




Minnesota Milk Dairy Conference & Expo November 27-29, 2018

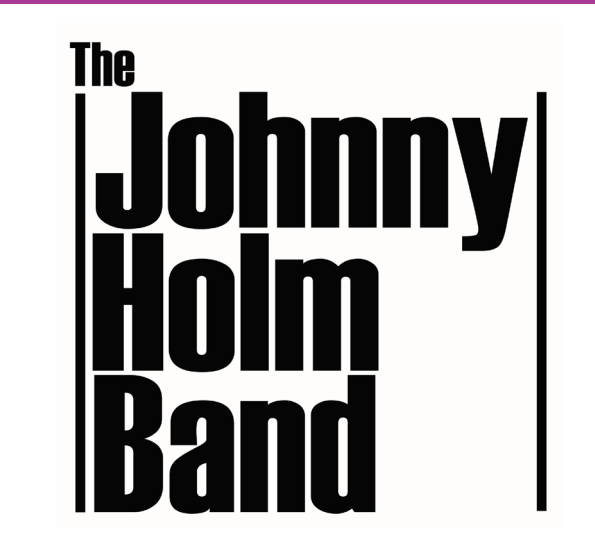
Treasure Island Resort & Casino - Welch, MN | MnMilk.org/Expo

Agenda

Tuesday, November 27

	Island Event Center	Wolf/Eagle Rooms
11 a.m.	Trade Show Opens	
12 noon	Lunch <small>(sponsored by Midwest Dairy)</small> 	
1:30 p.m.	Secretary Tom Vilsack, President and CEO of United States Dairy Export Council – Dairy Trade and the Next 5% How will dairy attain the next 5% of export market share? Find out from Secretary Vilsack as he shares key insights on the export landscape of the future and U.S. trade relations.	
2:30 p.m.	Networking Break	
3:30 p.m.	Jorge Estrada, Leadership Coaching International <i>– Developing and Sustaining a Culture of High Engagement on your Dairy</i> Employee engagement is the new standard in measuring and assuring employees drive as much of their energy toward their work. Engagement is directly tied to productivity and results. Employees play a part, and their leadership at your dairy drive a huge component.	
5:30 p.m.	Evening Reception Unwind and put your dancing shoes on! During the reception, enjoy conversations with others and an evening meal prior to the show.	
7:30 p.m.	NEW! Johnny Holm Band Come see one of the Midwest’s premier entertainers for a 3 hour show.	

Don't forget that the Johnny Holm Band will be rocking the house Tuesday night!



Registration: \$100/person for members and \$250 for non-members. Conference registrations includes access to all educational speakers, meals, and entrance to the Expo. Go to MnMilk.org or call us at (763) 355-9697 to register.

*Celebrate the Past.
Focus on the Future.*



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Wednesday, November 28

	Island Event Center	Wolf/Eagle Rooms
7:00 a.m. to 8:30 a.m.	Breakfast Buffet <small>(sponsored by Compeer Financial)</small>	
8:00 a.m.	Dennis Hoiberg, Lessons Learnt Consulting – Resilience in the Face of Change We all recognize that agricultural communities are undergoing a tremendous amount of stress and change today. Learn how to cope with change at a personal, family, business, and community level. Learn about Hoiberg's HOPE model with his inspiring message.	
9:00 a.m.	Minnesota Milk Annual Meeting	
10:00 a.m.	Networking Break	Workshop: John Baker, Iowa State University Extension – Making a Success of Farm Succession Planning (Part 1: 10:00 a.m.- 12:00 p.m.) Moving a farm family business to the next generation is more than moving the land to the next generation. In this two-part workshop, learn about the systematic method for making a success of farm business succession planning and identifying the experts necessary to develop the plan. Multiple generations are encouraged to attend.
11:00 a.m.	Randy Singer, University of Minnesota – The Changing Paradigm of Antibiotic use in Animal Agriculture What is the impact of “No antibiotics ever” policies on animal welfare? Dr. Singer and colleagues from across the nation surveyed farmers and veterinarians. Learn what they discovered and what potential tradeoffs and ramifications exist.	Moving a farm family business to the next generation is more than moving the land to the next generation. In this two-part workshop, learn about the systematic method for making a success of farm business succession planning and identifying the experts necessary to develop the plan. Multiple generations are encouraged to attend.
12 noon	Lunch	
1:00 p.m.	Networking Break	Workshop: John Baker, Iowa State University Extension – Making a Success of Farm Succession Planning (Part 2: 1:00-3:00 p.m.) The workshop continues by providing the necessary tools to make succession planning a reality. Multiple generations and families focused on the future are encouraged to attend.
1:30 p.m.	Phil Plourd, Blimling and Associates, Inc. – Turning the Corner? Abundant supply has weighed on global dairy markets for the better part of three years. Will growth slow? What does a strong US economy mean for domestic dairy product demand? In what condition do we find American consumers? Market analyst Phil Plourd will offer his views.	The workshop continues by providing the necessary tools to make succession planning a reality. Multiple generations and families focused on the future are encouraged to attend.
2:30 p.m.	Networking Break	
3:30 p.m.	Trent Olson, ABS Global Inc. – Production is Vanity, Profit is Sanity, and ROI is Necessity In agriculture, the yardstick for measuring success has historically been production. Changing consumer preferences and market demands have challenged farm profitability; thus, dairy's yardstick of success is no longer maximum milk produced, but rather profitable production.	Erin Wynands, University of Minnesota – Dairy Cattle Lameness Focus Group Limit 12. Must preregister with Erin at ewynands@umn.edu .
5:00 p.m.	Evening Social and Reception Prepare to celebrate our award winners and bid on items during the silent auction.	
6:00 p.m.	Live Auction Help fun Minnesota Milk's scholarship funds during this exciting auction.	
7:00 p.m.	Awards Banquet <small>(sponsored by Cargill)</small>	

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