and was processed on their farm near Hawkeye, Iowa. Volunteers explained the practices used to raise healthy calves and cows and everyone enjoyed viewing the newly completed robotic milking facility. Questions about dairy farming and food production were encouraged throughout the tour as the event focused on those who do not normally have access to dairy farms. Visitors could also try their hand milking a cow at an exhibit provided by the Northeast Iowa Community College (NICC) Dairy Science Club.

The dairy breakfast is coordinated by Iowa State University Extension and Outreach, Midwest Dairy Association, NICC and the Northeast Iowa Dairy Foundation. Many businesses and organizations also contribute to making the breakfast a success. We look forward to seeing you next year at Breakfast on the Farm, June 20, 2015.



## Breakfast on the Farm

### Thank you to our sponsors!

#### Supreme Champion (more than \$100)

Asgrow/Dekalb  
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#### Grand Champion (\$100)

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Fredericksburg Farmers Co-op  
Iowa State Dairy Association  
Kerndt Brothers Savings Bank  
Lifetime Gutters & More LLC  
Nelson Dairy Consultants  
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New York Life Insurance Company  
South Winn Vet Clinic  
Wiltgen Construction

#### Intermediate Champion (\$50)

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#### Junior Champion (\$25)

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#### Save the Date:

**2015 Breakfast on the Farm, June 20**

## Millionaire Model Dairy Farms Part V

by Larry Tranel, Dairy Field Specialist, ISU Extension & Outreach

Iowa State University Extension and Outreach's Millionaire Model Dairy Farms Project aims to inspire more profitability among hybrid grazing and confinement dairies in the Midwest. Five model dairy farms that focus on labor efficiency; management intensive grazing; low cost facilities (including TRANS Iowa low cost milking parlor); crossbreeding; and semi-seasonal milk production had their individual dairy farms analyzed financially using the Dairy TRANS 4.44 software program.

Net Farm Income on the MMDF averaged \$219,014. From this figure, only equity and unpaid labor are not accounted for as expenses. The equity charge at 3.5% of assets averaged \$78,822 leaving a return to unpaid labor of \$140,193 or approximately \$847 per cow or approximately \$45.54 per hour worked. The return to unpaid labor ranged from \$31.05 to \$60.32.

The average milk price received was \$20.07. Total cost of production with the 3.5% equity charge and a \$40,000 opportunity cost per FTE for the unpaid labor, gives a total cost of producing milk for the MMDF at \$17.47. This leaves a profit in 2013 of \$2.60 per cwt of milk produced—a profitable year!

The full publication for the Millionaire Model Dairy Farm project can be found at:

<http://www.extension.iastate.edu/dairyteam/sites/www.extension.iastate.edu/files/dairyteam/Millionaire%20Model%20Dairy%20Farm%20V%202014.pdf>

This publication includes the individual financial analysis of each of the model farms.

## Economics of Organic Dairying

by Larry Tranel, Dairy Field Specialist, ISU Extension & Outreach

Are organic dairies more or less profitable than conventional or grazing dairies? This was the aim of a study done using 2013 financial data for 10 organic dairy farms located in Iowa and Wisconsin. The Dairy TRANS Financial Analysis Software program was used to analyze and benchmark the data. The data showed the most profitable organic dairies can compete very well with the best in the dairy business and the medium profit dairies also showed respectable levels of profitability when compared with the rest of the industry. For dairy producers to achieve a return on assets of 16% and a return to labor of \$50 per hour of unpaid labor is a pretty good accomplishment for the most profitable dairies while the medium profit dairies earn a return on assets of 6% and a return to unpaid labor around \$20 per hour.

For more information on this research project, funded by the Leopold Center at Iowa State University, please visit the Dairy Team website at: <http://www.extension.iastate.edu/dairyteam/business-and-financial-management> and look for the publication entitled, "Economics of Organic Dairying."

View the report directly from this link: <http://www.extension.iastate.edu/files/dairyteam/Economics%20of%20Organic%20Dairying%202013.pdf>

## 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](http://www.iowadairycenter.com).

July 8-12 – Winneshiek County Fair

July 11 – Operations/Executive Meetings

July 16-20 – Allamakee County Fair

July 17 – Sunflower Daycare tour

July 29-Aug. 3 – Fayette County Fair

July 29-Aug. 4 – Clayton County Fair

August 6 – Farmland Leasing Meeting

August 7-17 – Iowa State Fair

August 12 – Bus tour

August 15 - Operations/Executive Meetings

August 19 – Decorah Rotary tour

August 21 – Fall Semester begins

August 27 – Boehringer Ingelheim Rental

September 1 – Campus closed

September 4 – ISU Fall Showcase

September 4 – NICC Fall Fest

September 11 – Tri State Dairy Expo

September 19 - Operations/Board Meetings

September 30-Oct. 4 – World Dairy Expo

October 3 – Bus Trip to World Dairy Expo

# Dairy Science Student news

## 2014 Dairy Science Graduates

<u>Name</u>	<u>Hometown</u>	<u>Career Plans</u>
Tommy Allen	Reedsburg, WI	Family Registered Jersey Farm
Alysha Bang	Kenyon, MN	Family Registered Ayrshire Farm
Joris Boelen	Brooklyn, IA	Family 1,000 Cow Dairy
Jade Bohr	Ossian, IA	Continuing her education
Brenna Bradley	Fort Atkinson, WI	Continuing her education
Kalene DeBoer	Ellsworth, MN	Family 400 Cow Dairy
Rachel Ecker	Zumbrota, MN	Continuing her education
Shelby Hammel	Waukon, IA	Calf Manager, 700 Cow Dairy
Keisha Harbaugh	Edgewood, IA	Continuing her education
Justin Hinrichs	Goodhue, MN	Family 80 Cow Dairy
Derek Koch	West Union, IA	Herdsperson 120 Registered Holsteins
Brianna Lee	West Union, IA	Iowa State University - Dairy Science
Travis Paape	St Charles, MN	Continuing his education
Baxter Pufahl	Monona, IA	Continuing his education
Kelsey Ristau	Harmony, MN	Continuing her education
Dillan Schumacher	Plainview, MN	Family 120 Cow Registered Dairy
Rachel Scott	Westgate, IA	Own 80 Cow Registered Holstein Farm
Isaac Whitaker	Kasson, MN	120 Cow Registered Holstein Farm
Melanie Woods	Ostrander, MN	Continuing her education
Jodi Wulfekuhle	Dyersville, IA	Family 400 Head Cattle Operation

### Dairy Club assists with Breakfast on the Farm

Club officers and members clipped and washed four cows for the event.

In addition, the club educated people how milk is produced and even showed them how to milk a cow.

Pictured left is Ashley Bushman showing a little girl a handful of milk.



## New Employee Feature- Jon Meyer

Jon Meyer is the assistant dairy herdsperson at the Dairy Center and has many years of dairy industry experience. As a business management student at Waldorf College, Jon learned about career opportunities working for local producers.

"I wasn't raised on a farm; I actually grew up in town. During college while I was looking for work, I was really introduced to the industry and I've been part of it since," said Jon. Through networking he worked for Genex Cooperative for 20 years and Accelerated Genetics for five years as an AI technician.

A lifelong resident of Ossian, Jon manages his own 35 head cow/calf operation. As the Dairy Center's assistant herdsperson, he oversees herd reproduction, including breeding and synchronization programs, as well as the vaccinating of cattle and the management of the newly-acquired beef cows for the Beef Science program at Northeast Iowa Community College.

Watching the cows' behavior on the robotics system is

especially interesting, he said. "The robots are definitely labor-saving machines; however, maintenance is still very important," Jon explained. "The system includes rumination, which has made it easier to catch any possible sick cows earlier. This saves on treatments and gets the cow back on her feet faster."

He views the learning opportunities at the Dairy Center as endless for young people. "This is a good place for students to learn about all aspects of the dairy business with hands-on, real-life experiences," he said.

His future goals for the dairy center are to continue to increase the herd's pregnancy rate from the current 24 percent and to increase milk production. Jon is looking forward to the academic year and opportunities to interact with the students.

Jon and his wife, Kristy, have two children – Carter (13) and Rachel (8); Kristy is a secretary at Saint Benedict's School in Decorah.



## A Word from the President - Phil Hemesath

Since this is my first report as president of the Dairy Foundation, I feel it is appropriate to acknowledge the leadership and vision of the past presidents. Dennis Mashek, Nick Roling, Jed Becker and Gary Kregel were faced with challenges from the start-up of the Foundation with developing a unique identity and forging a stronger partnership with NICC when a financial crisis arose. I will do my best to continue to build on the solid foundation of these leaders.

The robotic barn is functioning very well and continues to be even more efficient as our staff gets more familiar with it. There is a learning curve associated with all new facilities and this is no exception, but with the hire of herd manager, Jeremy Walz, I think that any adjustments and tweaking will be in capable hands. We are scheduling more remodeling projects to handle dry cows, close-up springers and heifers to better improve herd health and increase cow comfort.

One of our next big challenges has to do with our capital campaign fundraising. We seriously need to eliminate the Foundation's debt so we can focus on our mission as a showcase dairy with a state-of-the-art education program. I will now ask our members to step up with support in the form of contacts, ideas and, of course, donations.



Silos & Smokestacks National Heritage Area will be accepting online applications for their Bus Grant program beginning August 15, 2014. Applications must be an accredited PreK-12 public, private or charter school within the 37 county Heritage Area. Applications must identify a designated Partner Site or farm site they wish to visit and what part of the American agricultural story the class will be learning about.  
<http://www.silosandsmokestacks.org/educate/bus-grants/>

**Become a Dairy Foundation Member today! Also 'like' us on facebook @ facebook.com/neiowadairyfoundation**

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

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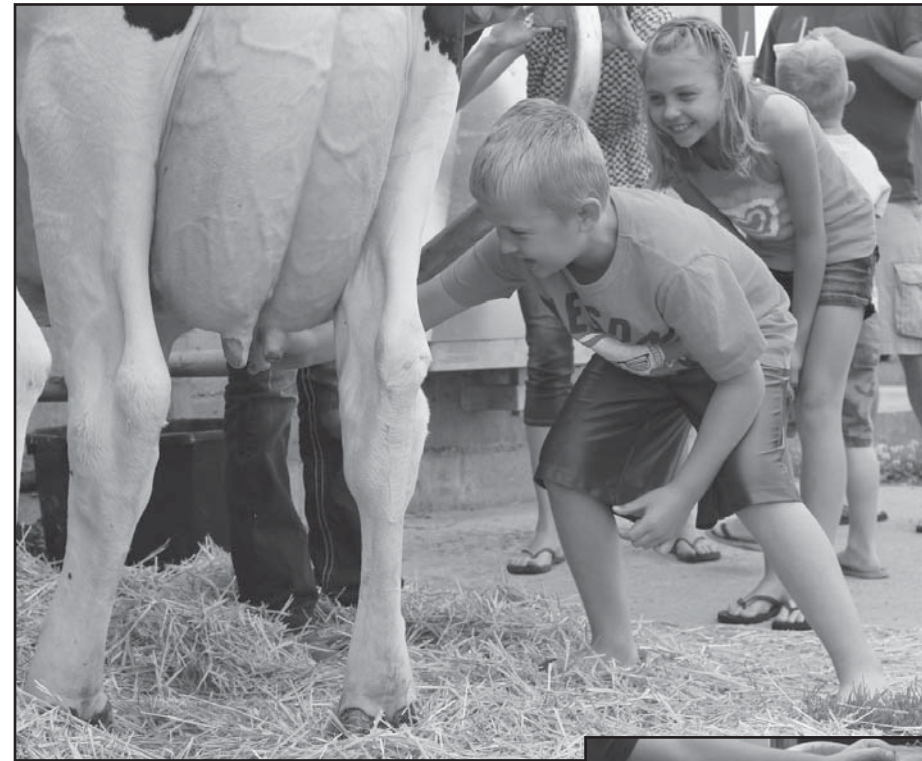
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The Northeast Iowa Community-Based Dairy Foundation was created for educational purposes and has been designated as an IRS Sec. 501 (c)3 public charitable educational organization for federal income, estate and gift tax purposes.



## Breakfast on the Farm Photos

*Everyone had fun on the farm and enjoyed milking a cow and spending time with the calves. Below: Katherine Paulson talks about the Jersey cow breed.*

