

November 15, 2017

Blend Price: The average price paid to New Brunswick producers who shipped milk in **October 2017: \$77.02/hl or \$18.60/kg of BF** for milk containing: BF **4.1412** kg/hl, Protein **3.3323** kg/hl and LOS **5.6809** kg/hl.

Quota Exchange Deadline:

Friday, December 1, 2017
4:00 pm

****Please email bids to
quota@nbmilk.org**

Credit Exchange Deadline:

Tuesday, November 21, 2017
4:00 pm

Please submit credit bids/offers on the DFNB Portal at www.nbmilk.org

Quota Increase 1% Nov 1, 2017

Incentive Days 2017

November 2017—2 days

December 2017—1 day

January 2018-March 2018—1 day

DFNB AGM: Dec 5-7, 2017

Email: Please provide an email at nbmilk@nbmilk.org to keep up-to-date on important dairy industry news.

DFNB BOARD OF DIRECTORS

Paul Gaunce Chairman	832-4756
Richard vanOord Vice-Chairman	461-8281
Denis Cyr North-West	445-3103
Fons De Jong Woodstock	375-4049
Nick Duivenvoorden Director-At-Large	237-2087
Reint-Jan Dykstra Moncton	372-4685
Peter Kaye Director-At-Large	546-3914
Gerald Daley North East	546-5969
Robert Woods Sussex	832-5888

44th Annual Meeting of Dairy Farmers of NB

Delta Fredericton — Fredericton, NB

The DFNB Board of Directors invite all producers to attend the 44th Annual Meeting being held at the Delta Fredericton Hotel, Fredericton, New Brunswick, Tuesday, December 5, 2017 to Thursday, December 7, 2017. **(Reservation information on Page 4)**

Tuesday, December 5, 2017

(Closed Session - Dairy Producers Only)

- 10:00 a.m. Registration
- 1:00 p.m. Call to Order
proAction
Discussion Forum for NB Producers
- 3:00 p.m. *Nutrition Break*
- 3:15 p.m. Discussion Forum for NB Producers
- 5:00 p.m. Adjournment

Wednesday, December 6, 2017

- 8:30 a.m. Review of 2016 DFNB Annual Meeting
2017 DFNB Annual Report Summary
DFNB Financial Report
NB Farm Products Commission
NB Milk Dealers
Canadian Dairy Commission
- 10:00 a.m. *NUTRITION BREAK*
- 10:15 a.m. Young Producer Leadership Program
Dairy Farmers of Canada (Policy)
Dairy Farmers of Canada (Promotion)
DFNB Chairman's Address
Agropur Dairy Cooperative
BMO Bank of Montreal
TD Bank
- 12:25 p.m. Luncheon
- 1:30 p.m. Milk2020 AGM
- 3:00 p.m. *Nutrition Break*
- 3:15 p.m. Milk2020 AGM
- 4:30 p.m. *Adjournment*

SOCIAL EVENTS

- 6:00 p.m. Cash Bar
- 7:00 p.m. Banquet
Minister of Agriculture, Mines & Rural
Affairs—*Hon. Andrew Harvey*
Quality Awards
Producer of the Year—*Frank A. Waterston*
NB Dairy Hall of Fame—*Jack Christie*
Dance

Thursday, December 7, 2017

- 8:30 a.m. Motion to Accept Financial Statements
Appointment of Auditor
Selection of Producer Representative of
New Entrant Committee
Local Milk Committee Resolutions
- 10:00 a.m. *NUTRITION BREAK*
Local Milk Committee Resolutions
- 12:30 p.m. *Adjournment*

DFNB Director Elections

Nick Duivenvoorden, Paul Gaunce, Frank Jopp and Peter Kaye have agreed to let their names stand for nomination for the 3 Director-At-Large positions. The deadline for sending ballots indicating the persons of their choice to the Farm Products Commission, was **November 10, 2017**. Results will be available soon.

CDC Surplus

DFNB distributed its share of the surplus from national milk marketing activities in the amount of \$152,373 to New Brunswick producers who received an October 2017 milk statement, based on their in-quota production from August 1, 2016 to July 31, 2017.

New Entrant Applications

Interested individuals must submit their 5 year business plan and their non-refundable \$100 application fee to Dairy Farmers of New Brunswick after January 1 but no later than January 20, 2018. The Business Plan must include the following:

Pro-forma income statements, cash flow statements and balance sheets for two years; sufficient detail on the ownership structure and governance of the business; a description of the proposed dairy enterprise; the education achieved by the applicant(s); and the applicant's agricultural experience.

Applicants are also required to provide a signed letter from all their lenders indicating they have seen and reviewed the business plan and agree to provide financing that is stipulated in the plan.

MILK 2020 AGM

Notice to all dairy producers in NB: MILK 2020 will be holding its annual meeting December 6th, 2017 from 1:30 pm – 4:30 pm at the Delta Hotel in Fredericton. There will be an election for two director positions on the MILK 2020 board.

Dairy Farmers of New Brunswick

Quota Exchange for November, 2017

	Price in Dollars	# of Sellers	Kgs Offered By Sellers	Total Cum. kgs	Difference Between Sellers/Buyers	Total Cum. kgs	Kgs Wanted By Buyers	# of Buyers
QESP	\$17,000.00		4.5	4.5	-4.5	.0	.0	
	\$18,500.00		2.0	6.5	-6.5	.0	.0	
	\$19,000.00		1.5	8.0	-8.0	.0	.0	
	\$19,650.00		2.0	10.0	-10.0	.0	.0	
	\$19,900.00		3.0	13.0	-13.0	.0	.0	
	\$19,999.00		5.0	18.0	-18.0	.0	.0	
	\$20,000.00		15.8	33.8	-33.8	.0	.0	
	\$21,000.00		3.0	36.8	-36.8	.0	.0	
	\$22,000.00		2.0	38.8	-38.8	.0	.0	
	\$22,600.00		1.0	39.8	-39.8	.0	.0	
	\$24,000.00		43.0	82.8	-82.8	.0	.0	
TOTALS		18	82.8				.0	0

No Exchange
No Bids to Buy Received

There was a total of 82.8 kgs offered for sale and total bids to purchase of .0 kgs.

Il y avait un total de 82.8 kgs proposés à la vente et le total des offres pour l'achat de .0kg.

Next Exchange closes at 4:00 p.m., Friday December 1, 2017

Results are available Wednesday December 6, 2017

Tel. : (506) 432-4330 Fax: (506) 432-4333 Quota: (506) 432-4330

Month	Nov	Oct	Sept	Aug	Jul	Jun	6 month avg.
Clearing Price	\$0	\$20,000	\$20,000	\$20,000	\$21,000	\$24,000	\$21,000
Kgs on Exchange	.0	21.5	49.5	21.0	22.1	60.4	34.9
Kgs by Transfer	.0	.0	.0	.0	.0	.0	.0

NB Domestic Milk Pool

Domestic Market	Butterfat Quota	Butterfat Shipped	Fill Rate	Butterfat	Protein	Lactose	HL	Under SNF Incentive
October 2017	562,201	536,917	95.50%	\$10.5676	\$7.3387	\$1.5376	\$77.02	\$11,584.15
Dairy Year	1,668,466	1,567,903	93.97%	\$10.5110	\$7.3675	\$1.5153	\$75.54	\$50,810.29
Marginal Market								
October 2017		295		\$.0000	\$.0000	\$.0000	\$0.00	
Dairy Year		583		\$.0000	\$.0000	\$.0000	\$0.00	
Deductions & SNF Ratios	Transport Per HL	Promotion Per Kg of Total Solids	Admin	Lab Fee	Total Ded Per HL		SNF Ratios	Target Ratio
October 2017	\$2.60	\$.1139	\$.0605	\$.0011	\$4.91	Current Month	2.1765	2.2937
Dairy Year	\$2.55	\$.1139	\$.0605	\$.0011	\$4.84	Past 12 Mo's	2.1830	
Components & Quality	Somatic Cell Count	Standard Plate Count	Lab Past. Count	Butter Fat	Protein	Lactose & O.S.	Total solids	Rejected Loads
October 2017	186,062	8,720	13,174	4,1412	3,3323	5,6809	13,1544	0

October 2017 Credit Exchange \$0.40/kg

7603 kgs of the 8051 kgs wanted at or above the Credit Exchange Selling Price were purchased.

New Credit Exchange rules were effective August 1, 2017. Producers above -10 days of credits are eligible to buy credits. Producers below -10 days of credits are eligible to sell credits.

Please review your statement to determine kgs eligible to sell / buy on the November 2017 Exchange.

**DFNB encourages all producers to submit credit bids/offers on the Portal at www.nbmilk.org - click on LOGIN link. **

Forms are available on the DFNB website: <https://www.nbmilk.org/en/producer-info/forms-to-download>

Email to submit forms for bids/offers on the Quota Exchange: quota@nbmilk.org

Quota Exchange Procedures

Bids/Offers must be submitted on forms provided prior to **4:00 p.m. on 1st working day of month.**

All bids must be accompanied by confirmation of funds from your lending institution if bid is greater than prior month's "Due Producer". Producers will not be allowed to combine their "Due Producer" amount with their confirmation of funds from a financial institution to bid for quota equal to the combined amounts. Bids or offers above \$24,000 will not be accepted. Producers selling all of their quota on an exchange will be subject to a security deposit of \$1000/kg that will be returned 30 days after effective date of the transfer.

Credit Exchange Procedures

Bids/Offers must be submitted on forms provided prior to **4:00 p.m. on the 4th working day after the 15th of the month.** Results are available on the morning of 25th. Producers exiting industry may purchase/sell credits one month following effective date of sale. *If you do not receive your statement in time to review your credit position, please call the office and we will fax /email your statement to you.*

Milk Penalty Funding

Re-active funding: Producers subject to milk quality penalty may access \$100 from Milk Penalty Fund to offset, **once per year**, cost of visit from a milk quality technician.

Pro-active funding: Producers advised of second or subsequent milk quality infraction, prior to a penalty assessed, is allowed to offset, **once per year**, cost of a visit from milk quality technician to a **maximum of \$500.** Producers may apply for funding by forwarding paid invoices to DFNB office.

Minimum Quota Holdings Policy

The Board will cease picking milk up when the farm's total daily quota falls below ten (10) kilograms.

Group Insurance Rates 12/01/16

The Co-operators, Group insurance:
Monthly Single Coverage: \$116.00
Monthly Family : \$321.00
Questions regarding claims, rates or enrolment? Please call:

Emily Murphy of Alodium Financial :
1-800-994-5155 or 506-850-1643
Email: emilymurphy@rogers.com

Weekend/After Hour Quality Milk

Problems: Should a producer require alternate transportation due to **quality related concerns.** Agropur will now be the first contact (**432-0476**). *If no answer, please leave a message.* Agropur personnel will advise of DFNB's policy with respect to extra transportation costs.

Weekend/After-Hour Service:

Please call **432-4330.** The Answering Service will contact DFNB staff.

10 Tips To Prepare For Your proAction® Validation

1. Locate your **Livestock Premises Identification Number.**
 - You should have received a laminated certificate to hang in a visible location in your barn. If you do not have one, contact Ashley.
2. Record all **cattle births, cattle move-ins, and cattle deaths (for on site disposal).**
 - Record templates are available in the manual.
3. Complete all **Animal Care Standard Operating Procedures** including the **Corrective Action Plan for Downed Cattle.**
4. Ensure your Animal Based Measures Assessment has been completed by Holstein Canada and that both your **summary report AND peer report** are available for the validator.
 - If you are not able to find your reports, contact Ashley.
 - Holstein Canada should have completed the assessment on your farm at a minimum of 3 months before your validation month. If your validation date is approaching and you haven't heard from them, contact Ashley immediately.
5. Ensure your **treatment records** include all products administered with milk and/or meat withdrawals.
 - For **all** cattle including calves and heifers.
 - Must include vaccinations and fertility treatments.
6. Complete your **Annual Water Test.**
7. Have your service provider complete your **Annual Wash System Analysis (Record 14b).**
8. Have your herd veterinarian sign the annual **Cattle Health Declaration** and update any required vet directions for products used off label use.
9. Review and update your existing **Food Safety Standard Operating Procedures** to ensure they are still current.
10. Review the producer self-evaluation questionnaires found in the manual for Animal Care, Livestock Traceability and Food Safety to ensure you are compliant with all the requirements.

If you have any questions regarding proAction® contact Ashley Baskin (506) 432-4330 ext 105 or ashley@nbmilk.org.

Young Dairy Leadership Program

Young dairy farmers aged 35 or less are asked to submit their names if they are interested in participating in DFNB's young dairy leadership mentorship program.

Those interested are asked to submit their names and a short biography to Dairy Farmers of New Brunswick's office via email (stevem@nbmilk.org) or fax 432-4333 on or before December 31st 2017.

DFNB will select 2 individuals on January 5th and notify them on that day.

The individuals selected will be required to attend DFNB's Board meeting at its Sussex, NB office on January 30-31, 2018 and Dairy Farmers of Canada's Annual Policy Conference in Ottawa February 5-7, 2018, as well as other meetings during the course of 2018.

The selected individuals will have their travel, room and meal expenses covered to attend the meetings.

Producer Group Insurance Rates

Due to the ever rising cost of prescription drugs and other medical services and equipment, we have found it necessary to increase the costs of your medical plan as follows:

Family Coverage—\$329.75/month Single Coverage —\$119.33/ month

Producer Coverage has also been extended from age 65 to age 70. These rates will be effective December 1st, 2017. We would certainly prefer not to have to do this, but the cost of medical and dental services leave us no choice.

For any questions or to discuss these rates or any other issues, please call **Emily Murphy** at (506) 850-1643 or 1-800-994-5155 or Serge LeBlanc at (506) 227-9628 and we would be very pleased to discuss this with you. Looking forward to your AGM. *Emily Murphy*

Dairy Farmers of Canada

Are you passionate about the dairy industry? Do you participate in various local events or offer farm tours? Do you enjoy teaching people about how milk gets from the farm to the table? If so, Dairy Farmers of Canada can help by providing you with various promotional items, resources as well as material (i.e. outdoor tent, table top game, table cover, etc.). Note that all requests will be processed on a first-come, first-served basis and should be put-in **at least 6 weeks** prior to your event. To learn more about what we can offer, just contact Dairy Farmers of Canada's Regional Project Manager, Michelle Arseneau Leger, at 1-800-465-2697 (ext. 3) or michelle.arseneaulleger@dfc-plc.ca.

Advertising Rates: Active producers may submit dairy related word ads at no charge. *Producer ads will be advertised for two months only, unless otherwise notified. For other parties interested in advertising, the monthly rates will be \$400 (full page), \$225 (½ page), \$120 (¼ page) and \$65 (1/8 page). All ads must be received by 8th of month.*

Office Space For Lease: 29 Milk Board Road, Roachville, 1100 sq feet divided in 4 Offices, Boardroom, and Storage Room. Please call: 432-4330 or email: nbmilk@nbmilk.org

For Sale: Soy oil. Call or text Alex at 434-9294

SERVICES

Maritime Quality Milk: www.milkquality.ca

Quality Milk Management: Don Anderson 432-5598 or udder1@nb.aibn.com

Antibiotic Testing: Agropur Cooperative. 432-1950, Ext 245. Sample bottle must include Name, Producer#, Email, Phone #, Cow#, Drug Used.

Dairy Specialist: Brian MacDonald Cell: 433-0509
Email: brian.macdonald@gnb.ca

Livestock Feed Specialist: David Dykstra phone: 434-5755
david.dykstra@gnb.ca; @NbForage

AgExpert Analyst Certified Advisers:
David Christie 466-4305; Kim Waalderbos 260-3004

Hoof Trimming: E. Duivenvoorden 433-1864;
Peter Jones 866-0531

Relief Milking and Farm Sitting—Daily & Hourly rates
Jens vanderHeide 851-1793; jvan_der_heide@hotmail.com

Custom Manure Spreading:
1-800-833-9899 or 433-0867; 756-3645 or 756-2957

NB Environmental Farm Plan
John Russell 452-8101 or 381-2887 john@fermeNBfarm.ca

Sussex Co-op Livestock Auction:
Sales every other Wednesday at 11:30 am Call: 432-1841

Bob Calve Prices : <http://bovin.qc.ca/en/price-info/cull-cattle-and-bob-calves/daily/>

Wood Ash for Growers: Call Gerben at 506-235-0652

NB Beef Cattle Research Council: Free webinars:
<http://www.beefresearch.ca/resources/webinars.cfm>

Dairy Farmers of Nova Scotia newsletter:
<https://www.dfns.ca/resources-links/newsletters/>

Milk Producer magazine
<http://www.milk.org/Corporate/Content.aspx?id=1941>

Canadian Dairy Commission Market Bulletins:
<http://www.cdc-ccl.gc.ca/CDC/index-eng.php?id=3830>

Atlantic Dairy Industry Central Event Calendar
<http://www.valacta.com/EN/Atlantic/Pages/Atlantic-infos.aspx>

If you have events to add, email : Jeff Gunn at jgunn@valacta.com ;
Fred Vanderkloet fsvanderkloet@gov.pe.ca or
Brian MacDonald brian.macdonald@gnb.ca

AgWeather Atlantic: <http://atl.agrometeo.org/index.php/weather/local>

NB Research & Productivity Council (RPC) 506-452-1212
RPC Building, 921 College Hill Rd, Fredericton NB E3B 6Z9
Composition testing inquiries, contact: Jill.Hay@rpc.ca
Microbiology testing inquiries, contact Corrie.Maston@rpc.ca

Transportation: If you have concerns about your pickups, contact:
Eagle Transportation – 432-9128 Ext 287 - (Cell) 432-0476
R.F. Mason Ltd. – 433-2049 - (Cell) 434-4486
Veronica McEwen – (Office) 432-4330 Ext. 102 - (Cell) 432-0092

Bulk Milk Tanks:

All bulk milk tanks needing calibrated will be coordinated by DFNB staff using the calibration services of both Dairy Farmers of Ontario (DFO) and International Dairy Calibrations Atlantic Ltd. (Eric Hope-Rapp). If you are planning to install a new tank or have installed one recently, please call **432-4330** so your farm can be added to the schedule.

Before replacing your bulk milk tank remember:

New tanks of 1000 US gallons (3780 liters) must have a minimum outlet of 3 inches with a butterfly valve; New tanks less than 1000 must have a minimum tank outlet of 2 inches with a butterfly valve; **Used tanks of any size must have a minimum tank outlet of 2 inches with a butterfly valve.**

Additional Pickups:

Currently producers can request (if bulk milk transporters have the equipment/capacity) up to 45 pickups over 24 months at an extra charge of \$2.00 per hl over monthly transportation rate. Producers may now request between 46 and 90 everyday pickups over 24 months at an extra charge of \$4.00 per hl over monthly transportation rate. The \$2.00 and \$4.00 per hl will be the minimum charge. In the event that additional equipment has to be dispatched, then the charge will be equivalent to the actual transportation costs.

Upcoming Events

DFNB BOARD MEETING: December 4, 5, 7, 2017

DFNB AGM: December 5-7, 2017 at Delta Fredericton
Reservations: Telephone: 1-866-892-4400 or 457-7000

Dairy Technology Day: November 16, 2017
Sussex Royal Canadian Legion, Magnolia Avenue, Sussex, NB
To register, contact: Brian MacDonald 433-0509
brian.macdonald@gnb.ca

Valacta Optimize with what I've got Workshops – Fall 2017

Open to **all** producers.

Think you have reached your production limits? Doing MORE seems like a big challenge to you?

To register, ask your Valacta technician/advisor or call 1-800-266-4248
Thursday, November 30th – All Seasons Inn, Sussex, NB
Friday, December 1st – Amsterdam Inn, Moncton, NB
Wednesday, December 13th – Lion's Club, Nackawic, NB

Improving the Health of Early-Lactation Dairy Cows

On average, each of Canada's dairy cows produces 8,500 litres of milk per year. Farmers must monitor them closely in their first year of lactation, as they are more fragile during this time and can develop a range of health problems.

Pierre Lacasse, an Agriculture and Agri-Food Canada (AAFC) researcher at the Sherbrooke Research and Development Centre, has discovered a new approach that will substantially improve the health of early-lactation dairy cows.

Metabolic stress in early lactation

The week following the birth of a calf is very demanding for the dairy cow. Her metabolism has to adapt very quickly to provide the nutrients needed to produce large quantities of milk. However, her digestive system requires an adjustment period, and the quantity of food she can take in is insufficient to meet all her needs. During this time, cows rely heavily on their reserves, which disrupts their metabolism and immune function. They are left at greater risk of developing a range of infections and metabolic diseases.

Redesigned milking technique

Mr. Lacasse went against the findings of a number of studies by suggesting that the cow's nutritional needs be temporarily reduced in the days following calving.

In nature, the female's milk production adapts to the calf's demand. Newborn calves drink little, which means that the cow's milk production is low at first and only increases gradually. In accordance with this principle, Mr. Lacasse discovered that incomplete milking during the first five days of lactation results in much more positive health outcomes for the cow. Her metabolism has time to adapt, and the result is a sharp drop in metabolic and immune disruptions.

Mr. Lacasse reports that in one of his studies,

"47% of focal cows suffered from acetonemia (a disruption in blood composition causing loss of appetite and decreased milk production), compared to only 6% of cows under incomplete milking."

– *Pierre Lacasse, dairy cow lactation biology researcher, AAFC*

Benefits

Simple and inexpensive, this milking technique causes no significant drop in milk production for the remainder of the lactation period. Farmers using the technique save money on veterinary costs, as animals have fewer health problems. In addition, this milking method is much closer to the natural lactation cycle, making it possible to improve the well-being of cows in the herd. This new approach to milking early-lactation dairy cows is drawing international attention, and Mr. Lacasse was invited to present his findings at conferences and conventions in the United States, France and Italy. Analysis is ongoing as to its application on a larger scale in commercial farms. The use of a limited-milking approach during early lactation may soon be suggested and incorporated into the commercial milking system used by Canada's dairy industry.

Thanks to AAFC research, the future looks promising both for the well-being of thousands of cows nationwide and for the economic profitability of dairy farms.

Key discoveries (benefits)

- A new approach to milking early-lactation dairy cows leads to substantial improvements in dairy cow health and contributes to their well-being.
- Incomplete milking for the first five days of lactation gives the cow's metabolism time to adapt and vastly improves her health. The result is a drastic drop in metabolic disturbances and immune depression.

This milking method is simple and inexpensive and does not cause any significant decrease in milk production for the remainder of the lactation period. It also allows the farmer to save on veterinary costs.

<http://www.agr.gc.ca/eng/news/scientific-achievements-in-agriculture/dairy-pork-poultry-and-other-livestock/improving-the-health-of-early-lactation-dairy-cows/?id=1506693818402>

Variances in Component Tests

A number of producers have noticed variances in their component tests from one week to the other. They've asked DFNB to look into these variances. New Brunswick's dairy lab is required to satisfy the same strict criteria as all provincial payment labs. Any non-conformance with the criteria would be reported. As a first step DFNB has asked different provinces what variances they accept before they exclude a test. The following summarizes the different variances currently being applied.

NB & NS

Butterfat: +/- 0.5 kg/hl from the previous 20 tests
Protein: +/- 0.35 kg/hl from the previous 20 tests
LOS: +/- 0.35 kg/hl from the previous 20 tests

PEI

BF only : +/- 0.4 kg/hl from previous test

Quebec

BF: +/- 0.4 kg/hl from previous test
Protein: +/- 0.25 kg/hl from the previous test
LOS: +/- 0.25 kg/hl from the previous test

DFNB's board has evaluated that the NB Lab's practice of allowing a current result to vary by +/- 0.5 from one of 20 prior tests introduces a potential for a wide variance. As a result DFNB has asked the New Brunswick lab to look into adopting Quebec's tolerances. DFNB will look into other factors that could contribute to these variances and report back to producers on their findings.

WORKSHOP

Optimize

with what I've got

QUESTIONS SOLUTIONS
DISCUSSIONS REFLEXION: ACTION!

**Think you have reached your production limits?
Doing MORE seems like a big challenge to you?**

We have tried and tested ideas for you!
Come share ideas with your peers and discover realistic solutions tested by dairy farmers who have shared them with us... for you!

Make an **objective** assessment of what the **solutions** could mean in your situation.

You will be interested in our workshop if, as a dairy farmer, you wish to **optimize your production** with the resources in place, to **maximize your profits** and improve your quality of life.

"OPTIMIZE WITH WHAT I'VE GOT" IS:

- Offered nearby
- From 10:00 to 15:00, including lunch
- 4 hours of training that will pay off!
- Small group format to facilitate discussion

To register, ask your Valacta technician or advisor or call at **1-800-266-5248**

Follow us on   www.valacta.com



  

NB Workshops

Thursday, November 30th
—All Seasons Inn,
Sussex, NB

Friday, December 1st
—Amsterdam Inn,
Moncton, NB

Wednesday, December 13th —
—Lion's Club,
Nackawic, NB


 

2018 YOUTH BUSINESS MANAGEMENT WORKSHOPS

January 24, 31, February 14, 28 & March 7
9:30 AM - 3:00 PM
Workshops held at CanWest DHI
660 Speedvale Avenue West, Guelph, ON

Are you a 25-35 year-old farmer possessing sound production and management abilities? Take this opportunity to further enhance your current skillset through our Workshop Series. Topics will include:

- Financial Management**
Vanessa Scott & Matthew Vair, Farm Credit Canada
- Benchmarking**
Kristin Benke, Dairy Farmers of Ontario
- Debt & Capital Utilization**
Elco DeBoer & David Rose, CIBC
- Human Resources**
Rachel Caldera, GayLea Foods
- Negotiating**
Greg DeVries, Former Chair, Soybean Board
- Business Structures**
Mike Bossy, Bossy Nagy Group
- Insurance Considerations**
Mike Brine, Trillium Mutual Insurance Company
- General Contractor Perspective**
Herman Post, Post Builders
- Legal Considerations**
Mike Cassone, Harriston Pensa LLP
- Succession Planning**
Henry Verhoog, Grand Valley Fortifiers
- Producer Perspectives**
Ben Loewith, Sunnirholm Farms
Cees Haanstra, Gredlen Farms
Chris Buchner, Elmwood Farms
Gerrit Wensink, Hoenhorst Farms



"Tons of useful information and tips on utilizing your financial statements to further your business, and how debt can impact the growth of your business. We highly recommend this series of workshops if you would like to learn more about running a profitable and efficient dairy operation."

Jen & Theo van der Meulen, van der Meulen Dairy Ltd, 2016 participant

CLASS LIMITED TO 18 PARTICIPANTS
Book by December 18 & save! Course may fill up quickly; first come, first served!

REGISTRATION FORM

Name _____ Age _____
Mailing Address _____
Phone _____
Email _____

Please include cheque and/or credit card information.

COST PER PERSON (includes 5 workshops, lunches & HST)
By Dec. 18, 2017: \$275.00 After Dec. 18, 2017: \$300.00

PAYMENT BY CHEQUE: If you are paying by cheque, please make cheque payable to Progressive Dairy Operators.

PAYMENT BY CREDIT CARD: If paying by Visa or Mastercard, please provide:





Card Number _____
Expiry (Month & Year) _____
Signature _____

Complete and return by mail, fax or email.

MAIL PDO (C/O Nicole Perkins) 16 Blue Forest Crescent Guelph, ON N1E 6P2

FAX 519 295 0864

EMAIL admin@pdo-ontario.ca

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