

Pennsylvania Dairy Summit Registration

This form may be photocopied to add more names. Please print or type.
Make a copy of this form for your records. Confirmations are only sent by email.

Dairy Producer Information (Discounted)

Farm Name

County Employer ID (if available)

Mailing Address

City State Zip Code

Daytime Phone Daytime Fax

First Person and Email

Second Person and Email

Third Person and Email

Producer Registration to Attend the Full Summit:

First Person at \$75 = \$ _____
 Additional people at \$50 per person = \$ _____

Producer Registration to Attend One Day Only:

Wednesday Only

People at \$25 = \$ _____

Thursday Only

People at \$25 = \$ _____

Total payment due for registration \$ _____

I want to add a charitable contribution to the Dairy Excellence Foundation of Pennsylvania to benefit dairy youth education. \$ _____

Please pair me with an attending Student Scholar to mentor/visit with throughout the conference.

All Others (Non-Producers)

Contact Person's Name

Email

Business/Organization Name

Mailing Address

City State Zip Code

Daytime Phone Daytime Fax

Second Person and Email

Third Person and Email

Registration to Attend the Full Summit:

First Person at \$225 = \$ _____
 Additional people at \$175 per person = \$ _____

Registration to Attend One Day Only:

Wednesday Only

First Person at \$150 = \$ _____
 Additional People at \$125 = \$ _____

Thursday Only

First Person at \$150 = \$ _____
 Additional People at \$125 = \$ _____

Total payment due for registration \$ _____

I want to add a charitable contribution to the Dairy Excellence Foundation of Pennsylvania to benefit dairy youth education. \$ _____

Total Amount of Payment \$ _____
(PDMP's Federal ID #: 23-3066186)

To MAIL payment:

Send completed registration form with check or money order payable to PDMP Dairy Summit:

Dairy Summit
174 Crestview Drive
Bellefonte, PA 16823

Toll Free: 877-326-5993 Email: info@padairysummit.org

Refunds will only be given if cancellation is received by January 30, 2017.

Or FAX registration form with credit card payment information to:

Summit Registration Office Fax: 814-355-2452

Credit Card Payment:

Visa Master Card AMX Discover

Name on card (print)

Account Number Exp. Date

Signature

Please help us to plan accurate seating and meal counts!

How many people registered on this form will eat the meals included in their registration?

Wednesday, Feb 8

people for Lunch

people for Dinner

Yes, I have dietary needs/special needs (ADA).
Please contact me.

Thursday, Feb 9

people for Breakfast

people for Lunch



174 Crestview Drive
Bellefonte, PA 16823

Hotel Reservations

Don't wait to reserve your hotel room!

Lancaster Marriott at Penn Square
25 South Queen Street
Lancaster, PA 17603
Phone: 1-888-850-6146

Summit Discounted Group Rate is \$123 per night for single/double/triple/quad occupancy, plus state and local taxes (8.5%)

Rooms will be reserved on a first come first served basis and **the deadline for reserving at the Summit discounted rate is January 20th**. The reduced group rate is only available as long as there are rooms remaining within the group block.

After **Friday, January 20th** the group discount is no longer guaranteed. Room cancellations must be made within 72 hours prior to arrival or you are subject to a charge equivalent to one night stay.

To Make Reservations Call 1-888-850-6146 and ask for the Dairy Summit Rate

Affordable Registration Rate for Dairy Producers

Thanks to grants and support from the Professional Dairy Managers of PA (PDMP) and the Center for Dairy Excellence, registration fees for dairy producers and all farm employees are set to be as affordable to farm operations as possible. And



considering the challenging economics in the industry going into 2017, the Center for Dairy Excellence is committing an additional \$50 for all dairy farmers so producer registration is only \$75 for the first registrant and \$50 for each additional person from the farm.

Scholarships Available for Qualified Youth

The Pennsylvania Dairymen's Association and the Center for Dairy Excellence offer a limited number of scholarships to attend the Summit. Applicants must be between the ages of

17–25 as of February 1, 2017, and must currently operate a dairy farm, or be enrolled in an agricultural degree program at a college or trade school. Applicants must be residents of Pennsylvania or enrolled in college in Pennsylvania.

The scholarship covers all but \$50 of the Pennsylvania Dairy Summit registration and lodging, so applicants need only pay a \$50 fee at the time of application. Scholarships may also be available to cover hotel costs for a one or two-night stay at the Lancaster Marriott Convention Center Hotel. The deadline to apply for the scholarship is January 16, 2017. Go to www.padairysummit.org to download a Scholarship Application.



Raising the Bar

2017 Pennsylvania Dairy Summit



PENNSYLVANIA DAIRY SUMMIT

Hosted by the Center for Dairy Excellence and Professional Dairy Managers of Pennsylvania

February 8-9, 2017 Lancaster Marriott and Conference Center



Management Techniques | Industry Insight | Networking | Inspiration

Hosted by the Professional Dairy Managers of Pennsylvania and the Center for Dairy Excellence, with supporting partners Pennsylvania Department of Agriculture and the Penn State Extension Dairy Team, to offer the opportunity for dairy producers and agribusiness leaders to learn and grow together.



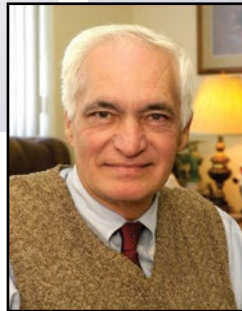
PENNSYLVANIA DAIRY SUMMIT

February 8-9, 2017 Lancaster Marriott and Convention Center

Raise the Bar at the 2017 Pennsylvania Dairy Summit, with a futuristic and positive look at how dairy producers can drive their destiny with topics focused on leading within the industry and professionalizing the family business.

Featured Speakers

Dr. Lowell Catlett, Regents Professor in agricultural economics, agricultural business and extension economics. Internationally known as an expert in commodities futures markets, Catlett has counseled the U.S. Departments of Agriculture, Interior, Defense, Labor, Education, and Energy, as well as consulted with the World Bank and many Fortune 500 companies. Dr. Catlett will lead a keynote discussion on "International Dairy Markets". Dr. Catlett's appearance is being sponsored with the special support of the **American Dairy Association Northeast, First Citizens Bank and Murray Securus.**



Jeff Burnett, Burnett Enterprise. This year's producer showcase will be led by Jeff Burnett who, with his brother Jay and their wives Kim and Lisa, owns Burnett Enterprises, a 3,000+ cow dairy in southeastern Wyoming. Burnett will highlight the farm's experience working through a banking crisis and working with family. He will also showcase their operation, specifically referencing their recent changes to their feed center and calf management.



General Session Descriptions



Leading Within Your Industry, with Tom Thibodeau, Distinguished Professor of Servant Leadership at Viterbo University in La Crosse, WI. Tom is the founder of Place of Grace, a Catholic worker house and free meal site that serves hundreds of needy persons each month. Mr. Thibodeau, a story teller extraordinaire, will share insights into the heart of servant leadership and its value for leaders at all levels, in all types of organizations and for those seeking to create caring communities.

Growing in Non-Traditional Ways, A Panel Discussion with Dan Gross, Rich Lindell and Terry Shuey who will share how they have grown in non-traditional ways. Producers can take away new ideas to diversify their portfolio on the farm and gain insight into the decision making from these dairy operators. Dan will share his involvement in developing a dairy beef enterprise, and Rich will tell us about how his family now grows and sells produce through an established farm market, while Terry will discuss how Little Hill Farm incorporated genetics and a poultry barn to diversify.

Professionalizing the Family Business, with Dick Wittman with Wittman Consulting. Dick was an adjunct faculty member of Texas A&M University and manages a 19,000 acre crop, cattle and timber operation in northern Idaho. He was recently appointed to the Farm Journal's Legacy Institute Board of Advisors focusing on succession planning. He will share how professionalizing management systems and practices can influence the success of the family business.



Understanding Anti-Animal Ag Advocates, with Kay Johnson Smith, President and CEO of Animal Ag Alliance, which is an industry-united, nonprofit organization that helps bridge the communication gap between farm and fork. The Alliance gets the inside scoop on animal rights activist group strategies by attending their meetings and monitoring their use of media and social media. Find out from Kay what they are finding around the nation, and the globe that is turning the public against animal ag farming and suggestions about how the dairy industry can and should take action.



Schedule at a Glance

Arrive early and join our Future Leaders Scholarship recipients and other young entrepreneurs for the “Young entrepreneur’s Reception” on Tuesday evening, February 7, from 6:00 – 9:30 p.m. Featured panelists for this year’s Young Producers Discussion Panel are Dan & Jessica Slaymaker, Mansfield, Pa.; Josiah Garber, Lancaster, Pa.; and Lucas Waybright, Gettysburg, Pa.

February 8, 2017

8:00 a.m. – 9:00 a.m.

Breakouts:

- Integrating New Technologies on the Farm
- Understanding GMOs and How They Will Influence Your Business
- Navigating Dairy Markets Across the Waters

9:30 a.m. – 10:45 a.m.

International Dairy Markets

Dr. Lowell Catlett, Regents Professor

Sponsored by Murray Securus, First Citizens Bank and American Dairy Associations Northeast

10:45 a.m. – 12:00 p.m.

How to Lead Within Your Industry

Tom Thibodeau, Viterbo University

12:00 p.m. – 1:45 p.m.

Informal buffet lunch among Exhibitors with “Side Servings”

Sides include: Forages/Nutrient/Environment-Maximizing in forage, strategies & sharing, Dairy Beef as an Enterprise, Navigating the Permitting Process, Secure Milk Supply Initiative Demonstrations running on Colostrum Testing, Animal Handling, Forage Quality and Antibiotic Use

1:45 p.m. – 3:15 p.m.

Growing in Non-Traditional Ways, Producer Panel with Dan Gross, Rich Lindell and Terry Shuey

3:15 p.m. – 4:15 p.m.

Conference Break with Exhibitors in Trade Show,

Demonstrations running on Colostrum Testing, Animal Handling, Forage Quality and Antibiotic Use

4:15 p.m. – 5:45 p.m.

Breakouts:

- Integrating New Technologies on the Farm
- Understanding GMOs and How They Will Influence Your Business
- FARM, The Next Steps, and Why it Matters
- Transitioning to Organic for Profitability

6:00 p.m. – 8:00 p.m.

Dinner with Keynote Speaker

Dick Wittman, Wittman Consulting, speaking on Professional Development for the Family Business

8:00 p.m. – 9:30 p.m.

Reception among Exhibitors and Networking with Attendees

Join the Dairy Girls Network for a Special “After Party” and connect with other dairy women at the Dairy Summit. The Dairy Girls Network Reception will be held from 9-10:00 p.m. in the Marriott’s historic Montgomery House on Wednesday evening, February 8.

February 9, 2017

7:00 a.m. – 7:30 a.m.

Informal Breakfast

7:30 a.m. – 8:30 a.m.

Anti-Animal Ag Advocates Changing Farm Operations,

Kay Johnson Smith from the Animal Agriculture Alliance

8:30 a.m. – 10:15 a.m.

A Dairy Farm Showcase: Burnett Enterprise, Jeff Burnett of Burnett Enterprise, Wyoming

10:15 a.m. – 11:00 a.m.

Morning Break among Exhibitors

Demonstrations running on Colostrum Testing, Animal Handling and Zoonotic Diseases on Dairies

11:00 a.m. – 12:30 p.m.

Breakouts:

- ROBOTS VS. PARLORS: What works for You
- Prospects for Immigration Reform & Implications for Farm Managers
- Emerging Antibiotic Regulations & Impact on Animal Health
- Feed Center Planning: A Blueprint to Success

12:30 p.m. – 1:30 p.m.

Informal lunch among Exhibitors with “Side Servings”

Sides include: A Safety Culture on Your Farm, How Milk Pricing Works with PA Milk Marketing Board, Dairy Beef as an Enterprise

Demonstrations running on Colostrum Testing, Animal Handling and Zoonotic Diseases on Dairies

1:30 p.m. – 3:00 p.m.

Breakouts:

- ROBOTS VS. PARLORS: What works for You
- Prospects for Immigration Reform & Implications for Farm Managers
- Producer to Producer: Open Discussion on Current Issues

Breakout Descriptions

New Technologies Panel: Dairy producers Allen Behrer, Dan Mains and Brett Reinford will share experiences using newer technologies and camera systems, Wi-Fi receivers, global positioning, calf feeders, shrinkage technology, discussing factors weighing into their decisions.

Genetically Modified Organisms in Agriculture: Separating the Myths from Reality: Dr. Troy Ott, Associate Director of the Huck Institutes of the Life Sciences at Penn State, will explain how and why GMOs have been used and their effects on agriculture production.

International Dairy Markets: Dr. Lowell Catlett, Regents Professor in agricultural economics, agricultural business and extension economics.

Internationally known as an expert in commodities futures markets, Catlett will share what he sees as the trends occurring in the international marketplace.

Why Animal Care Matters and Understanding What Is

Next: Emily Yeiser Stepp, Director, National FARM Animal Care Program, National Milk Producers Federation will share why animal welfare is so important to our individual farms and the industry at large and what is coming on care issues.

Evaluating a Transition to Organic Dairying: Matt Fry, from Fair Hill Farms in Chestertown, Md., will share his family's journey in transforming their traditional dairy farm to an organic dairy farm.

Producer Panel - Weighing the Pros & Cons between

Robots and Parlors: Dairy producers Vicki Baker, Bradley Biehl, and Marie and Mark Cannon will present their perspectives on the pros and cons between robots vs. parlors from their own farm transformation experiences.

Prospects for Immigration Reform and Implications for

Farm Managers: Tom Maloney is from the Dyson School of Applied Economics and Management at Cornell University. Tom will share his expertise and findings in the changing landscape of farm labor policies in recent years and will discuss workforce and immigration policies and what may be changing with the newly installed federal administration.

Antibiotic Regulations and Animal Health: Bill Flynn, Deputy Director for Science Policy, Center for Veterinary Medicine, U.S. Food and Drug Administration will present the current regulations on animal health and antibiotics. With changing regulations and emerging products, Bill will share changes that farms need to be aware of as they safely and responsibly administer antibiotics.

Digging deeper with producer showcase speaker: Jeff Burnett will share additional lessons learned and experiences from the partnership with his brother, Jay and their wives, Kim and Lisa. He will answer questions regarding the operation and how they have found success even through a financial crisis.



Producer to Producer -- An Open Discussion: Join other producers for an open discussion on insights and opportunities for the Pennsylvania dairy industry. This format provides a safe and informal opportunity for dairy producers to share perspective with each other on the topics presented at the Summit as well as broader issues affecting the dairy industry.

Side Servings

45-minute mini-breakouts will offer practical insight and interactive discussion on specific issues.

Safety Culture on Your Farm: Dr. Charles Gardner will facilitate a producer safety sharing session on protocols and strategies to promote safety on farms for a culture of safety throughout your workforce.



Forages/Nutrient/Environment: Virginia Ishler with Penn State and Walt Moore, a partner at Wal-Moore Farms, will co-host a discussion on maximizing success from your forage strategies.

Dairy Beef as an Enterprise: Penn State Extension Director Chet

Hughes joins nutritional consultant Jim Hogue and producer Dan Gross to review strategies for creating a dairy beef enterprise to diversify your dairy.

Navigating the Permitting Process: John Williamson and Jedd Moncavage from TeamAg Inc. will share strategies on how to navigate the permitting process and coming changes the animal weights, permitting fees, etc.

Secure Milk Supply Initiative: Is your farm prepared to ship milk in the event of a Foot and Mouth Disease or other contagious outbreak? If you're not sure, Dr. Dave Wolfgang and others will provide a couple of key points on what farms should be thinking about for a secure milk supply.

Registration Information

Please print or type. Make a copy of registration form for your records. Confirmations are only sent by email.

What Does Registration For the Full Summit Include?

The full conference fee includes the entire program with all meals and breaks throughout the two days, including a continental breakfast upon arrival on Wednesday morning.

What Is Included In One-Day Registration?

One-day fees include the program and breaks just for the specific day you select. Continental breakfast, lunch and dinner are included in the Wednesday registration. Thursday registration includes the breakfast and lunch.

Accommodations for Individuals with Special Needs

If you require special accommodations or have questions about the physical access provided at the meeting site, please indicate on your registration form. We will also endeavor to accommodate special dietary needs if we are notified in advance of the Summit.