

Dairy Producers Will Hear Of Price Upturn: Profit Seminars Set

COLUMBIA, MO.

Dairy producers in 2009 saw the worst dairy profit collapse since the 1930s, said Joe Horner, University of Missouri Extension dairy economist. "They will return to profitability in 2010."

Horner will be lead speaker at five "Dairy Profit Seminars" across the state, Feb. 22-26. His assignment will be to talk about "Key Indicators of a Sustainable Dairy," said Barry Steevens, MU Extension dairy specialist.

The profit seminars and local coordinators, who handle registration, are:

- Feb. 22. Sedalia, Mo., The Pork Place, Missouri State Fairgrounds, Judy Elling, 660-584-3658.
- Feb. 23. Mount Vernon, Mo. MU Southwest Center, Tony Rickard, 417-847-3161.
- Feb. 24. Lebanon, Mo., Laclede Electric Cooperative office, Ted Probert, 417-741-6134.
- Feb. 25. Union, Mo., Hagie's Nineteen restaurant on Washington Ave., Ken Bolte, 636-583-5141.
- Feb. 26. Jackson, Mo., Cape Girardeau County Extension Center, secretary at 573-243-3581.

"Producers dug a deep hole in 2009 and now must get out," Horner said. "Two keys will be to learn to control risks and not carry excessive debt."

Missouri dairy farms can profit, Horner said. "Survival is not as likely for some large western dairy farms that expanded quickly with lots of leverage in recent years. Many western dairies

were vulnerable to low milk prices, high feed costs and financial uncertainty. They collapsed under their debt load."

However, land-based Missouri dairy farms, with access to locally grown feed, can be profitable, he said.

Keith Schwinke will speak on "Bounce Back," telling ways to overcome dairy farming challenges. He represents Alltech, a nutrition and animal health company.

Dave Drennan of the Missouri Dairy Association will discuss animal rights issues raised by the Human Society of the United States and their possible impact on dairy farms.

Matt Waldron, MU dairy nutritionist, will tell ways to control ration costs. He will be followed by Jonathan Broomhead, chief research scientist, Oil-Dri Corporation.

Rick Bonander will speak on "Are You Maximizing Your Profits?" He is business manager of Adisseo, a manufacturer of nutrient additives.

A panel of local dairy producers will end each program with tips on how they cut costs.

Those who register can submit a sample of their Total Mixed Ration (TMR) for particle analysis by MU Extension specialists. Vendor exhibits will be set up at each location.

The program schedule, designed for milkers, starts with 9:30 a.m. registration and ends by 3:30 p.m. The on-site \$20 registration fee includes lunch. For a meal count, participants are asked to register in advance with the local coordinator. △



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