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December 1, 2023



For Dale Chugg and his clan, the family farm ranks high as the sky

“Family is the reason we stay in business,” says, John Chugg, pictured above with his father, Dale, who was recently inducted into Utah’s Dairy Hall of Fame. The Chuggs’ property, located in Farr West, Utah, a suburb of

Ogden, is the home of DC Jerseys. A multi-generation family farm, they speak of a lot of devotion and appreciation for their chosen lifestyle. Not pictured is John’s younger brother, Nathan, who guides the breeding, genetics and management

of the 140-cow herd. This picture was taken on March 22, 2022 during a brief visit that also included stops at Pappy’s Farm and Wadeland Dairy. A feature story about the Chuggs appears on pages 12-13. *Photo by Dieter Krieg*

PERIODICAL • DO NOT DELAY

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Gary Mithoefer and Larry Hawkins hope to see you in Okeechobee, Fla. on Feb. 2, 2024.

Snowbirds!

Old-Timers Breakfast slated in Fla., Feb. 2

OKEECHOBEE, Fla. — The long-running but in recent years interrupted Dairy Old-Timers Breakfast is back. However, with notable changes.

Instead of Tampa, Okeechobee in southern Florida will be the place to be. And instead of breakfast, it will be lunch. The camaraderie will be the same, regardless.

Scheduled for next year on Groundhog’s Day, February 2, the event has moved to Lightsey’s Seafood Company, 1506 South Parrott Avenue in Okeechobee. (Yes, they serve alligator, but you can still order beef!)

Previously held at the Florida State Fair in Tampa for well over 40 years, the changes had to be made due to scheduling and other related difficulties at that venue. Okeechobee is the most concentrated dairy area in Florida.

The luncheon will start at noon with coffee and greetings to old friends and new acquaintances. And, actually, you don’t even have to be a “old” to attend. Most of us are in our “new” 40s and 50s! You just have to be in Florida in February and be connected to the dairy industry.

The speaker for the day will be Melissa Syfrett from the Syfrett Feed Company, who will tell the assembled group how the feed industry operates in Florida. Members of the Syfrett family have been regular attendees at the Old Timer’s Breakfast for years.

To register for the lunch, simply call, email, or text Gary Mithoefer or Larry Hawkins at the numbers below:

- Gary Mithoefer: 317-225-9025 or gnmithoefer@comcast.net
- Larry Hawkins: 608-516-0101 or larry@forageinnovations.guru

Gary Mithoefer of Indiana and Larry Hawkins of Wisconsin are long-time attendees and are simply interested in promoting this event to other snowbirds. Please let your friends know about this event.

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— Barb Kerstetter



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Meeting, Dec. 7, open to ALL dairy farmers across the country via Zoom

GREEN BAY, Wis. – American Dairy Coalition (ADC) will have its annual business meeting open to all dairy farmers across the country – by zoom webinar – on Thurs., Dec. 7th, beginning at 2:30 p.m. EST.

The Honorable Glenn ‘GT’ Thompson, Chairman of the U.S. House Ag Committee, will keynote with an update on the Farm Bill, the Whole Milk for Healthy Kids Act and other top priorities for the coming year.



Laurie Fischer: “The dairy industry is becoming increasingly complex and reaching an intersection of rapid change. Reports about biotech, big data, precision farming, climate targets, carbon credits, complex marketing strategies, uncertainty about the future of a new farm bill and of FMMO milk pricing have America’s dairy farmers on edge. This is why it is so important to acquire as much information as you can, to navigate what’s ahead.”

“Chairman Thompson understands dairy and the issues facing rural businesses, communities, and farm families. He has led numerous farm bill listening sessions across the nation, as the Committee has received much input. He has demonstrated his commitment as a strong voice for agriculture, not only in his home district (15th) in Pennsylvania, but across the U.S.,” notes Laurie Fischer, CEO of ADC, a nationwide grassroots organization of dairy producers based in Green Bay, Wisconsin, with Walt Moore, a Chester County, Pennsylvania dairy producer serving as president.

Additional insights will be gained from the educational program planned, which will include a staff-level update on the Farm Bill from the Senate side via Trey Forsythe, professional staff for the Senate Ag Committee Ranking

Member John Boozman of Arkansas. Forsythe handles the dairy, livestock, poultry, animal health and food safety portfolios. He previously served as senior manager for federal government and industry affairs at Land O’Lakes, Inc.

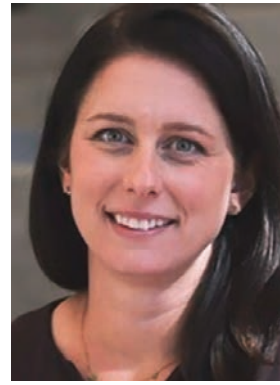
American Farm Bureau Chief Economist Roger Cryan will bring Federal Milk Marketing Order hearing highlights, and lowlights, and what to expect from the process. The FMMO



‘GT’ Thompson



Roger Cryan



Corey Scott



Trey Forsythe

hearing reconvened Nov. 27 after eight weeks of proceedings and over four weeks of recess. Roger brings years of experience as both a prior Director of Economics for USDA and prior VP for National Milk Producers Federation.

Corey Scott of Athian will give a snapshot of what farmers should know about Scope 3 greenhouse gas emissions, carbon credits and the dairy value chain. She is an experienced livestock sustainability systems professional for Athian, whose key mission is to help dairy and beef value chains capture and claim carbon credits earned through sustainability efforts by aggregating, validating, and certifying reductions so they can be monetized.

“The dairy industry is becoming increasingly complex and reaching an intersection of rapid change. Reports about biotech, big data, precision farming, climate targets, carbon credits, complex marketing strategies, uncertainty about the future of a new farm bill and of FMMO milk pricing have America’s dairy farmers on edge. This is why it is so important to acquire as much information as you can, to navigate what’s ahead,” says Fischer.

ADC urges dairy farmers to gain firsthand insight on the latest and most substantial influences on business, production, markets, and cash flow by joining ADC’s annual business meeting webinar Dec. 7th at 2:30 p.m. EST.

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E. H. Maytag joined the family-owned business at age 19, in 1902 when the company built threshing machines. The first Maytag clothes washer was built in 1907 as a side-line to farm equipment.

Greatly interested in purebred cattle, E. H. Maytag's Holstein herd became nationally famous. The Maytag Dairy Farm developed from one dairy cow that, in 1919, provided milk for the family, into a nearly-200 head herd that won many state and national awards, to a 4,200-acre farming enterprise. The farming and dairy enterprises were as close as E. H. got to having a hobby. It was said that he was far more comfortable in a cow barn than on a golf course.

The Maytag Holstein herd existed thirty years (1919-1949), a mighty long stretch for any breeding institution to be in continuous operation. From its beginning, founder E. H. Maytag had the vision of developing a breeding herd that would make a major contribution to the improvement of the Holstein breed and the dairy industry. During those three decades he developed a herd of Holsteins that could compete with the best in the show ring and even more important, in the milk pail.

Maytag became recognized as one of the most important seed-stock institutions of the entire Holstein breed. Maytag cattle were in high demand throughout North America and in many foreign countries. The Maytag reputation was only rivaled by legendary herds such as Carnation, Dunloggin, and Winterthur.

Help is available when you're faced with transition planning

HARRISBURG, Pa. — To help Pennsylvania dairy farm families with transition planning, business management consulting, and risk management planning, the Center for Dairy Excellence has several consultants available to work with Pennsylvania dairy farm families. Dr. Brian Reed and Dr. Charlie Gardner both serve as consultants provided by the Center to help dairy farm families navigate the complex process of transition planning, business plan development, and business transformation through one-on-one consulting and support.

With years of experience in the dairy industry, the Center taps the knowledge and expertise of these consultants and offers their services at no charge to dairy farm families across the state. The farm families who have utilized one-on-one consulting through the Center have focused on:

- **Transitioning ownership and developing succession plans:**

"It was very valuable having a summary after the meetings about what was discussed, so both of us [family members] could look at it. I appreciated those action items. Dr. Gardner wasn't afraid to tell us when it was time to get some of those actions accomplished, too. Overall, we feel good. Without the grant, we wouldn't be where we are. Some of us didn't want to talk about [the transition] or face reality, but the meetings made us stop and talk about it. It would be hard to spend that money upfront for an advisor without the grant. But I wouldn't do it without a third-party consultant walking alongside us. It's so valuable."

—Kerry Zeiset, a dairy producer from Lancaster County, Pa.

- **Navigating family farm dynamics:**

"My husband and I have two sons who are both married. We also have a daughter and her husband. Dr. Reed talked to each of us individually as couples. He heard where we were at, what our thoughts and concerns were, and then brought us together as a group. When you work with each other day in and day out, sometimes you don't always hear things like someone else does. He just had a different perspective on listening to what we all had to say and then presenting it back to us. It was helpful. Dr. Reed encouraged us to take it slow and gave us real insight on how to keep things moving forward and some thoughts on which direction to go."

—Betsy Yoder of Heron Run Farms in Huntingdon County, Pa.

- **Developing business and transformation plans:**

"About five years ago, I started on a journey to open my own dairy store. Dr. Charlie Gardner helped me write my business plan and has been an exceptional resource to ask questions, get advice, and get other contacts in Pennsylvania who have been working on similar projects."

—Amy Brickner of Destiny Dairy Bar at Stover Farms in Cumberland County, Pa.

- **Strategizing, evaluating farm viability:**

"The Center for Dairy Excellence recommended Dr. Brian Reed. We were looking for some guidance on how to transfer the farm property to the next generation. He's seen good and bad transfers, which gives him insight into our situation. We spent the majority of our time looking into the viability of the farm operation. Our goal right now is figuring out how to increase and diversify our income streams. The Center for Dairy Excellence and Dr. Reed helped us better understand our strengths and weaknesses. We haven't acted on any of the ideas yet, but we're getting closer."

To learn more about the Center's business consultants who are available to dairy farm families at no cost, contact Melissa Anderson at manderson@centerfordairyexcellence.org or call 717-346-0849 to be paired with a consultant.



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Dairyman's Datebook

DECEMBER 4-6, New York Farm Bureau's State Convention at the Sleepy Hollow Hotel and Convention Center, Tarrytown.

DECEMBER 5, 9 a.m. Homestead Nutrition dairy seminar, Yoder's Banquet Facility, Route 23, New Holland, Pa.

DECEMBER 12-13, Dairy Managers Institute presented by Professional Dairy Producers of Wisconsin (PDPW); beginning at 8:30 a.m. on the 12th; 8 a.m. on the 13th at PDPW headquarters, 820 N. Main Street, Juneau, Wis.

DECEMBER 14, 10:30 a.m. Pennsylvania Holstein Association Board of Directors meeting, at the PHA office, 839 Benner Pike, State College.

DECEMBER 14, 10:30 a.m. Triple-Hil Sires Winter meeting, Rail Center, 184 Young Road, Lewisburg, Pa.

DECEMBER 21, 10:30 a.m.

Triple-Hil Sires Winter meeting, Heritage Family Restaurant, 118 East Main Street, Allensville, Pa.

DECEMBER 30, 11 a.m. Pennsylvania Holstein Association South-Central District meeting, Hoss's Steak & Sea House, Mechanicsburg, (at the intersection of the Pennsylvania Turnpike Exit 236 and Route 15).

JANUARY 9-11, PDPW Managers Academy for Dairy Professionals* presented by Professional Dairy Producers* (PDPW) at the Hilton Baton Rouge Capitol Center, Baton Rouge, La.

JANUARY 15-17, Georgia Dairy Conference, Marriott Savannah Riverfront Hotel & Conference Center, Savannah.

JANUARY 30, 9 a.m. Franklin County Crops Day, Kauffman Ruritan Community Center, 7289 Ruritan Drive, Chambersburg, Pa.

Auction Guide

DEC. 2, 12 p.m. Holiday Beef Round-Up Sale, Hosking Sales, New Berlin, N.Y. Sale managed by Hosking Sales.

DEC. 6, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

DEC. 6, 12-1 p.m. Hastings Dairy Online Complete Herd Dispersal, Burton, Ohio. Sale managed by Kreeger and Associates.

DEC. 8, 10 a.m. Special Christmas Dairy Sale Including Cream of Cedar-Crest Holsteins and Friends 2nd Edition, Fisher's Quality Dairy Sales, Ronks, Pa. Sale co-managed by Fisher's Quality Dairy Sales and Pa. Holstein Association.

DEC. 11, 10:30 a.m. Palmer Retirement Auction, Howard (Steuben Co.), N.Y. Sale managed by Pirrung Auctioneers.

DEC. 14, 10 a.m. Special Christmas Dairy Cow & Heifer Sale, Brubaker's Quality Dairy Sales, Shippensburg, Pa. Sale managed by Brubaker's Quality Dairy Sales.

DEC. 15, 4 p.m. Special Christmas Horse Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

2024

FEB. 10, Pa. Holstein Convention Sale, Scranton, Pa. Sale managed by Pa. Holstein Association.

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Scholarship opportunities offered

TUNKHANNOCK, Pa. — Premier Select Sires will award up to \$20,000 to students within the Premier territory through the 2024 Premier Future Ag Leaders Scholarship Program. Two exemplary students will receive \$2500 scholarships through either the Johnny Daniel Memorial Scholarship or the Wayne Dudley Scholarship. Several other students will receive scholarships of \$750-\$1000 in value.

Scholarship application forms are now available under the "News" tab of www.premierselectsires.com, by calling (570) 836-3168, or by emailing office@premierselect.com. Completed scholarship applications are due January 31, 2024.

Eligible students include high school seniors through college seniors presently enrolled or planning to enroll in an under-

graduate agriculture-related major. The student or his/her parent or guardian must reside in the Premier membership area and must be an active Premier customer in good standing. Previous scholarship winners remain eligible during subsequent award years; however, a student can only receive a \$2500 scholarship once in his/her school career.

The Premier Future Ag Leaders Scholarship Program provides financial support to eligible college undergraduates in agricultural majors. The program provides additional return to the cooperative's member-owners by supporting the next generation of young people desiring to study and work in the agriculture industry. The Premier Select Sires, Inc. board of directors has made a commitment to providing money to support this scholarship program on an ongoing annual basis.

'Organic' gets a boost in Pa.

HARRISBURG, Pa. — Governor Josh Shapiro signed House Bill 157 on November 3rd, officially creating a PA Preferred Organic™ brand for PA-grown organic agricultural products. Products bearing the new PA Preferred Organic label will meet both U.S. Department of Agriculture standards for organic production, and the PA Preferred® program's rigorous standards for goods grown in Pennsylvania.

"Products that earn the PA Preferred Organic brand will give consumers confidence they are getting a quality product that meets the high standards they expect," Agriculture Secretary Russell Redding said.

Pennsylvania is third in the nation in organic sales with \$1.09 billion annually, a 47% increase in only two years. One of only four states with more than 1000 certified organic farms, Pennsylvania ranks number one nationally in sales of organic livestock, poultry, and mushrooms.

Organic farmers and those seeking to become certified organic can find in-depth information about financial and technical assistance available for meeting standards and promoting their products through the PA Preferred Organic Initiative at agriculture.pa.gov.

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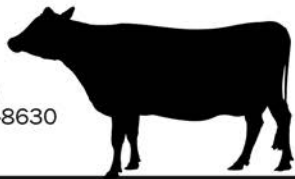
There will be no **FARMSHINE** published on December 29 to allow our staff to enjoy their families at Christmas. We will resume our regular weekly schedule beginning January 5, 2023. Merry Christmas!



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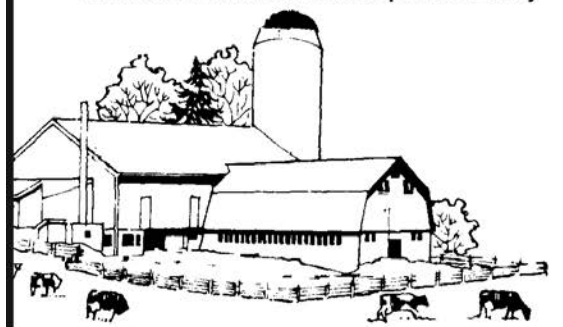
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BINGHAMPTON, N.Y. — Dairy farmers may be the eventual beneficiaries of several winning entries in this year's Grow-NY business competition, a startup challenge focused on enhancing the emerging food, beverage, and agriculture innovation cluster in Central New York, the Finger Lakes, and the Southern Tier.

- Those awarded significant cash were:
- \$500,000 winner: SomaDetect (Thornhill, Ontario, Canada) - SomaDetect's cutting-edge sensor and software system provides dairy-men with the information they need to make the best milk possible, offering dairy producers automatic and reliable milk-based data directly from their milking line to streamline day-to-day operations of dairy farms.
 - \$500,000 winner: Crover (Edinburgh, United Kingdom) - Crover is on a mission to

help grain storage operators reduce losses and maintain optimum storage conditions, efficiently and remotely monitoring and maintaining the quality of grain bulks through its "grain swimming" robotic technology.

- \$250,000 winner: Cattle Scan (Toronto, Canada) - Cattle Scan's cattle monitoring bolus allows dairy farmers to facilitate real-time monitoring of individual cattle, improving overall herd health, increasing production efficiency, and helping advance business sustainability and operational excellence.
- \$250,000 winner: Clean Label Solution (Ithaca, N.Y.) - Clean Label Solution has proprietary technology that improves protein and fat digestibility and reduces CO₂ emissions and energy consumption in the production of

soy-based animal feeds for livestock such as dairy cattle, poultry, deer and fish farms.

The competition also featured a "Wegmans Audience Choice" award, selected by the public, for the startup that had the most standout and promising pitch. Big Yield Growers of Endicott, N.Y., received \$10,000 in prize money sponsored by Wegmans.

Hypercell Technologies, of Peachtree Corners, Georgia won the \$1 million grand-prize. They provide rapid point-of-care diagnostics for the food chain, ensuring early identification and management of biological contaminants from production to transformation with increased speed and accuracy.

Now in its fifth year, the program awarded \$3 million – including the \$1 million grand prize – to seven finalists participating in the

business development accelerator and two-day pitch competition at the Grow-NY Summi which was held in Binghamton.

In total, 323 startups from 49 countries applied for grant money. Domestic teams also displayed strong interest, with 32 states represented in the applicant pool, including 81 entries from New York.

All winners are required to work towards making a positive economic impact in the Grow-NY region, which consists of 22 counties that serve as home to vibrant farmlands, abundant fresh water, and several rising cities, including Rochester, Syracuse, Ithaca, Geneva, and Binghamton. The winning businesses will foster job growth, connect with local industry partners, and contribute to a thriving economy.

High-powered training defines PDPW Managers Academy

JUNEAU, Wis. – Persistence is a key element in a successful dairy business when tied with solid business acumen, an understanding of global trends and sound ethics. Top tier executives will build their expertise in all these areas at the 2024 PDPW Managers Academy for Dairy Professionals® presented by Professional Dairy Producers® (PDPW).

Scheduled for Jan. 9-11 in Baton Rouge, Louisiana, the 3-day, executive-level program is designed for dairy owners, managers, CEOs, industry directors, processors, marketers and distributors. In addition to world-class training, the agenda will feature a day of touring and learning from executives outside of dairy and networking opportunities with peers and presenters. The "persistence" theme captures the program's goal of building strong, focused leaders who manage their teams and businesses effectively through even the most volatile times.

Registration for the 2024 academy is currently open, with a special discounted hotel

rate at The Hilton Baton Rouge Capitol Center available through Dec. 26, 2023.

Three management, ethics and economic experts will facilitate the program.

Jason Karszes, dairy farm management specialist with the PRO-DAIRY program at Cornell University, will share best practices from the top 20% in the dairy sector, providing insights on how to manage with precision and make effective decisions based on solid financials. He will focus on the large number of small things that top managers consistently perform to deliver profitability year in and year out.

Jacob Shapiro, partner and director of geopolitical analysis at Cognitive Investments as well as chief strategist at Perch Perspectives, will lead an interactive discussion on the key geopolitical forces that will shape the next five years. He'll focus on the trade issues, conflicts and worldwide macro developments that will affect dairy producers and other major agricultural commodities to help dairy executives develop a plan for resilience in our changing world.

Dr. Richard Kyte, PhD, endowed professor of the D.B. Reinhart Institute for Ethics in Leadership at Viterbo University, will highlight strategies to increase employee engagement, retention and productivity while building an ethically responsible culture at your organization. He'll also explore the ethical implications of new technologies including artificial intelligence.

A full day of executive-level tours will give attendees a new perspective on how to handle challenges that are common to all businesses regardless of sector.

- The Tietje Crawfish Farm will provide an up-close look at the crawfish habitat and harvesting process as well as details about the I-10 Crawfish Cooperative and marketing of this Louisiana food staple.

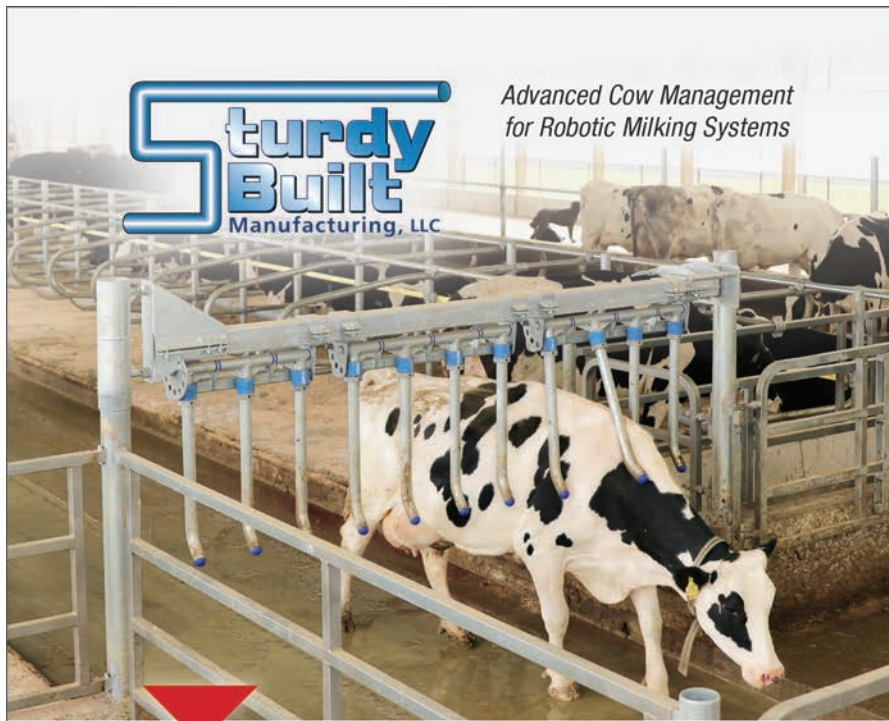
- The South La Rail Rice Mill is a \$6 million rail-loading facility built by the Louisiana Independent Rice Producers with the goal of taking back control of their market. Learn

how the rice producers have navigated through a changing industry, consolidation and export challenges.

- Headquartered in Baton Rouge, Marucci is the leading producer of baseball bats for the Big Leagues, as well as other baseball and fastpitch softball gear and apparel. The tour will deliver an inside look at how a work environment that fosters innovation, teamwork and continuous improvement has built Marucci's impeccable team culture.

- Fluker Farms sells feed mixes, nutritional supplements and other supplies for reptiles and operates in both a business-to-business and business-to-consumer model. Learn about the challenges of managing supply chain for product line that includes live feed blends, as well as how the family-owned business is establishing a succession plan for incoming team members and future generations.

Interested? Register at www.PDPW.org or contact PDPW at 800-947-7379.



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Volunteers and sponsors needed for Farm Show's 'Calving Corner'

HARRISBURG, Pa. — Individuals who have experience working in the Pennsylvania dairy industry are invited to volunteer at the Calving Corner during the Pennsylvania Farm Show, to be held from January 6-13 in Harrisburg. The Calving Corner is the cornerstone in the "Destination Dairy" Northeast Exhibit Hall, giving visitors a first-hand look at the Pennsylvania dairy industry and providing educational learning activities for children of all ages. The Calving Corner also live streams the exhibit throughout the Farm Show, reaching more than 31,000 people virtually each year.

"Volunteering at the Calving Corner is an exciting way to help share the story of Pennsylvania dairy farming directly with consumers and families. Farm Show visitors not only witness the miracle of birth and learn where their food comes from, but it's a rewarding way to help enhance the public's understanding of production agriculture," said Miriam Miller, project manager for the Calving Corner. "We appreciate our farmers and dairy industry volunteers who give their time each year to share their first-hand experience with Calving Corner visitors."



Harold Shaulis, a Calving Corner volunteer, interacts with visitors at the Calving Corner exhibit.

Four Pennsylvania dairy farms will share their story with visitors throughout the 2024 Calving Corner exhibit and explain the dairy birthing process. Cows representing the four farms will calve on site during the entire

length of the Farm Show. Farms include Reinford Farms owned by Chad, Brett and Drew Reinford of Juniata County, Pa.; Kish View Farms owned by Keith and Kent Spicher of Belleville, Pa.; Schrack Farms owned by Kevin Schrack, Jim and Lisa (Schrack) Harbach and their family of Loganton, Pa.; and Mowrer Farms owned by Mike and Janet Mowrer of Huntingdon County, Pa.

"I got into veterinary medicine because of dairy farmers and their families. I really like supporting those farmers, so the Calving Corner is a great way to do that. It's also a good way to bridge the gap, so there's a better understanding [from consumers] of how things work on the farm," said Ann DiPastina, a veterinarian from Penn Vet. "It really just helps communicate to consumers how farmers are doing their best to safeguard our food supply and take care of their animals. Volunteering at the Calving Corner is a really fun time."

Calving Corner volunteer opportunities are available for the following individuals:

- Dairy farmers

- Veterinarians
- Nutritionists
- Industry representatives
- College students
- Other professionals who have experience in the dairy industry

"I'm the fifth generation from a dairy farm. I love the way I grew up and wouldn't have wanted to grow up any other way. But only one percent of the country lives on a farm. The more we can connect consumers to dairy producers and show them where their food comes from through the Calving Corner, the better," said Mikala Moorech, a volunteer at the Calving Corner.

Volunteers will serve in a variety of roles, should be at least 18 years old, and have a practical understanding of the dairy industry. They will be provided with a Calving Corner sweatshirt and should plan to wear proper attire, including clean and neat jeans or khakis. Calving Corner volunteers will also be required to complete a brief online training.

Individuals who are interested in volunteering at the Calving Corner exhibit can complete an online volunteer interest form at www.surveymonkey.com/r/calvingcorner. Contact Miriam Miller at Miriam@thecalvingcorner.org with questions.

• **Sponsorship opportunities** are also available for businesses or organizations who are interested in helping consumers learn about agriculture and the world of dairy farming. Contact Miriam Miller at Miriam@thecalvingcorner.org to become a sponsor.

The Calving Corner is made possible by the Friends of Pennsylvania Farm Show Foundation, Pennsylvania Dairymen's Association, American Dairy Association North East, Center for Dairy Excellence, Farm Credit Foundation for Agricultural Advancement, Allied Milk Producers, Northeast Agriculture Education Foundation, Inc., and additional dairy organizations with support from the Pennsylvania Department of Agriculture.



Artificial Insemination SCHOOL

Atlantic Agri-Service is offering a three day Artificial Insemination School at Meadow Vista Dairy in Lancaster County, Pa. on **Dec. 12-13-14.**

For more specific information, please contact:

Doug Speicher at: (717) 443-4662 or df2speicher@aol.com



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The United States Department of Agriculture's (USDA) Discrimination Financial Assistance Program (DFAP) is a limited-time program that Congress authorized in Section 22007 of the Inflation Reduction Act in August 2022 for the purpose of providing financial assistance to ranchers, farmers, and forest landowners determined to have experienced discrimination in USDA lending programs prior to January 1, 2021.

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Aiming higher, New Jersey introduces new dairy royalty

BRIDGEWATER, N.J. — Kimberly Kolibas of Belvidere, Warren County, was named the 2023-2024 New Jersey State Dairy Princess in a ceremony held on Saturday, Nov. 18, in Bridgewater.

Kimberly succeeds Jacquilin Kirby of Hillsborough, Somerset County. The 20-year-old daughter of Jeff and Catherine Kolibas works at Baldwin Dairy, and is studying animal science at the University of Wisconsin-River Falls with plans to become a veterinarian. She is also a member of Warren County 4-H, the Warren County Equine Science Team, and the Women's Professional Rodeo Association.

"We have the goal to get the dairy princess program more

active in New Jersey to help improve awareness of the dairy industry, and even though there are only a few dairy farms in the state, they all contribute to the industry," Kimberly announced.

Chosen as Alternate New Jersey Dairy Princess was Annabelle Marjorossy of Flemington, Hunterdon County, the 17-year-old daughter of Ed and Jackie Majorossy. A Hunterdon County dairy ambassador for seven years, she works at Hun-Val Dairy. She is also the vice-president of the Mount Airy Dairy 4-H Club and has participated in Holstein Association dairy bowl competitions. She is studying graphic design at Hunterdon County Polytech.



Kimberly Kolibas, left, and Annabelle Majorossy aim to have a more active dairy princess program in New Jersey to help improve awareness of the dairy industry.

Georgia Dairy Conference slated

WATKINSVILLE, Ga. — Dairy farm families and industry leaders of the Southeast's dairy community will gather Jan. 15-17 for the 2024 Georgia Dairy Conference at the Marriott Savannah Riverfront in Savannah, Georgia.

This three-day conference is one of the nation's premier dairy conferences and allows producers to advance their knowledge, connect with fellow producers and industry leaders, and discover new perspectives on issues that are important to the dairy industry.

With an average of 90 dairies and 115,000 cows represented from 10 states at the past three conferences, the 2024 event will build on the success of previous years. The agenda features 16 speakers who will present topics ranging from dairy market forecasts, dry cow therapies, forage production, nutrient management, checkoff programming, and more. Veterinarians and animal nutritionists attending the 2024 Georgia

Dairy Conference can earn continuing education credit hours.

A trade show featuring industry sponsors and exhibitors is held in conjunction with the Conference and provides representatives with the opportunity to spark conversations with dairy producers. Last year, the GDC featured more than 75 exhibitor booths and will continue in growth this year. The trade show and dedicated exhibit times provide one-on-one opportunities for producers and industry representatives to discuss the latest techniques, products, technology and services available to increase on-farm productivity and profitability.

Updates and announcements about the 2024 Georgia Dairy Conference will be posted at www.gadairyconference.com

Sponsorships and exhibit space are available and early reservations are recommended for prime options.

Farm Show theme chosen

EASTON, Pa. — The theme of the 108th Pennsylvania Farm Show was announced here by Agriculture Secretary Russell Redding in late September. It's "Connecting Our Communities".

"The Pennsylvania Farm Show is a living story of Pennsylvania agriculture, connecting those who are fed, nourished, and enriched by our industry to those whose lives and livelihoods depend on it," Secretary Redding declared. "Agriculture unites us. It is the food, fuel, and fiber we rely on for our quality of life and our economy. Food helps define our cultures and our identities."

The 2024 Pennsylvania Farm Show, Pennsylvania's State Fair™, will run from Saturday, January 6 through Saturday, January 13 at the Pennsylvania Farm Show Complex and Expo Center in Harrisburg.

Farmshine is free for many of our readers

LEOLA, Pa. — FARMSHINE is free of charge to many dairy producers in the region ... stretching from Maine to Florida. The latest organization to buy subscriptions for their membership was Pioneer Milk Producers. So, if you're wondering why our publication is arriving in your mailbox, thank your

organization for the favor.

Many state purebred associations in the Northeast provide Farmshine to their members either free or at a reduced cost, as do several other dairy-related organization. We thank them all for their continued support.



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Got left-overs? Don't be too quick to throw them out

By **BARB LUMLEY**
Ohio Farm Wife

Thanksgiving is over and so is November. The traditional as well as the non-traditional foods were enjoyed and the left-overs have helped to keep everyone fed for the last few days. Check your refrigerator thoroughly as once in a while a left-over gets lost in there and by the time you find it has turned a Christmas green. That is the sign that tells you to throw it away, as leftovers don't have "use by" dates.

Expiration, use by or sell by dates are found on almost every food we buy. Those dates have more to do with the foods overall quality and texture instead of when it is safe or not safe to eat. As long as there is no spoilage, you can eat it but it might not taste as fresh as it once was. Stores use the sell by date to remove products from their shelves. Some of the foods that never expire include honey, maple syrup, salt, cornstarch, white rice, dried beans, sugar, and pure vanilla

extract. Canned foods can be used past the sell by date as long as the can is not damaged. Frozen food is typically safe to eat, but may not taste as good if it has been in the freezer a long time. Vacuum sealing has made a difference in freezing food. The pilgrims preserved food by salting, drying, smoking, pickling, honeyed, fermentation, and freezing.

There are no standardized methods or regulations in the United States for determining expiration dates for foods. Some states require the dates but do not regulate how those dates are calculated. The dates are determined by the food manufacturer.

Dairy milk is usually good for at least one week after the date. Having been a milk drinker all my life, I judge mine by the taste. Not all milk is the same. I have had milk that remained good for as long as an extra month and I have had some that did not taste good on the use by date. Years ago when cows were out on pasture you had to be sure there was no wild onions or garlic growing in the field! It is suggested

that eggs will stay good for three to four weeks. Mine are fresh from the farm and I have used eggs that were three months old.

I had both knees replaced at the same time over ten years ago and that required a stay in a local rest home for about three weeks. When I was able to return home, I found my fridge completely empty! My granddaughter, Jenn, believes that when the date on food expires, you toss it! My mustard, catsup, salad dressings, hot sauce, jars of pickles, etc. — all gone!

There are some frozen foods that have stayed good for a long time. I had an example of that for Thanksgiving dinner. My husband, Don or Lum as most people called him, loved pie and his favorite was black raspberry, followed by just about every other kind including blackberry. Every summer he went berry picking. I would make pies for him and then I would make the extra berries into pie filling, which I put in the freezer to use later. Blackberries are the favorite fruit of my oldest son. I knew there was a container of blackberry filling in the freezer, so I decided to make him a pie for Thanksgiving dinner. It turned out perfectly and was enjoyed. The blackberries were picked by Lum in 2004 and made into pie filling that remained in the freezer for 19 years!

Now I am wondering what I can find in the freezer to make for Christmas!

Important notice to all readers and advertisers:

There will be no **FARMSHINE** published on December 29 to allow our staff to enjoy their families at Christmas. We'll resume our weekly schedule beginning January 5.

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Congratulations to all exhibitors and winners at the 2023 All-American Show!

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Milk Market Moos

by Sherry Bunting
agrite2011@gmail.com

Dec. Class I mover set at \$19.76, would have been \$20.85 under 'higher of'
Net mover loss for 2023 estimated at \$113.4M
Net mover loss over all 56 months at \$1.04B

The December Class I advance base price 'mover' was announced Wed., Nov. 22 at \$19.76, virtually unchanged from November and \$2.85 below year ago.

However, if the skim portion of the December mover had been calculated using the previous 'higher of' formula, the Class I mover would be \$20.85 this month.

That's a formula-based Class I value loss to dairy farmers of \$1.09 per cwt. for December, on the heels of a 75-cent loss in November. The 'averaging' formula produced a 55-cent benefit in October, and a neutral result (no loss, no gain) in September. However, August marked a whopping loss of \$1.67 per cwt., the largest loss of 2023.

During the 12 months of the year, six produced losses ranging \$0.06 to \$1.67 with four of the months charting losses greater than the 74-cent cap the formula puts on the upside, while as we know, there's no limit to the loss on the downside.

Of the five positive months, none came close to the 74-cent cap, ranging neutral to 55 cents positive. Thus, the losses dwarf the benefits in real dollars even though half the months look positive and half negative.

For the year, dairy farmers will have experienced an estimated net loss of \$113.4 million in Class I value, alone, based on actual USDA-reported Class I milk pounds for Jan.-Sept. and estimated Class I pounds for Oct.-Dec.

This means that because of a pricing formula change that did not have a hearing, dairy farmers essentially handed 28 cents to processors on every single hundred-weight of Class I milk they will have shipped in 2023, which translates to 8 cents/cwt. lost, on average, for all milk in 2023 based on average FMMO Class I utilization of 28%.

If we look back over all 56 months of using the "averaging" method to set Class I, we see the net formula loss for May 2019 through Dec. 2023 is estimated at \$1.04 billion (with a B), which is like handing over 54 cents on every hundredweight of Class I milk shipped during the nearly five years of formula change, or 15 cents/cwt., on average, for all milk priced by FMMOs during those nearly 5 years.

This does not include the losses that come when the negative months produce dysfunctional class pricing relationships that result in depooling of milk, and other FMMO anomalies -- further reducing uniform blend prices and farmer mailbox milk prices.

The chart (above, right) shows losses by year and the cumulative loss over nearly five years.

Language in the 2018 Farm Bill replaced the 'higher of' with the 'average-plus-74-cents' formula, which went into effect in May 2019. It caps the upside benefit for farmers at 74 cents per cwt., while leaving their downside risk unlimited -- without a floor. In other words, there is no cap on the benefit the processors can reap from this Class I formula change that was their idea through IDFA. Look for more analysis in a future article.

Milk futures mixed: Class III down, Class IV up

Milk futures were mixed this week as Class III contracts fell while Class IV was firm to higher across the board. On the close Wed., Nov. 29, Class III futures contracts for the next 12 months averaged \$17.65/cwt, down 9 cents from the 12-month average a week ago. The Class IV milk futures averaged \$19.71 for the 12 months, up 22 cents from a week ago, more than recovering the previous week's losses.

Spot dairy product prices strengthen

Dairy product futures on the CME were also mixed with a stronger undertone among the four FMMO formula products. On the daily spot cash market, products were steady to higher, except dry whey and barrel cheese lower.

The spot butter price rallied by a nickel each in two days trading over the midweek, pegged Wed., Nov. 29 at \$2.6225/lb, up 9 cents per pound with zero loads trading. Grade A nonfat dry milk also rallied, gaining 2 pennies over last week, pegged Wednesday at \$1.1950/lb, with zero loads changing hands.

The spot price for cheese Wednesday was firm on blocks, a penny lower on barrels compared with a week ago. On Wednesday, Nov. 29, 40-lb blocks were pegged at \$1.59/lb with zero loads trading. Meanwhile, 500-lb barrels were pegged at \$1.4850/lb with 2 loads changing hands. The dry whey price was pegged at fully steady compared to a week ago at 39 3/4 cents/lb, with 4 loads changing hands.

Class I Avg. +\$0.74 vs. 'Higher of'

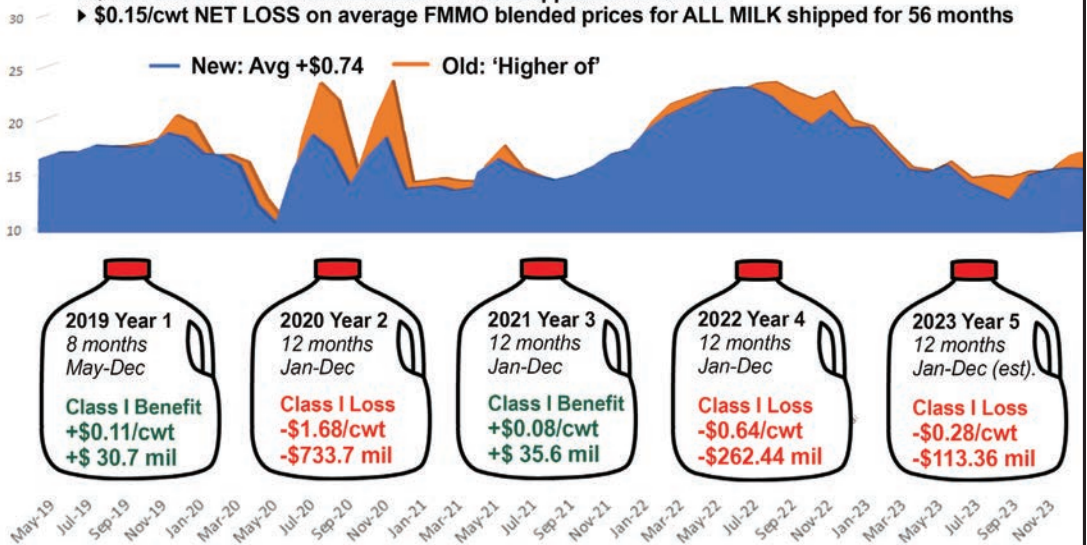
May 2019 - Dec. 2023 (56 months of implementation)

Cumulative NET Losses for 56 months

▶ \$1.04 BILLION NET LOSS translates to:

▶ \$0.54/cwt NET LOSS on ALL Class I cwt's shipped for 56 months

▶ \$0.15/cwt NET LOSS on average FMMO blended prices for ALL MILK shipped for 56 months



Graphic by S. Bunting, Data Source: USDA

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 Boehringer - Dec. 14, Durvet - Dec. 15

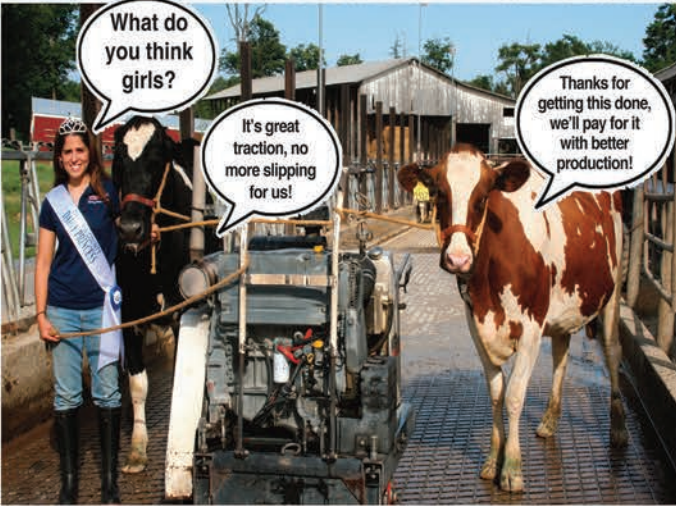
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For Dale Chugg and his clan, the

By DIETER KRIEG
Farmshine Editor

WEST FARR, Utah — Dale Chugg has loved cows and farming all of his life. That's because he grew up with it, milking cows by hand when he was 6 years old, driving a team of horses and learning to shoe them when he was 8, and showing a calf that he was very proud of.

Later in life, he worked two off-farm jobs to help speed up improvements on the farm.

On Thursday evening, November 9, the 91-year old, life-long dairy farmer was inducted into Utah's prestigious Dairy Hall of Fame. The formal recognition took place at Dairy West's annual meeting at the Boise Centre in Boise, Idaho. A delightful, professional 2-minute video of the award winner served as an introduction of Dale to the 700 people in attendance. Among them were more than 20 members of the Chugg Family. "We had a fun time there," affirmed his son, John.

"Family is the reason we stay in business," John told this writer in a phone interview following the event in Boise.

At 91, Dale is still going strong. "He loves it," said John. "We can't keep him away; he always wants to help."

Dale has proven his devotion and resiliency numerous times. When he was 89, a cow kicked his upper leg, breaking



Dale Chugg of Chugg Jerseys in northern Utah was one of two people honored by Dairy West on November 9th in Boise, Idaho. More than 20 members of the Chugg Family from Utah and Idaho were present to see the family patriarch being honored for his life-long dedication to dairy farming and the soil. Screen shot from a video presentation by Dairy West.

a bone (femur) and he fell into the manure. He got fixed up and went right back to work. He has been through open heart surgery and wears a pacemaker. And, as the picture on page 1 shows, he has also suffered an arm injury.

Despite the wear and tear on his body, Dale ceaselessly celebrates life on the farm. So does his family and they all agree that it's the family farm that provides the true and lasting satisfaction.

It was noted in Boise that 85 years ago, when Dale started to be involved with the cows at age 6, milk cans were kept

cool in a nearby spring. The family appreciated the day when an electrical/mechanical cooling cabinet arrived, immediately seeing the improvement in both efficiency and quality.

Needless to say, a lot more than electricity and refrigeration have arrived since those early years of tilling the soil, raising crops and milking cows. Dale has seen a lot during his lifetime; most always with interest and enjoyment.

His love for dairy farming got a significant boost when he was presented with a calf that he loved to show, inspiring an interest in the show circuit that has been steady and strong for over 60 years.

Nathan Chugg is the son who inherited his father's special senses and sensitivities for the Jerseys and cows in general. At the 2019 Utah State Jersey Show, his first-place aged cow, DC Venerable Sassy, was named senior champion and then grand champion. And at a national show in 2021, the Chuggs once again captured the top spot in the 4-year

old class. Dale's short and distinctive "DC" Jersey prefix has gotten to be well known through the years.

Far less glamorous events also contributed to Dale's involvement and love for dairy farming. His father, John, (not to be confused with his son, John) had polio and fell off a horse, resulting in a "busted" back. Dale was 19 at the time and took over the farm's daily operations.

A few years later, in 1959, unwritten agreements resulted in disputes between Dale and one of his relatives. Long story short, Dale ended up starting over on his grandfather's farm, where he milked around 25 Jerseys. When the matter was settled in court, he moved to the 100-acre farm where he still is today. Two smaller properties of around 60 acres each, have been added over the years to accommodate the needs of a growing Jersey herd. The current milking herd consists of 140 cows, which average around 58 pounds per day.

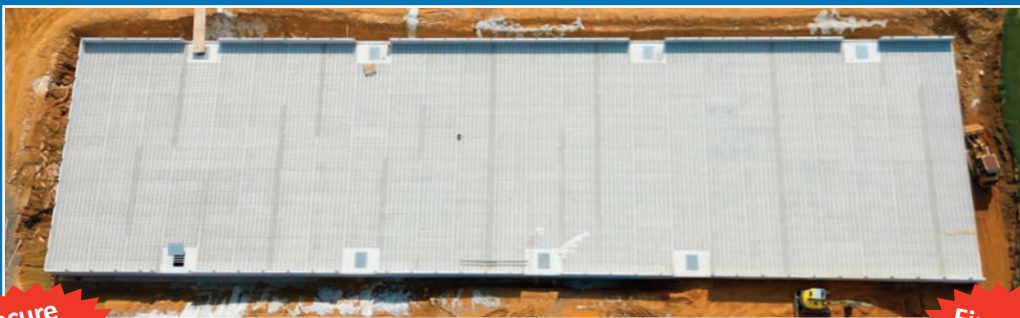
"I always liked to farm," Dale affirmed in the video shown recently in Boise. "I always liked cows, horses and animals. It never left me; it's still here. Consequently, something else that has never left the man is a positive attitude. "I've probably made some mis-

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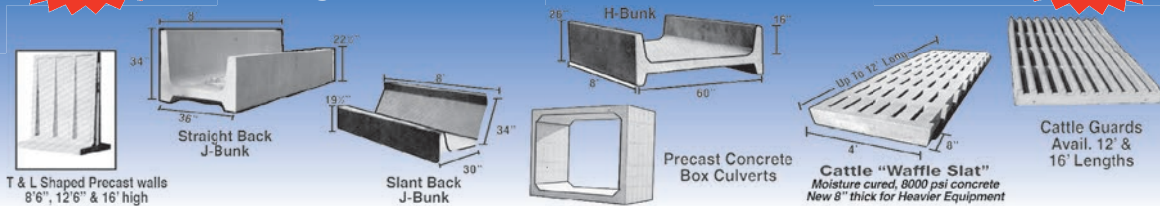
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This aerial view of the Chugg Family's dairy farm shows the suburban encroachment taking place in much of Weber County, Utah. Screen shot from a video presentation by Dairy West.



The youngest generation receives inspiration and wisdom from the older generation. Dale Chubb is pictured with one of his great grandchildren.



Located less than 10 miles east of the Great Salt Lake, Farr West is a suburb of Ogden in northern Utah. The population of the city and surrounding communities exceeds 100,000 and is growing rapidly.

takes, he admits. "But I worked hard enough to overcome them," he added.

"I can tell a good cow when I see one; it's a joy to see a good herd of cows," he continued. He took over his uncle's herd when he was in his mid 20s, promising him that he would take good care of them, just as he did. "He liked cows," Dale

pointed out. And some of that apparently rubbed off on him.

"I loved every minute of it," Dale says of his 80-plus years as a farm boy and dairy farmer. "People ask me why I don't sell this place and do what I want to do.

"I do what I want anyway," he says with a grin. "Why would I want to sell?"

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Harvesting deductions: A comprehensive guide to 2023 year-end tax preparation for farmers

By **Samantha Gehrett**
 Extension Educator, Dairy

Year-end tax planning is a critical aspect of financial management for farmers. As the fiscal year comes to a close, it's essential to evaluate your farm's financial situation and make strategic decisions to minimize your tax liability. In this article, we'll outline essential strategies and considerations for effective year-end tax planning for farmers, incorporating the 2023 tax bracket and important changes to IRS filing taxes.

1. Assess Your Current Financial Situation

Before diving into tax planning, it's vital to understand your farm's current financial position. Review your income statements, balance sheets, and cash flow statements to get a clear picture of your financial health. This information will be the foundation of your year-end tax planning.

2. Consult with a Tax Professional

Engaging a tax professional who specializes in agricultural taxation is highly recommended. They can provide valuable insights into tax credits, deductions, and other incentives specific to farming. Collaborating with an expert can help ensure you maximize your tax benefits.

3. Review Capital Expenditures

Consider making necessary capital expenditures before the year-end. Section 179 of the tax code allows for immediate expensing of certain capital assets, such as equipment and machinery. This can significantly reduce your taxable income for the current year.

4. Depreciation Planning

Review your farm's assets and assess if any should be depreciated. Depreciation allows you to spread the cost of an asset over several years, reducing your taxable income. Consult your tax advisor to determine the most advantageous depreciation method for your specific circumstances.

5. Inventory Management

Take stock of your inventory, including crops and livestock. Proper inventory management can help you optimize your cost of goods sold (COGS) and potentially reduce your tax liability. You may be able to adjust the value of your inventory based on market prices or other factors.

6. Tax Credits and Deductions

Explore potential tax credits and deductions available to farmers. These can include credits for energy-efficient equipment, conservation easements, and research and development expenses. Be sure to take advantage of any incentives that apply to your farming operations.

7. Consider Timing of Income and Expenses

Timing is crucial in tax planning. Depending on your farm's financial situation, it may be advantageous to defer income into the next tax year or accelerate expenses into the current year. This can help manage your tax liability more effectively.



8. Farm Business Structure

Review your farm's legal structure, whether it's a sole proprietorship, partnership, LLC, or corporation. The structure you choose can impact your tax obligations. Consult with your tax advisor to determine if there are more tax-efficient alternatives.

9. Evaluate Retirement Plans

Explore retirement plans specifically designed for farmers, such as Individual Retirement Accounts (IRAs) or Simplified Employee Pension (SEP) plans. Contributions to these plans can be tax-deductible, providing a double benefit of saving for retirement and reducing your tax liability.

10. Stay Informed

Tax laws and regulations can change, so staying updated on any new tax legislation that may affect farmers is essential. Your tax advisor can help you adapt to these changes and ensure compliance with the law. For instance, the 2023 tax brackets have seven federal income tax rates: 10%, 12%, 22%, 24%, 32%, 35%, and 37%¹²³⁴. The IRS has also made several adjustments for the tax year 2023, including changes to the standard deduction, marginal rates, Alternative Minimum Tax exemption amount, and the maximum Earned Income Tax Credit amount¹. There are also changes to the reporting rules for Form 1099-K and some tax credits have returned to 2019 lev-



Good record keeping is essential to planning and helping to make good financial decisions for every business.

els¹. The standard deduction for married couples filing jointly for tax year 2023 rises to \$27,700 up \$1,800 from the prior year. For single taxpayers and married individuals filing separately, the standard deduction rises

to \$13,850 for 2023, up \$900, and for heads of households, the standard deduction will be \$20,800 for tax year 2023, up \$1,400 from the amount for tax year 2022¹²³⁴.

Tax Brackets for 2023

35% for incomes over \$231,250 (\$462,500 for married couples filing jointly);
 32% for incomes over \$182,100 (\$364,200 for married couples filing jointly);
 24% for incomes over \$95,375 (\$190,750 for married couples filing jointly);
 22% for incomes over \$44,725 (\$89,450 for married couples filing jointly);
 12% for incomes over \$11,000 (\$22,000 for married couples filing jointly).

The lowest rate is 10% for incomes of single individuals with incomes of \$11,000 or less (\$22,000 for married couples filing jointly).

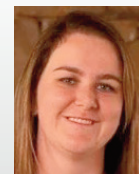
Year-end tax planning is a critical component of managing a successful farming operation. By assessing your financial situation, collaborating with a tax professional, and implementing strategic tax-saving strategies, you can minimize your tax liability and enhance your farm's financial stability. Effective tax planning benefits your bottom line and ensures your agricultural enterprise's long-term success.

In closing, it is important to understand your business's financial management, especially with regard to long term tax implications for decisions. While you'll most likely want to be in the fields or caring for your cows, it's important to have those conversations with the professionals that you are paying to complete your taxes. If you don't understand, ask. These professionals are there to assist you and guide you in those important financial decisions. The Penn State Dairy Business Management team can assist you too in some of those critical business management needs. It's crucial to stay organized and have a team of professionals in your corner to help your business succeed.

Sources: 1. irs.gov 2. forbes.com

3. cbsnews.com 4. cnbc.com

About the Author



A dairy educator based in Cumberland County, Samantha is a native of York County and received her bachelor's degree in Agricultural Sciences from Penn State, in addition to two minors in Environmental Inquiry and Agronomy. She earned her master's degree from Penn State in Homeland Security with a focus on Agricultural Biosecurity and Food Safety Defense. After graduation, Samantha worked for one of the world's largest dairy manufacturers in Richland Center, WI, and returned to Pennsylvania to take a position with Pennsylvania Farm Bureau as the Director of Training in the Member Services Division. She has been with Penn State Extension since 2017.

Upcoming Events

Setting the Stage for Farm Succession Retirement Planning Workshops:

Dec. 7, Mifflin County
 Jan. 25, 2024 – Cumberland County
 Feb. 5, 2024 – Berks County
 Feb. 15, 2024 – Westmoreland County
 Feb. 29, 2024 - Webinar

Beginning Farmer Overnight Retreat

Mar. 8 and 9, 2024
 The Inn at Leola Village, Lancaster County

Webinars

Dec. 7, 1-2 p.m. - Socially Raised Calves: Feeding Acidified Milk
 Dec. 12, 10-11 a.m. – Mooving on Retirement: How to Prepare - Budgeting
 Dec. 12, 12-1 p.m. – Fat Supplements and Their Impact on Melting Properties of Milk Fat

<https://extension.psu.edu/animals-and-livestock/dairy>

Online resources

Department of Animal Science: animalscience.psu.edu
 College of Agricultural Sciences: agsci.psu.edu
 Cooperative Extension: extension.psu.edu

Contact information

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 The Pennsylvania State University
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 814-863-3665

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Holstein Association recognizes the best of the best

BRATTLEBORO, Vt. — Holstein Association recognizes outstanding breeders and exhibitors through the All-National Showcase program. “Animals that place in the top 10 of their class at National Holstein Shows earn points throughout the year, based on the size of the show,” says Tim Ziembra, who serves as national show coordinator for Holstein Association USA. “Congratulations to each of this year’s deserving All-National Showcase honorees.”

• • **All-National Breeder**
Oakfield Corners Dairy, N.Y.

• • **All-National Exhibitor**
Jim Butler, Ill.



Summer calf

All National: **MS Mapleside War Bling-Red**, Edmond Petit and Chet & Renee Baker, Vt.

Reserve All-National: **MS Liberty Lexus**, Tyler Meyer Oechsle and Jim Bertsch, Ohio

Spring calf

All National: **Peace & Pleny Foot Jub192-ET**, Peace & Plenty Farms LLC, Md.

Reserve All-National: **Genesee Altitude Leah**, Jim Butler, Ill.

Winter calf

All National: **Cal-Denier-I DL Alexis-ET**, Velthuis Farms Ltd, Ontario, Canada

Reserve All-National: **Ryan-Vu Crushtim Starstruck**, Dylan & Cameron Ryan, Wis.

Fall calf

All National: **K-Hurst Alleyoop Primes**, K. Doeberniener, D.Reed, L.Bowen, T.Carter, Ohio

Reserve All-National: **In-Style Jewel in the Night**, Jannalee Coleman, J. Isaac Folt and Riley Whisler, N.Y.

Summer yearling

All National: **Reyncrest Tadoo Automatic**, Reyncrest Farms Inc., N.Y.

Reserve All-National: **Ladys Lambda Loveless-ET**, Budjon, P. Vail, Genosource and Heartland Dairy, Wis.

Spring yearling

All National: **MS Windbrook Lyzard-ET**, Ava Grace Hebggen and Avery Best, Wis.

Reserve All-National: **MS Blackjack SK Electric**, Blackjack, T. Dickerhoof and G. and M. Schmidt, Minn.

Winter yearling

All National: **LeHoux Victor Topage**, Jim Butler, Ill.

Reserve All-National: **Campbell-Run-IHC Dnv Reggie**, Randall, Pat and Daniel Kitchen, Pa.

Fall yearling

All National: **Hodglynn Unix Racy**, Carter

Kruse, Iowa

Reserve All-National: **In-Style Moment Last Dance**, Crave Brothers Farm LLC, Wis.

Milking yearling

All National: **Blexys Chief Bloody Mary-ET**, Budjon Farms, Joey and Laurie Airoso, Wis.

Reserve All-National: **Milkworth KD Adeline**, Quality Holsteins and Beckridge Holsteins, Quebec, Canada

Summer junior 2-year-old

All National: **Duckett Doc Bree**, Blackjack Holsteins and T & L Cattle Ltd, Minn.

Reserve All-National: **Jacobs Destiny Balla-ET**, Jim Butler, Ill.

Junior 2-year-old

All National: **Milksource Audi**, Milk Source LLC, Wis.

Reserve All-National: **Budjon-Vail Dlam Thumper-ET**, MH Genetics and Bridgerland Holsteins, Utah

Senior 2-year-old

All National: **Premierpoint MAS Carmona-ET**, Maple-Leigh, Arizona Dairy and Grai-Rose Cattle, Wis.

Reserve All-National: **Cash-Al Artist Miley Cyrus**, Cedar Lane Farms, LLC, N.J.

Junior 3-year-old

All National: **Valrick Sidekick Petunia-ET**, Ross A. Risner, Wis.

Reserve All-National: **McGarr Farms Unix Zany**, Westcoast Holsteins, British Columbia

Senior 3-year-old

All National: **Jeffrey-Way Hard Rock Twigs**, K. Doeberniener, L. Bowen, W. Schilling and P. Conroy, Ohio

Reserve All-National: **Glenirvine Unix Sally**, Milk Source LLC, L. Fisher, C. Letter and R. Sabo, Wis.

4-year-old

All National: **Ryan-Vu Unix Shasti**, Maple-Leigh Futures and Chad and Amy Ryan, Wis.

Reserve All-National: **Oakfield Solomon Sunset-ET**, Jonathan and Alicia Lamb, N.Y.

5-year-old

All National: **Jacobs High Octane Dia**, Jim Butler, Ill.

Reserve All-National: **Cornerest D Black Lucia**, F. Hayden Weaver, Pa.

6-year-old and older

All National: **Underground Adeline**, Eaton Holsteins and Glamourview - Iager & Walton, N.Y. / Md.

Reserve All-National: **Erbacres Snapple Shakira-ET**, Ferme Jacobs Inc., Ty-D Holsteins, Ferme Antelimarck 2001, Kilian Theraulaz, and Attaboy Holsteins, Quebec

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All National: **Alfinch Zelgodis Taci**, Frank D. and Carol Borba and Frank A. and Diane Borba, Calif.

Reserve All-National: **Rach-Len Dundee Lilly**, Eaton Holsteins, S. Morrill, J. Zeh and Glamourview, N.Y. / Md.

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Cows Got Milk ... Providing Goodness Worldwide is a Farmshine original, introduced in 2013. It is available in lime green, medium gray, light yellow and pink. The shirt's message is meant to help convey a positive message about milk to the public.

Both T-shirt designs have the familiar Farmshine logo on the back.
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Modeling the T-shirt is 20-month old Emily Krieg.

Modeling the T-shirt is 4-year old Geneva Styer, daughter of Heidi and Andy Styer and granddaughter of Farmshine Editor, Dieter Krieg.

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Pictured, from left to right are Maryland State Fair Assistant General Manager David Gordon, Director of Sales Jeremy D'Angelo, Board Member Mary Amoss and Chairman of the Board Donna Myers.

Maryland State Fair wins awards

TIMONIUM, Md. — The 2023 Maryland State Fair announces that it has won two division championships for Barnyard Bedtime Tales and the Department of Veterans Affairs (VA) Creative Arts Showcase, as well as two 1st place, six 2nd place, and six 3rd place awards at the International Association of Fairs & Expositions (IAFE) Fairs Rise Convention in Salt Lake City, Utah. The Fair competed in Division 4 for fairs with attendance of 500,001 to 1 million.

The IAFE annually awards excellence in fair programming through four educational contests: Agriculture, Competitive Exhibits, Communications, and Sponsorships. These contests allow fair members to submit award-winning ideas and programs to be judged by IAFE member representatives and professionals from respective fields.

The Maryland State Fair (MDSF) received numerous awards, including first place and division champion in the Agriculture Program/Exhibit Category, namely Barnyard

Bedtime Tales.

The Fair partnered with the Maryland State and Baltimore County Library Systems to host Barnyard Bedtime Tales to help youth develop their reading skills while learning about agriculture. During the three Saturday evenings of the Fair, youths came to the Cow Palace to read bedtime stories to the baby animals on display in the U-Learn Barn animal education area. The youths were seated, with family members, next to the animals' pens where they read agricultural-themed books provided by the local library. When the families left, they were given an "I Read to the Animals at the MDSF" sticker provided by the library system and a free agriculture book donated by a Maryland State Fair Board member. Barnyard Bedtime Tales allowed 325 young readers to practice their reading skills without judgment or critique, helping them become stronger in their language arts skills. One of the Fair's primary goals is to expand agriculture education opportunities for youths.

Technology/fertility to be discussed

FORT ATKINSON, Wis. — The next Hoard's Dairyman webinar will take place on Monday, December 11 at noon (Central time) and take a look at technology's role in fertility. The discussion will be led by Ronaldo Cerri from the University of British Columbia.

To register for the webinar, visit www.hoards.com/webinars. Attendees are encouraged to submit questions before, during, and after the webinar. They will be answered at the conclusion



Ronaldo Cerri

of the presentation.

There is no cost to register or to view the webinars. To sign up, go to the registration page and complete the brief questionnaire on your role in the industry. Once registered, an email reminder is sent with future webinar dates and times, and there is no need to register again.

If you are unable to attend a live webinar, they are recorded and can be accessed later on the Hoard's Dairyman website under the webcasts' link.

Select Sires announces GeneNet move

PLAIN CITY, Ohio — Select Sires Inc. announces the transition of GeneNet® operations to Low Carbon Technologies. GeneNet was purchased by Select Sires in 2021 and has since worked with packing partners to enhance the grid structure and premiums that benefit cattle ranchers and dairy farmers. In 2022, Select Sires formed Low Carbon Technologies (LCT) whose mission is to help agricultural producers contribute to improved sustainability through reduced greenhouse gas (GHG) emissions while earning a premium for low carbon production practices.

Through its USDA-approved process verified program (PVP), LCT certifies beef and dairy produced with reduced GHG emissions, offering the marketplace distinction desired by today's discerning consumers. Shifting GeneNet operations to LCT reflects both Select Sires' commitment to sustainability and the growing importance of the beef x dairy sector plays in sustainable beef production.

The combination of sexed semen and genomic testing has resulted in more heifers that possess higher genetic merit and will serve as future dairy herd replacements. This management strategy has also created opportunity for dairy herds to play an increasingly vital role in beef production through beef x dairy calves. The growth of the beef x dairy segment continues its record pace with 2022 representing the fifth straight year of record sales of domestic beef semen at nine million units according to the National Association of Animal Breeders (NAAB).

"There is incredible potential for GeneNet to evolve and expand premium pricing opportunities for both traditional beef producers and the growing beef x dairy segment," said Ron Schuller, chief operating officer, Low Carbon Technologies, LLC. "We anticipate leveraging GeneNet to develop grid marketing and premium pricing opportunities for certified low carbon beef."

Given the synergies between GeneNet and LCT supply chains, along with the emerging role of the beef x dairy sector within LCT's growth strategy, Mark Johnson, director of LCT supply chains, was identified as the obvious choice to lead this initiative on behalf of LCT. "I'm extremely excited to add GeneNet to our customer offering and to lead this initiative that will deliver incremental value to our producer segments through program premiums and allow us to accelerate LCT's growth and success. We look forward to adding more customized producer options in the future".

ProfitSOURCE® is Select Sires' complete beef x dairy program that includes specialty sire lineups, traceability, supply chain partners and data collection — all vital components of LCT's certification process. For more than 20 years, GeneNet has captured valuable data throughout the beef production chain and has most recently played an integral role in collecting carcass data from ProfitSOURCE cattle. This information guides management and genetic decisions and garners better marketing opportunities and market access for cattle producers.

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- ★ We are expecting a great selection of good, young, fresh, dairy cows with top udders! Many on DHIA. A.I. sired and several Registered. Out of local, overstocked, freestall and tiestall set ups.
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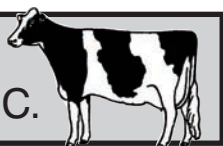
NOTE: Is your barn full? There is high demand for Top Quality, fresh cows and heifers of all sizes! Call early to consign for free advertising! All cattle vet checked and vaccinated. Trucking available. Can't make the sale? You can still participate at Cowbuyer.com! Call Katie Schultz for assistance, 717-543-7883.

<p>Manager/Auctioneers Jason Brubacker Lic. AU5608 717-729-0173</p> <p>Darryl Jones Lic. AU5194 717-226-0776</p>		<p>Sale Barn Ivan Brubacker 717-414-6657</p> <p>Pedigrees Art Kling</p>
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A big Thank you to all buyers and consignors of the past year! We hope you have a blessed Christmas and a happy and prosperous new year!

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Consignors: Please send all info with truckers for the catalog. For more information, contact dairy reps: Aaron Martin, 717-445-4825 (home); Bill Hough, 973-224-0204 (cell).

Thank you - N.H.S.S.

SPECIAL CHRISTMAS HORSE SALE

Friday, December 15th, starting at 4 p.m.

- Free pony to be given away (winner must be 16 years old or less).
- Free standard bred horse to be raffled off. Proceeds benefit Dr. Morton clinic.
- Free Hazel Christmas hams on some horses.
- Free candy for everyone!

Merry Christmas - N.H.S.S.

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6 Dairy Bulls

REG. HOLSTEIN BULL, Burket-Falls Fitz, 4/11/21, very nice heifer calves. Also, 1 year old angus bull, very nice, calm. Contact me at 570-960-2344 for more information. (1/12)

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- Wanted: 160/month! Reg. or sire ID'd open heifers, ready to breed. Must be negative Leucosis, BVD & Neospora. Call today!

Upcoming sales:

- December 8 – The Cream of Cedar-Crest Sale, 2nd Edition, at Fisher's Quality Dairy Sales, Ronks, Pa.
- February 10, 2024 – PA Holstein Convention Sale, Scranton, Pa. Selections are underway.

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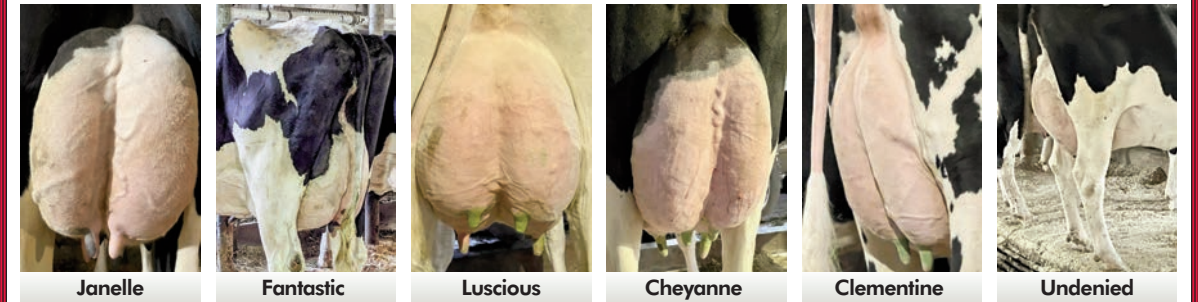
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 3304 OLD PHILADELPHIA PIKE, RONKS, PA.
FRIDAY, DECEMBER 8 • 10:00 A.M.

including Cream of Cedar-Crest Holsteins and Friends - 2nd Edition

Cedar-Crest sends another group of 50 top, Reg. Holsteins in all stages of lactation, including a poppin' group of springing heifers. David's barn is overflowing again. 48 of 50 carry the Cedar-Crest prefix. Cedar-Crest sold 50 head last November and made many happy customers. So come and enjoy another top group of cattle! **Here is a sample of cattle selling:**



Group #1 - Cedar-Crest Holsteins have now bred 61 EX cows (19 over 92) and 176 VG cows! They score on Dec. 1st.

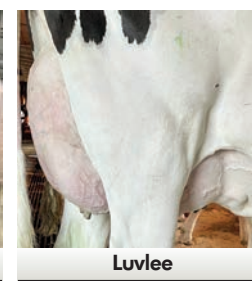
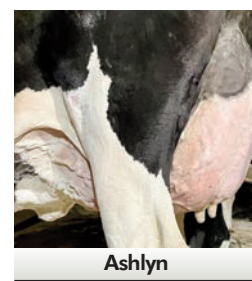
• Lot 1 - Janelle (pictured) VG-85 VG-MS @ 2-5 Delta Lambda milking 82 lbs. from the Airliner Joy family which features three EX dams w/ records up to 40,000.

• Lot 13 - Fantastic (pictured) GP-84 by Cheers is just that. Her EX-91 dam sold last year and made another record over 35,000.

• Lot 16 - Luscious (Chief) (pictured) and Lot 17 - Luvlee (Excaliber) (pictured) sell from the prolific "L" family that includes 3E-94 Shottle Lullaby w/ 201,370m life. 7 more sell from this family including stellar bred heifers due near Christmas: Red Moovin and Tropic.

• Impressive Duo: Lot 5 - Cheyanne (pictured) Jr 2 and Lot 6 - Clementine (pictured) Sr. 2 Doorman full sisters x 86 Bradnick x EX-94 Atwood Cris X 94 Dundee Celeste.

• Lot 7 - Ashlyn (pictured) VG-86 for now Sid milking 100+ x 93 x 91 x 2E-95 Aphrodite x 2E-96 Ashlyn.



Group #3 - My-Type Holsteins.
 • Lot 84 - 2E-94 Corvette (pictured) A2A2 & 6th gen. of EX-94 or higher from the Finesse family. She sells with two sisters by Crush and Armani and dau's by Dundee 2nd calf and two Sidekick fall calves for '24.
 • Oakfield Doorman Karmen EX-92 (pictured) full sister to

Lot 92 - EX-90 Doorman A2A2 more points ahead x Vale-O-Skene Gold Karmilla EX-94 x 2E-92 Dundee.

• Lot 90 - Milking Yrlg. prospect: RED Latenite A2A2 due 6-12-24 x Absolute Fantasy 4E-94 w/ 213,220m 4.5 life back to Finesse.

• A pair of Ashlyn family members: Lot 94 - 2E-92 Solomon milking 92# & due back 5-27 to Hotline x 3E-96 Ashlyns Angel and Lot 95 - RC Unstopabull due just before the sale x 3E-95 Goldwyn x 2E-95 Aphrodite.

• 3 dau's (lots 96-98) from 3E-93 Wind Chime: VG-86 Doorman, 12-21 Goldwyn bred heifer, 6-23 Thunderstorm.

Group #4 - Special Guest Consignments of Big-Time Pedigreed Calves and Heifers.

• Lot 51 - Showtime 6-23 RED Warrior (pictured) and her RED Altitude dam that should be EX soon from VG-86 Hypnotic x DB Raspberry-RED EX-91 twice All-Am & Res. JC @ WDE.

• Ladyrose Caught Your Eye EX-94 (pictured) Lot 72 - Spring Yrlg. Prospect for '24 by Altitude-RED x 3E-94 Goldwyn w/ 39,900 4.5f x WDE Gr'Champ Lavender Ruby Redrose-RED 4E-96. Lots of winners from this Blackrose family at Expo in '23 including Caught Your Eye!

• Lot 73 - Thunderstorm Summer Yearling for '24 from the Roxys through the Golden-Oaks Atwd Charla EX-93 and Cleavage branch. Her dam is 2E-94 O'Kaliber.

• Lot 71 - Tatoo Sr 2 prospect due 2-12 to sexed Doc x VG-87 Windbrook x back to Gold Missy! The Tatoo and her dam were HM All-PA Dam & Dau. in '22.

Group #2 - Skiles-View Holsteins.

• Two from Baracuda's family: Lot 52 - EX Undenied (pictured) sister and Lot 53 - Summer Jr. 2 Chief from an EX Diamondback sister.

• Lot 54 - VG-85 VG-MS @ 2-5 Unix (pictured) x Justa -Beauty Jacot Triumph EX-94 w/29,550 4.1f.

• Lot 57 - VG-87 RED Hypnotic milking 100# x 92 Ammo x 86 Ladd Glory x 19 EX dams.

• Lots 65 & 66 - Proven Breeder Crush son and 9-month-old Chief son x VG-86 Doc w/ 27,000 4.5f x Luck-E McGucci Afro-Red 2E-94 w/ 36630m 5.6f.

• Lot 61 - VG-88 EX-MS Durable Plum (pictured) milking 150# and her Dempsey bred heifer due 1-30 to sexed Luster P.

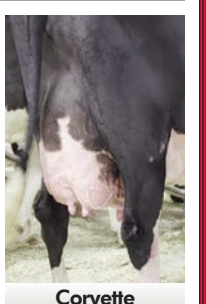
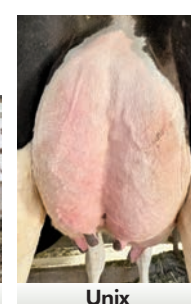
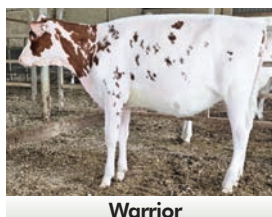
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• Reg. 2 yr. A2A2 Jersey, fresh 11-12-23. Dam 83 pt. Wistler. 2nd dam VG-88 Fireman.

• Red & White Jordy-Red son, born 10-20-22. Dam 2-02 388 27,151 3.4 900 3.2 877. 2nd dam 4-01 300 25,440 3.8 956 3.3 846. 3rd dam VG-88 2-05 365 28,470 4.2 1198 3.4 573. 4th dam EX-94 2E.

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Eleven (11) LOW Hour John Deere Tractors to include: 6190R; 8410; 9320; 7410; 4455; 7020; 7700; 7400; 6603; 3020; and 3010;

458 4x5 round baler; Gehl 170 grinder/mixer; Case 85XT skid steer; Stoltzfus and BBI spreaders; NH 1431 discbine (13 ft.); JD HX 15 batwing mower;

Big Tillage: Brillion WL360 cultimulcher; Unverferth 1245 32 ft. rolling cultivator; Krause 3100 disc-o-vator; Krause 30 ft. disk harrow; JD 714 11 shank chisel; JD 512 17 1/2 ft. disk ripper; JD 2410 17 shank folding chisel; JD 2210 30 ft. field cultivator; Degelman 2036 20 ft. end pull land roller; Wilrich 8F (8-b in furrow) plow;

Trucks/Trailers: 1998 Mack 690S 10-wheeler with 18 ft. alum. dump; 1983 Mack 10-wheeler "Super Liner" with 18 ft. alum. body; 1974 Mack 285 DM 10-wheeler with 16 ft. steel body; Fruehauf 28 ft. alum. dump; 1988 Walker 6500 S.S. tanker;

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TEAM MEMBERS wanted - offering positions in service/installation. Experience in dairy equipment service is great but we can train as well. Great opportunity for motivated team player. Vehicle provided, based in Western Pa. Serious inquires only to Dennis 724-834-3162 or gds1581@comcast.net. (12/8)

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OUT OF RESPECT FOR animal welfare, "Pets or Dogs Wanted" will not be accepted as classified ads. We will continue to accept household pet "For Sale" ads. Please take care when purchasing, selling or giving away a pet, keeping the animal's well-being in mind.

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9-2:30PM

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TOPICS & SPEAKERS:

Strategies for Dealing with SCC & Mastitis
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Extension Veterinarian, Penn State University

The Role of Phosphorus in Transition Cows
by Meghan Connelly, PhD
Dairy Research & Technical Services, Protekta, Inc.

"The Power of Assertiveness"
by Jay McCumber
President & Lead Consultant of the Emporia Group

Unpacking your Forage Sample Results
by Logan Horst
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Case Study of On-Farm Innovations
by Dave Harnish
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Open House



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Quarryville - December 12-13, 2023

(717) 529-2782 | 1106 Asheville Road, Quarryville, PA 17566

Mercersburg - December 14-15, 2023

(717) 660-0060 | 11120 Shimpstown Road, Mercersburg, PA 17236

- Hours: 9 a.m. to 3 p.m.
- Coffee and donuts at 9 a.m.
- Lunch will be provided from 11 a.m.-1 p.m.
- Door prizes!
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L-R: DOC, Thomas photo; Peace&Plenty Doc Jubie16-ET (EX-94-EX-MS), fourth place four-year-old, International Holstein Show, 2023, Showbox Sires and Milk Source LLC, Rudolph, WI, Hetke photo; Luck-E Doc Azacaboom-ET (EX-92-EX-MS), Matt L. Engel, Hampshire, IL, Herges photo; C V F King Doc Sunset (VG-89-EX-MS), fourth place senior three-year-old, International Holstein Show, 2023, Dalton J. Faris, East Gwillimbury, ON, Fletcher photo. S-S-I Doc Have Not 8784-ET (EX-96-EX-MS), Mike and Julie Duckett, Tim and Sharyn Abbott, AOT Genetics, Kings-Ransom, Rudolph, WI, Herges photo.



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DOC daughters at the International Holstein Show, 2023, L-R: Mile View Shelley of Helcrest (EX-92), first place senior two-year-old and honorable mention intermediate champion, Mike and Julie Duckett, Rudolph, WI; Poplarvale Doc Limeade (VG-87-VG-MS), first place junior two-year-old, Elmvue Farm and Ferme Jacobs Inc., Cap-Sante, QC; Wargo-Acres Doc 3707 Iris (VG-87), third place summer junior two-year-old, Elmvue Farm, Johnstown, NY. Cowsmo photos.

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