

Seventeen years of serving the dairy industry



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. 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 14th 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 winners from the 2019 Michigan Dairy Ambassador Program.

This is your conference. Don't miss it.

Preconference Session

Wednesday, February 5, 2020

7:00 Dinner and Dairy Promotion 101
p.m. Representatives from the United Dairy Industry of Michigan (UDIM) will provide an overview of dairy promotion activities at this dinner session.. The informal meeting will give you a chance to learn how UDIM staff members work to promote dairy across the state and to ask questions about UDIM programs. This session is free and open to people who aren't registered for the whole conference. Please bring a guest!

Thursday, February 6, 2019

9:00 Latest Michigan State University Research for Dairy
a.m. The Michigan Alliance for Animal Agriculture is a partnership between the state's animal agriculture industries and MSU focused on advancing the Michigan animal agriculture economy. Three MSU faculty researchers will share how they have utilized M-AAA funds to examine practical solutions to problems Michigan dairy farmers face.

9:30 Exhibitor Showcase and GLRDC All Breeds Online Exchange Begins

11:00 Getting a Grip on Ag Economics & Your Business
David Kohl, AgriVisions LLC
The landscape of agriculture is in an accelerated change mode. Macro factors such as tariffs, trade wars, global and domestic economics are creating a surprise around every corner. The farmer and rancher of the decade of 2020-2030 will experience more change than in the past seventy years driven by the consumers, technology and management. To stay competitive, the producers of the future will require a high business IQ and be proactive in positioning the business for success.

12:30 Lunch and Exhibitor Showcase
p.m.

1:25 The Latest Research in Forage Digestibility
Mike Van Amburgh, Cornell University
The latest research findings regarding the efficiency of absorbed amino acids, nitrogen metabolism and NDF digestion will allow you to work with your nutritionist to create diets to maintain production and components while lowering overall intake and finding ways to utilize forage consumption to reduce non-farm raised feeds.

1:45 Breakout Sessions:
Stretching Feed with Creative Forage Solutions Panel
Dr. Van Amburgh will be joined by industry experts and producers like Dan Olsen to share their experiences in stretching feed with creative forage solutions.

The Latest Trends in Feed Alternatives
Alfredo DiCostanzo, University of Minnesota
Dr. DiCostanzo will focus on the latest trends in feed alternatives such as whey, as DDG and other by products become scarcer for dairy and beef producers. He will also explore feeding and management strategies to improve economic efficiencies in dairy beef.

1:45 New Trends in Technology
p.m. *Kyle O'Brien, Michigan Dairy Tech*
The amount of new technology available for farmers can be overwhelming. It's hard to know what might work best. Kyle will showcase what has worked best for producers who have implemented technology in a variety of ways to enhance dairy operations and meet requirements in the FARM Policy.

Creating a Legacy Plan for the Farm Panel
Roger Betz, MSU Extension will host a panel of producers who will share their transition successes and pitfalls, including the story of Brooks Farms in Wisconsin. In addition, you will learn tips for starting these challenging conversations and the data needed to take steps secure a legacy for your farm.

3:00 Break and Exhibitor Showcase

3:30 Repeat Breakout Sessions (see 1:45 p.m.)

4:45 Breakout Sessions:
Producer Perspective: Breeze Dairy Group
Brian Gerrits, partner and CEO of Breeze Dairy Group
Take an inside look at the partnership of five Wisconsin farming families. Explore a little about their history, the unique partnership and where they are headed while viewing their facilities.

Dairy Beef Market Report & Feedlot Closeout Analysis
Daniel Schaefer, University of Wisconsin
This session will focus on the latest trends in dairy beef markets and the market realities surrounding beef/dairy crosses. In addition, he will provide feedlot closeout analysis that can be applied to your dairy beef operations to increase profitability.

5:30 Reception, Exhibitor Showcase

Friday, February 7, 2019

7:30 Breakfast
a.m. Exhibitor Showcase

8:30 Income over Feed /Butterfats
Tom Overton, Cornell University
Discover strategies to maximize milk income over feed costs (IOFC), which is the herd metric most related to overall farm profitability. Learn from other producers experiences which factors contribute to income over feed costs (IOFC), and how to feed and manage cows to make sure that herds are maximizing IOFC.

9:15 Techniques and Trends in Respiratory Disease, Salmonella and Management in Calves
a.m. *Chelsea Holschbach, University of Wisconsin*
Dr. Holschbach is a board-certified internist, working as a Clinical Instructor in Large Animal Medicine at the University of Wisconsin-Madison School of Veterinary Medicine. She will share the latest trends in respiratory disease, salmonella, and antibiotic resistance. In addition she will discuss techniques for monitoring calves for early detection, treatments and more to help keep your calves healthy.

10:00 Break and Exhibitor Showcase

10:30 Feed and Milk Markets
Sarina Sharp, Daily Dairy Report
Hear the latest dairy, cattle, and feed market trends from Sarina Sharp of the Daily Dairy Report. Sarina grew up on a dairy farm in West Michigan and hedges milk and feed for her family's dairy farms. Sarina will provide her outlook for your bottom line.

11:15 Understanding the New CAFO Permit Requirements and the Future of Winter Spreading
Erica Rogers, MSU Extension, Megan McMahon and Sylvia Heaton, Michigan Dept. of Environment, Great Lakes and Energy
Experts will explain the new CAFO permit requirements and what is needed to meet these requirements. They will also discuss winter spreading policies and what this may mean for all producers in the future.

11:45 Lunch and Exhibitor Showcase

12:45 Farmer Brown on Family Business
p.m. *Jolene Brown, CSP and CPAE*
Jolene's been called agriculture's version of Dr. Phil. Her 30+ years of working with farm families have taught her valuable lessons of what works...and what doesn't. In this insightful and fun-filled session, she'll address the most frequently asked family business questions and share five behaviors of successful legacy businesses. You will learn that it requires intentional work to make a good family business even better!

(continued on back)

Workshop Agenda

Friday, February 7, 2020 *(continued)*

2:15 *Workshops*

p.m. **Tough Questions in Tough Situations**
Jolene Brown

Uh-oh! Here they come – consumer groups, the public, the media, government officials, urban friends. What’s the best way to answer their tough questions? Are the responses self-defending or public educating? Is it possible to do both and still respond? During this participatory session, producers will practice preparing and listening, before responding to sample questions.

The Latest Recommendations in Building Design and Retrofits

Courtney Halbach, The Dairyland Initiative with the University of Wisconsin–Madison

Learn how to implement the latest recommendations in barn design with a specific focus on stall design, ventilation and pen layouts to optimize cow well-being and performance.

Utilizing Livestock Manure with Growing Crops

Glen Arnold, The Ohio State University

Arnold will share results, costs and tips for success from research and production projects where corn was sidedressed with liquid manure through V4 stage of crop development to allow for extended application of manure and reduced needs for purchased nitrogen.

Transition Cow Management

Tom Overton, Cornell University

The transition period continues to be the most important period of the lactation cycle with regard to cow health and establishing subsequent productivity and reproductive function. Hear the key nutritional and non-nutritional management strategies along with monitoring strategies for transition cow programs in dairy herds.

3:30 *Break and Exhibitor Showcase*

3:45 **Repeat Workshops (see 2:15 p.m.)**

The Latest Recommendations in Building Design and Retrofits

Utilizing Livestock Manure with Growing Crops
Transition Cow Management

5:00 **Reception and Ambassador Silent Auction**

5:30 **Dinner and Award Program**

Breed Meetings

Saturday, February 8, 2020

- 9:00 Michigan Jersey Association Meeting
- a.m. Michigan Junior Holstein Association Workshop
- 10:30 Michigan Holstein Association Meeting
- Noon Conference Concludes

Lodging

The official conference hotel is:

Bavarian Inn and Conference Center
1 Covered Bridge Rd, Frankenmuth, MI 48734

Historic Frankenmuth is located on M-83, 6 miles east of I-75 and 5 miles south of M-46.

Make reservations before Jan. 17, 2020 by calling 855-652-7200 and specify the group code **12W641** to receive the special conference rates of \$105 for a standard double, \$115 for a premium double or king and \$145 per suite. (Higher rates may apply on Saturday night.) You may also book online at www.bavarianinn.com by clicking book a room and then entering the promotional/group code to receive the conference discount. All rates are subject to 11 percent tax. Rollaway beds and cribs are available for a nominal fee. An additional fee applies for rooms with more than four people.

Other lodging options are available in the Frankenmuth and Birch Run area.

Looking for other activities in the area?

Learn more about Michigan’s Little Bavaria at Frankenmuth’s official visitor center: www.frankenmuth.org, or call (800) FUN-TOWN.

Cover photo courtesy of the John Greig / Farmtario

Register early and save!

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

Register before Jan. 26, 2020, and save up to \$25 per day! Online registration closes Feb. 2, 2020, 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 Meghan Honke Seidel at 517-884-7089 for more information.

Join us for the 18th annual

GREAT LAKES REGIONAL DAIRY CONFERENCE



February 6-8, 2020

Bavarian Inn & Conference Center
Frankenmuth, Michigan

Serving the dairy industry since 2003