



2023 FORM-A-FEED PROFESSIONAL DAIRY CONFERENCE

JANUARY 12-13, 2023



Treasure Island Resort & Casino - Welch, MN



REGISTER BY DEC. 16, 2022 FOR
EARLY BIRD RATES!



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HERITAGE

Forming The

FUTURE



DAIRY CONFERENCE DAY ONE: Thursday, January 12, 10:30 a.m. with lunch to follow

HEIFER RAISING DAIRY PRODUCER PANEL

Join our dairy producer panel in discussing the variety of options that are available for raising heifers today. There are pros and cons to every scenario, and what works for one operation, may not work for the next. Our panel of dairy producers will give us insight into why they chose to work with custom heifer growers, or raising their own heifers on their farm. Panelists include:

Sheridan Flats Dairy - Amy Karpinski
Amy Karpinski and her family farm in Waupaca, WI. They milk 200 cows and raise heifer calves up to 5 months of age before sending them to a heifer grower. Heifers return home approximately 60 days before calving.

D & D Dairy- Dean Smith
Dean owns and operates their 1,500 cow dairy in Rushford, MN along with his brothers. The heifers leave the dairy at 2-7 days old and head to an Amish raiser where the heifers are raised in huts until they are 4.5 months old. They then go to multiple custom heifer raising facilities until they are 30 days from calving.

Trailside Holsteins - Michael Johnson
Michael Johnson and family milk 700 cows near Fountain, MN and raise all of their own heifers in house. The baby calves are raised in huts and at weaning they go to small group housing until they are 9 months old. From there they head to another farm where they stay in a heifer barn that was built new in 2020.



Beef-on-Dairy: Influence of Calf Type and Calf Management on Growth and Development

Brad Johnson, Ph.D., Texas Tech University

Dr. Johnson will give insight into the recent changes in beef-on-dairy concepts across the country. Specifically, he will address how sire selection can ultimately impact feedlot performance and carcass quality. In addition, he will discuss opportunities to include all beef embryos in an embryo transfer program to improve the value of the offspring from dairy cows.



Transition Cow Myths and How Inflammation is the Actual Cause of Poor Post-Calving Performance

Lance Baumgard, Ph.D., Iowa State University

Hyperketonemia (high blood levels of ketones) and sub-clinical hypocalcemia (low blood calcium levels) have been accused of causing transition cow health problems like DAs, mastitis, metritis, and infertility. It is now understood that all transition cows are inflamed, it's only the magnitude of that inflammation that differs between a healthy and unhealthy cow. We now understand that immune activation and the subsequent inflammation reduce her feed intake and cause sub-clinical hypocalcemia. Preventing immune activation via paying close attention to hygiene and cow comfort is key to minimizing transition cow disorders.



Long-Term Dairy Supply and Demand Trends

Betty Berning, Betty Berning Consulting

Berning will help producers learn about how dairy supply and demand are shifting globally and what that means for U.S. dairy. She will discuss how policies, conflicts, weather and other macro factors shape supply and demand, which ultimately sets price.

FOLLOWED BY EVENING DINNER, SOCIAL AND BOWLING!



DAIRY CONFERENCE DAY TWO - Friday, January 13, 8:00 a.m.

BREAK-OUT SESSIONS: PICK THREE

Sick Calf Identification and Protocols

Karen Lorch, DVM, Lewiston Veterinary Clinic

Raising healthy calves is an important part of ensuring a productive future for the milking cow. Early detection of sick calves leads to better treatment response and control of disease outbreaks. In this presentation, Dr. Lorch will present some tools that can be utilized to assist with disease detection and intervention.



The Key Analytics You Need for Raising the Right Number of Replacement Heifers

Tim Kinches, Form-A-Feed

It is not news that the cost of raising a dairy replacement heifer is high and not coming down anytime soon. You cannot afford the cost of raising too many, but you also cannot raise too few and let your milking cow numbers diminish. This interactive workshop will focus on key numbers needed to understand and monitor within your operation to ensure you are hitting the 'sweet spot.' Be ready and bring your farm numbers as we intend to walk you through these calculations.



Cow Handling 101: A 'Cow Centered Approach' to Moving Animals with Minimal Stress

Mario Solis Flores, Form-A-Feed

There is a lot we can learn about cow behavior that will help us move cattle in a more efficient and less stressful way. Cow handling done incorrectly wastes time, can create a stressful environment for the cow, and is likely to cause injury to both animals and handlers with a number of consequences to follow. This workshop will discuss simple ways you and your employees can change your behavior to improve the performance of your cattle while increasing profits and creating a better work environment for your team.



Improving Bunk Life Stability Boosts Your Bottom Line

Troy Brown, Form-A-Feed

Reducing the negative effects of summer heat stress is always a challenge. Bunk life stability is an often overlooked management practice that can have a significant impact on animal performance. This session will address management practices and tools proven to improve bunk life stability.



A Rational Evaluation of Dietary Fat and Human Health

Lance Baumgard, Ph.D., Iowa State University

Saturated fat and specifically animal fat has been incorrectly vilified as being unhealthy. Since the 1950's it had been assumed that animal fat causes heart disease and cancer and our government's official nutrition policies reflect that believe. This dogma is based on very small and inconsistent effects, and during the last 20 years multiple research papers have been published that completely refute the idea that animal fats are unhealthy for humans.



Kwik Trip: Purpose and Compassion at Work

John McHugh, Director of Corporate Communications, Leadership Development and Training, Kwik Trip, Inc.

"See you next time!" That familiar phrase is synonymous with the consistent customer experience Kwik Trip is known for. Join John McHugh as he gives us some insight into how the Kwik Trip organization has grown over the years, how it works with dairy producers to provide customers with an excellent dairy experience and most importantly, how purpose and compassion at work result in loyal employees and customers. What is the workplace culture you have created with your team that leads to success? Creating a mission-driven culture with compassion and trust turns satisfied employees into loyal employees. In addition, if the work we do is tied into a purpose beyond profits our job satisfaction increases substantially and employee turnover is reduced. Join John McHugh as he explores the role you play in your organization's success and how you can find the key people to help you achieve that greatness. His examples and stories are ones that you won't forget.

Register by December 16, 2022 for Best Rates!
Final Registration deadline is January 5, 2023.

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REGISTER BY DECEMBER 16, 2022 FOR EARLY BIRD RATES!

Registration for the 2023 Professional Dairy Conference includes one room for up to two people for the full conference. **The cost is \$90 if you register by December 16th, 2022** and \$120 after that date. Final registration deadline is **January 5th, 2023**. If you would like to register additional people for one room, please contact Sarah Kuechle at sarahkuechle@formafeed.com or call 800.422.3649.

Farm or Business Name: _____ Address: _____

City: _____ State: _____ Zip: _____ Phone: _____

Attendee Information:

NAME	EMAIL ADDRESS	PHONE

Which events will you be attending?

- Thursday Sessions & Lunch
- Thursday Evening Social & Banquet
- Friday Morning Breakfast

Room requests:

- Non-smoking
- Smoking
- Handicap

2023 Professional Dairy Conference location:

Treasure Island Resort & Casino
5734 Sturgeon Lake Road
Welch, MN 55089
www.ticasino.com
1-800-222-7077

Registration Options:

- Full-conference, one hotel room, includes two people. By December 16th: \$90.00. After December 16th: \$120.00
- Single day reservation, \$35 per day per person. No overnight stay, meal included.

Payment:

A completed registration form along with your conference payment is **due on or before January 5th, 2023**. Make checks payable to Form-A-Feed, Inc. Send to:

Form-A-Feed, Inc.
Attn: Dairy Conference (Sarah)
PO Box 9
Stewart, MN 55385



Scan code with your smart phone to register!

**Register and pay online with a credit card at
www.formafeed.com/dairyconference23**

Upon arrival, check-in at the Form-A-Feed registration table. Name tags are required for all conference events. Any incidental room charges are attendees expense. Room cancellations allowed on or before January 9th, without penalty.