



Since 2003, the Great Lakes Regional Dairy Conference (GLRDC) has been dedicated to helping dairy producers learn new ways of increasing their profitability by doing more with less. Thanks to help from generous industry supporters, the GLRDC has earned a reputation as a top educational conference. In 2017, more than 350 producers and dairy industry representatives attended this three-day event. This year, we're building on that momentum by delivering another high-impact conference.

In addition to our quality line-up of educational speakers, we will once again be the home base for the 12th annual Dairy Industry Recognition Night where we will honor the industry's leading producers, recognize dairy scholarship recipients and dairy judging team members, as well as announce the new Michigan Dairy Ambassador Program.

This is your conference. Don't miss it.

Preconference Session

Wednesday, February 7, 2018

7:00 Dairy Promotion 101 Dinner
p.m. The United Dairy Industry of Michigan (UDIM) will provide an overview of dairy promotion activities to dairy farmers who are attending the conference or who live near the conference location. The informal meeting will provide an opportunity to share with dairy farmers how UDIM staff members work on their behalf to promote dairy across the state. It will give farmers an opportunity to ask questions about programs.

There is no cost to attend. Please feel free to bring others who may not plan to attend the conference.

Workshop agenda

Thursday, February 8, 2018

9:00 Milk Check Economics: What Can Dairy Farmers Do?
a.m. *Michigan State University Extension*
Low milk prices have – and continue to – put stress on dairy farm finances. This session will examine the major drivers of the mailbox milk price and consider options that farmers have to influence or manage their milk check income. A panel of dairy farmers will discuss how they have increased fat and protein yields and have also improved income.

11:00 2018 Dairy Fog, Look for the Lighthouse
Gary Sipiorski, Vita Plus Inc.
Sipiorski will highlight the current status of the industry, show producers where there is light and what they can do to guide their operation through the fog.

Noon Lunch

1:00 Milk Pricing and Challenges in the Midwest
p.m. *Mark Stephenson, Ph.D., University of Wisconsin*
Direct sale, cooperatives, processing facilities, pooling and much more all impact the price of milk. Stephenson will break down each area and discuss the specific challenges in Michigan. He will also share his experiences in Wisconsin and other locations with the loss of markets and what producers and processors can do in the future to secure markets, processing and higher prices.

2:00 Break

2:30 Global to Local: Dairy Supply, Demand and Price Outlook
Nate Donnay, Director of Dairy Market Insight, INTL FCStone
Donnay will break down current global and local factors affecting milk prices and discuss what producers should expect in the next 12 to 24 months. He will also talk about the continued challenges and possible opportunities for the Great Lakes Region.

3:30 Understanding and Interpreting Bacteria Counts to Improve Milk Quality
p.m. *Brandon Treichler, D.V.M., Quality Control Veterinarian, Select Milk Producers*
In a saturated global milk market, consistently producing quality milk allows a dairy to maintain its market and a processor to compete. Treichler will explain how labs test milk for quality parameters. These lab results help identify opportunities to produce higher quality milk as well as basic troubleshooting strategies when bacteria counts rise. The focus will be on Lab Pasteurized Counts, but other common bacteria counts will be discussed as well.

4:30 All Things Milk: Questions and Answers
With Sipiorski, Stephenson, Donnay and Treichler

5:00 Reception, Exhibitor Showcase and Great Lakes Commercial Heifer Extravaganza XIII Sale

10:15 Maternity Pen Design From the Cow's Perspective
a.m. *Kathryn Proudfoot, Ph.D., The Ohio State University*
Explore how you can use dairy cow behavior to help you make better management and housing decisions at calving. Proudfoot will discuss practical ways to allow dairy cows to seek the seclusion they look for as they prepare to give birth that will help you bust the bulk tank down the line.

11:15 Positioning for Success in the Economic Reset
David Kohl, Ph.D., Virginia Tech professor emeritus
Now entering the fourth year of the agricultural economic reset, varying degrees of financial stress are emerging in many agricultural sectors. What is around the corner and down the road concerning the global and domestic economy, land values, cash rents and the overall bottom line? This session will examine both the short-run and long-run economic and financial picture. What are the adjustments producers and lenders must make to position for success? The session will provide a new look at burn rate, not only on working capital, but also on core land equity, along with trends that will have an impact on the industry now and by 2030. Come with your questions to this high-energy session that will get you prepared for one of the most critical periods in agriculture.

12:45 Lunch
p.m.

2:00-4:30 Workshops: Lean Farming
Susanne Pejstrup, Lean Farming Inc.
Farmers will learn strategies in lean farming to help increase productivity. Pejstrup will explain how farmers can introduce standards, systematic work procedures and structure, and the culture of continuous improvement to improve the bottom line.

Friday, February 9, 2018

7:00 Breakfast
a.m. **Dairy Girl Network Breakfast**

8:00 Understanding the Science of Genomics and How It Can Drive Management Decisions
Peter Hansen, Ph.D., University of Florida
In vitro fertilization (IVF) and genomics are changing the landscape of the dairy industry more quickly than ever before. Understanding the data and making the best management decisions can be challenging. Hansen will decode the data and share strategies to help producers make the most profitable decisions for the future of their farms.

9:00 Practical Application of IVF on Dairies Across the U.S.
Hear from producers across the country as they share their IVF strategies.

9:45 Break

Workshop agenda

- 2:00- Workshops (continued)**
4:00 Labor Regulations and Legal Requirements
p.m. Karl W. Butterer, Foster Swift Collins & Smith PC
 Labor policy, regulations and requirements are confusing and constantly changing. Attorney Butterer will share the latest changes in policy, and explain labor regulations and requirements that farmers need to know to ensure their operation is in compliance. Producers are encouraged to bring their questions to the session.

Robotics Producer Panel

Producers who have installed robotic systems from Lely, DeLaval and GEA will share their experiences in a panel discussion. Hear their successes and stumbles from install to operation and their best management strategies to move their operations forward.

- 5:00 Reception**
p.m.
6:00 Dinner and Awards Program

Saturday, February 10, 2018

- 9:00 Holstein Association Meeting**
a.m.
3:00 Conference Concludes
p.m.



Lodging

The official conference hotel is:

Soaring Eagle
 6800 Soaring Eagle Blvd.
 Mount Pleasant, MI 48858
 888-732-4532
www.soaringeaglecasino.com

The Soaring Eagle Casino and Resort is located just off U.S. 127 at exit 143.

Make reservations before Jan. 23, 2018, by going online to www.soaringeaglecasino.com or calling 888-732-4532 and specify the group code **GL020818** to receive the special conference rates of \$107 for a first-class room. (Higher rates may apply on Saturday night.)

Looking for other activities in the area?

Mount Pleasant boasts many family attractions and leisure activities. Whether it's taking a stroll through parks on a beautiful winter day or cheering on the Central Michigan University Chippewas, you can do it all in Mount Pleasant.

Try your luck at the Soaring Eagle Casino, go back in time at Loafers Glory Village of Yesteryear, catch a musical attraction at the Dow Event Center or make a splash at the Soaring Eagle Waterpark. Historic Downtown Mount Pleasant features fine dining, shopping and the historic Broadway Theatre. Let your worries float away at a musical performance at Central Michigan University, or make the journey to the Zibiwing Center and learn more about the Saginaw Chippewa Indian Tribe. Whether it's a casino getaway or a relaxing stay, Mount Pleasant is the place to be!

Visit the Mount Pleasant Area Convention and Visitors Bureau at www.mountpleasantwow.com for more information.

Cover photo courtesy of the United Dairy Industry of Michigan.

Register early and save!

Register online at events.anr.msu.edu/GLRDC2018/ or call 517-884-7089.

Register before Jan. 21, 2018, and save up to \$25 per day! Online registration closes Feb. 4, 2018, at 11:59 p.m. On-site registrations are subject to availability. Registration fees are non-refundable, but can be transferred to another individual or farm. Call 517-884-7089 to make farm registration arrangements.

Adult Program Registration		
Early Rate	Regular Rate	Registration Details
\$199	\$230	Full Registration (Thursday – Saturday)
\$175	\$199	Conference/Workshops Only (Thursday – Friday Afternoon) (excluding Breed Program)
\$ 99	\$125	Thursday Only (includes lunch and reception)
\$ 30	\$ 30	General Session Dinner Only (Thursday)
\$ 99	\$125	Friday Only (breakfast and lunch included) (excluding Breed Program)
\$ 30	\$ 30	Friday Night Industry Banquet
Student Registration		
Early Rate	Regular Rate	Registration Details
\$ 99	\$130	Full Registration (Thursday – Saturday)
\$ 85	\$110	Conference/Workshops Only (Thursday – Friday afternoon) (excluding Breed Program)
\$ 50	\$ 75	Thursday Only (includes lunch and reception)
\$ 30	\$ 30	General Session Dinner Only (Thursday)
\$ 50	\$ 75	Friday Only (breakfast and lunch included) (excluding Breed Program)
\$ 30	\$ 30	Friday Night Industry Banquet
Farm Registration (Max 5 per farm) (for best deal call 517-884-7089)		
Early Rate	Regular Rate	Registration Details
\$650	\$680	Full Registration (Thursday – Saturday)
\$575	\$600	Conference/Workshops Only (Thursday – Friday Afternoon) (excluding Breed Program)
\$325	\$350	Thursday Only (includes lunch and reception)
\$30 x No. Attending		General Session Dinner Only (Thursday)
\$325	\$350	Friday Only (breakfast and lunch included) (excluding Breed Program)
\$30 x No. Attending		Friday Night Industry Banquet
Make check payable to Michigan State University – GLRDC. Mail payment to: MSU ANR Event Services – GLRDC, Justin S. Morrill Hall of Agriculture, 446 W. Circle Drive, Rm 11, East Lansing, MI 48824-1039		

Are you planning to bring a group of 10 or more to the GLRDC? We can offer discounted rates and help schedule tours to local dairy farms or processors. Call Megghan Honke at 517-884-7089 for more information.

Join us for the 16th annual

GREAT LAKES REGIONAL DAIRY CONFERENCE



February 8–10, 2018

**Soaring Eagle Casino and Resort
 Mt Pleasant , Michigan**

Serving the dairy industry since 2003