



Southern Dairy Conference

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Conference Proceedings

2011: 37th Southern Dairy Conference

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| State of the dairy industry | David Anderson | Texas A&M University |
| Milk Marketing Agencies in Common....Do They Really Work? | Jim Sleper | Land O' Lakes |
| How are Farms and Plants Impacted by Variation in Prices | David Anderson | Texas A&M University |
| A Better Understanding of Livestock's Contribution to Climate Change | Kim Stackhouse | UC-Davis |
| What Consumers are Saying about Dairy | Cheryl Hayn | SUDIA |
| Practical Strategies for Reducing SCC at the Farm Level | Steve Nickerson | University of Georgia |
| Making Milk Quality Simple | David Sumrall | Dairy Production Systems |
| The Growth of Grazing in the South | Joe Horner | DFA-Dairy Grazing Services |
| Optimization of Pasture in the South | A.L. "Sonny" Boyd | Mississippi Dairy Producer |
| Animal Agriculture's Response to Animal Activism Groups | Wayne Greene | Auburn University |
| Addressing Price Volatility | Mark Stephenson | University of Wisconsin-Madison |
| Maintaining a Presence: The Land Grant's Future Role in the Southern Dairy Industry | Bob Harmon, Gary Hay, Terry Kiser | University of Kentucky, Louisiana State University, Mississippi State University |
| Dairy Industry Advisory Committee and The 2012 Farm Bill | Mark Stephenson | University of Wisconsin-Madison |
| Globalization of the Dairy Industry | Jim Dickrell | Dairy Today |

2010: 36th Southern Dairy Conference

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| State of the dairy industry | Scott Brown | University of Missouri |
| Holstein Association USA dairy price stabilization program | Lucas Sjostrom | Holstein Association |
| Foundation for the future in milk pricing | Jerry Kozak | National Milk Producers Federation |
| Supply management: processor perspective | Jerry Slominski | International Dairy Foods Association |
| Producing NASS dairy statistics | Joe Gaynor | National Agriculture Statistics Service |
| Will \$4 corn shift US milk production back to the east? | Bill Herndon | Mississippi State University |
| Nutritional and health benefits of dairy foods | Douglas DiRienzo | National Dairy Council |
| Social media and our image | Cheryl Hayn | SUDIA |
| Production and consumption of raw milk: Can science inform the debate pitting consumer choice and public health? | Michael Payne | California Dairy Quality Assurance Program |
| Outbreaks due to unpasteurized dairy products in the United States | Casey Barton Behravesh | Center for Disease Control and Prevention |
| New faces, new ideas in dairy at Mississippi State | Stephanie Hill and Jamie Larson | Mississippi State University |
| Why I am excited about pasture based dairying | Ronald St. John | Alliance Dairies |
| A producer organization's efforts to sustain the Kentucky dairy industry | Maury Cox | Kentucky Dairy Development Council |
| Environmental sustainability: a benefit of animal productivity | Roger Cady | Elanco Animal Health |
| 2009: 35th Southern Dairy Conference | | |
| A Perspective on Federal Milk Marketing Orders | Calvin Covington | Southeast Milk, Inc. |
| State of the Dairy Industry | Steve Larson | Hoard's Dairyman |
| The Food, Conservation, and Energy Act of 2008 (a.k.a The Farm Bill) | Mark Stephenson | Cornell University |
| Outlook for Milk Prices | Mark Stephenson | Cornell University |
| Dairy Sustainability: Creating Value and Profitability from Cow to Consumer | Rick Naczi | Dairy Management Inc. |
| National Dairy Challenge Update | Gary Hay | Louisiana State University |

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| New Directions: Meeting Unmet Demand Through Partnerships and Innovation | Cheryl Hayn | SUDIA |
| Consequences to U.S. Dairy Exports of a Softer Market | Margaret Speich | U.S. Dairy Export Council |
| Meeting the Challenges of Tracing Milk from Farm to the Plant | Chris Thompson | University of Kentucky |
| Recent Changes to FMMO Provisions | Sue Mosley | Federal Market Administrator |
| Freedom of Use of Scientifically Proven Technologies in Dairy Production | Terry Etherton | Pennsylvania State University |
| Adaptations of Dairy to Increasing Feed, Fuel and Fertilizer Costs and Regional Competitiveness | David Anderson | Texas A & M University |
| Impact of Genomics on Genetic Improvement of Dairy Cattle | Bennet Cassell | Virginia Tech |
| Animal Rights, Animal Welfare and the Dairy Industry | Kay Johnson Smith | Animal Agriculture Alliance |
| 2008: 34th Southern Dairy Conference | | |
| National Dairy Situation and Outlook | Bob Cropp | University of Wisconsin-Madison |
| Farm Bill and Dairy Policy Developments | Scott Brown | University of Missouri |
| U.S. Dairy Trade and Class III/IV Pricing | Bob Cropp | University of Wisconsin-Madison |
| Immigration Reform: Status and Outlook | Stephanie Gambrell | American Farm Bureau Federation |
| SUDIA Update: Enriching Milk with Omega-3's | Gail Barnes | Dairy Management Inc. |
| Dairy Product Innovations | P.D. Stroup | Nestle Business Services |
| Future of Dairy Industry in the Southeast U.S. | Sonia Fabian | Dairy Farmers of America |
| Value of Milk Quality Tests for Predicting Shelf Life | Rob Ralyea | Cornell University |
| MS Milk Producers Transportation Cost Assistance Loan Fund | Bill Herndon | Miss. State University |
| The NC Dairy Industry Stabilization and Growth Program | Geoff Benson | NC State University |
| What Can USDA Data Tell Us About the Competitiveness of Dairying in the South? | Jim MacDonald | USDA/Economic Research Service |

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| Review of Florida/Georgia Dairy Business Analysis Project | Albert DeVries | University of Florida |
| Status of Dairy Production and Flow of Milk in the Southeast Region | Sue Mosley | Atlanta Federal Milk Market Administrator |
| Bio-energy Revolution and Its Impact on Dairy and Agricultural Sectors | David Anderson | Texas A &M University |

2007: 33rd Southern Dairy Conference

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| National Dairy Situation and Outlook | Ken Bailey | Pennsylvania State University |
| Trade, Farm Bill and Dairy Policy Developments | Scott Brown | University of Missouri |
| Energy Outlook/Ethanol & Biodiesel Production | Matt Roberts | Ohio State University |
| Ethanol & Biofuel Production: Impacts on Dairy & Feed Costs | David Anderson | Texas A &M University |
| Organic Milk Update | Madlyn Daley | Dairy Management Inc. |
| Overview of U.S. Dairy Products Trade: Impact on U.S. Dairy Prices | Ken Bailey | Pennsylvania State University |
| State Dairy Incentives/Legislation & Program Overview | Hal Harris | Clemson University |
| Why Am I Investing in the Dairy Business in the Southeast? | David Sumrall | Mississippi Dairy Producer |
| Green Hill Dairy, Grassy Flats Dairy and Sweet Grass Dairy | Al and Desiree Wehner | Dairy Producers |
| New Zealand Dairy Farm Expansion in the U.S.: Why Southern Missouri? | Kyle Bounous | Dairy Farmers of America |
| Why Has Pasture-based Dairying Developed in Missouri? | Charles Fletcher | Missouri Dairy Producer |
| Update on the Status of the EPA Air Quality Study | Jim Tillison | National Milk Producers Federation |

2006: 32nd Southern Dairy Conference

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| National Dairy Situation and Outlook | Mark Stephenson | Cornell University |
| DOHA Round of Trade Negotiations and Impact on US Dairy Sector | Bob Yonkers | International Dairy Foods Association |
| 2007 Farm Bill and Possible Impact on Dairy | Mark Stephenson | Cornell University |
| USDA Dairy Statistics: How are they collected and how reliable are they? | Jim Miller | USDA/Economic Research Service |

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| SUDIA (Southeast United Dairy Industry Association, Inc.) Update | Chris Moore | Dairy Management Inc. |
| Where Are We Headed With Milk Based Beverages? | John Rushing | NC State University |
| Organic Dairy Production Outlook | Greg Welsh | Organic Valley Family of Farms |
| Natural and Grass Based Milk Production and Marketing | Mark Halstead | Arkansas Dairy Farmer |
| California Experience with Raw Milk Sales: Demand, Health, Regulations | John Bruhn | University of California-Davis |
| A Regional Response Plan for Foreign Animal Disease & Bio-terrorism | Jimmy Tickel | North Carolina Department of Agriculture |
| State Bio-security Response Plans | Lee Myers | Georgia State Veterinarian |
| Dairy Air Quality Issues and Status Report | Daniela Bals | National Milk Producers Federation |
| Hurricane Katrina and the Dairy Industry in Southeast: Impact and Lessons Learned | Gary Hay | Louisiana State University |
| Lessons We Have Learned From New York Financial Data | Mark Stephenson | Cornell University |
| Current and Projected Milk Supply in the Southeast | Sue Mosley | Atlanta Federal Milk Market Administrator |
| What We Are Doing or What We Think Should Be Done to Increase Mailbox Prices in Order to Sustain the Southeast Dairy Industry | Ernie Yates | Dean Foods |
| What We Are Doing or What We Think Should Be Done to Increase Mailbox Prices in Order to Sustain the Southeast Dairy Industry | Calvin Covington | Southeast Milk, Inc. |
| 2005: 31st Southern Dairy Conference | | |
| National Dairy Situation and Outlook | L.J. "Bees" Butler | University of California-Davis |
| National Dairy Policy: Where are we headed? | Scott Brown | University of Missouri |
| Where are Federal Orders Headed? | Dana Coale | USDA/AMS |
| The proposed merger of FO 5&7: Why or Why Not? | Bill Herndon | Miss. State University |
| SUDIA/Promotion Update | Cheryl Hayn | SUDIA |
| Market Concentration | Hal Harris | Clemson University |

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| Criteria for Acceptable Mergers | Chris Hardee | US Department of Justice |
| Regional Competitiveness: A Southeast Perspective | Albert DeVries | University of Florida |
| Regional Competitiveness: A California Perspective | L.J. "Bees" Butler | University of California-Davis |
| Dairy Programs and the Land Grant Universities | Jack Britt | University of Tennessee |
| The Next Challenge: New Air Quality Rules | Saqib Mukhtar | Texas A & M University |
| EU CAP Reform: Dairy Impacts | M. J-M Trarieux | EU Delegation to the US |
| A Global View of Dairy Trade Issues and Policies | Simon Tucker | Fonterra Group Ltd. |
| The Next Challenge: Johne's & Crohn's Disease? | John Rushing | NC State University |
| Observations on the Dairy Industry | Jim Dickrell | Dairy Today |
| 2004: 30th Southern Dairy Conference | | |
| National Dairy Situation and Outlook | Ken Bailey | Pennsylvania State University |
| Balancing a Deficit Market | Jeff Sims | SMA |
| Southeast Milk Inc.'s New Ultra-Filtration Venture | Calvin Covington | SMI |
| Federal Order Hearing Issues | Bill Thomas | University of Georgia |
| New Initiatives from the Dairy Check-off | Bob Earle | SUDIA |
| Attracting New Dairy Farm Ventures - The Vreba-Hoff Experience | Cecelia Conway | Vreba-Hoff Dairy Development, LLC |
| Generating Electricity from Dairy Waste | Dick Waybright | Mason-Dixon Farms |
| New Research on Obesity and Health Related Issues | Cheryl Hayn | SUDIA |
| Conjugated Linoleic Acids in Milk & Their Implications in Human Health | Joe Herbein | Virginia Tech |
| Marketing New Generation Dairy Drinks | Tony Shcoenfuss | General Mills |
| 2003 NCIMS Proposals - FDA Adoption of Resolutions from NCIMS | Lezette Earhart | FDA |

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| The CWT Experience & Current National Dairy Policy Issues | Jerry Kozak | National Milk Producers Federation |
| Implications of a Mandatory National Animal ID System including Country-Of-Origin Labeling (COOL) | Bill Herndon | Miss. State University |
| Animal Agricultural Issues Associated with Biosecurity | Vanaye Reece | USDA-APHIS |
| Dairy Trade Issues including Milk Protein Concentrates | Ken Bailey | Pennsylvania State University |
| DFA's New Milk Protein Concentrate Initiative | Terry Childs | Fonterra Group Ltd. |

2003: 29th Southern Dairy Conference

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| Dairy Situation and Outlook and the Impact of the New Farm Bill | Mark Stephenson | Cornell University |
| Promotion of Dairy Products | Bob Earle | SUDIA |
| Environmental Regulations and the Dairy Industry: The New EPA Rule | Sam Sampath | EPA |
| Impact of the Election on the Dairy Industry | Charlie Garrison | Southeast Dairy Farmers Association |
| Dairy Product Safety | Mickey Childers | Dairy Farmers of America |
| Building a Positive Image for the Dairy Industry | | SUDIA |
| The Dairy Check-Off and What's at Stake? | Mark Stephenson | Cornell University |
| Issues Associated with Lowering Somatic Cell Counts | Stephen Nickerson | Virginia Tech |
| Globalization and Global Business Arrangements | Mark Beck | US Dairy Export Council |
| Security and Biosecurity Issues in the Dairy Industry: On the Dairy Farm | Kenneth B. Graves | Bearden Dairy Research Center |

2002: 28th Southern Dairy Conference

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| Dairy Situation and Outlook | Bob Cropp | University of Wisconsin-Madison |
| Challenges and Opportunities for Dairying in The Southeast | Ron St. John | Florida Dairy Producer |
| Tracking Milk Shipments with New Technology | Jana McCrary | Southeast Milk, Inc. |
| Biosecurity - Cost of Programs | Tom McGinn | North Carolina |

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| Dairy Mergers - Processors and Cooperatives | Geoff Benson | NC State University |
| Consumer Animal Care Expectations | Ken Olson | KEO Consulting |
| Changing the Dairy Industry of the Future | Greg Soehnen | Creative Edge Design Group |
| Current Federal Order Issues | Howard McDowell | USDA |
| Farm Bill 2002 | Bob Cropp | University of Wisconsin-Madison |
| Farm Bill Implications for Dairy | Ron Eldridge | National Milk Producers Federation |
| Farm Bill Implications for Dairy | Connie Tipton | International Dairy Foods Association |
| 2001: 27th Southern Dairy Conference | | |
| Dairy Situation & Outlook 2000-2001 | Mark Stephenson | Cornell University |
| U.S. Top Dairies: Benchmarks for Success | Mark Stephenson | Cornell University |
| On Farm Milk Concentration-Current and Future Use | Richard Fleming | Federal Market Administrator |
| 2001 Dairy Situation & Outlook and Dairy Policy Alternatives | Bill Herndon | Miss. State University |
| Response to Herndon's Outlook | Wayne Gauthier | Louisiana State University |
| History of Milk Market Regulations | Farrah Newberry | |
| Forces For Change in the Agriculture Industries: How Does It Affect Dairy? | Steve Sonka | University of Illinois |
| Evaluating Generic Promotion Programs | Bill Thomas | University of Georgia |
| An Objective View of the Northeast or New England Dairy Compact and Its Effect on Other Markets | Ken Bailey | Pennsylvania State University |
| Environmental Factors Effecting Dairy Production | Carissa Itle | National Milk Producers Federation |
| Effect of region and herd size on dairy management parameters | G. H. Oleggini et al. | University of Georgia |
| Federal Milk Order Reform: What Do You Like and What Don't You Like? | Sue Mosley | Federal Market Administrator |
| Southern Dairy Conference 2001 | Charlie Garrison | Southeast Dairy Farmers Association |

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| Southern Dairy Conference: New Marketing Coalitions | Robert Shore | VA-MD Milk Producers Association |
| 2001 Elections: Impact On Dairy Policy | Roger Eldridge | National Milk Producers Federation |
| 2000: 26th Southern Dairy Conference | | |
| Change in Milk and Cheese Promotion in the South | Bob Earle | SUDIA |
| Dairy Situation and Outlook | Mark Stephenson | Cornell University |
| Dairy Situation and Outlook Discussion | Jeff Sims | Dairy Cooperative Marketing Agency |
| Seasonal Class I Price Differentials | Richard Kilmer | University of Florida |
| Dairy Farmers: Who Will Survive? | Bill Thomas | University of Georgia |
| Current Status of Dairy Science and Agricultural Economics Departments/ Programs at Land Grant Universities - Faculty, Students, and Facilities | Tom Scott | Clemson University |
| Dairy Options Pilot Program | Lon Burke | Risk Management Agency, USDA |
| Dairy Policy, Agriculture Hearings, and Presidential Politics: The View from Washington | Charles Garrison | Washington D.C. |
| The Impact of Federal Order Reform on the Southeast Dairy Industry | Chris Nubern | National Milk Producers Federation |
| Impact of Federal Order Reform from a Market Administrator's Perspective | Sue Mosley | Market Administrator |
| 1999: 25th Southern Dairy Conference | | |
| Producer Promotions (GOT MILK, etc.) and Processor Promotions (Milk PEP) | Bob Earle/Scott Mayfield | SUDIA |
| Generic Advertising-Does it work? | Harry Kaiser | Cornell University |
| Dairy Situation and Outlook | Bob Cropp | University of Wisconsin-Madison |
| Fed/State Environmental Regulations: Impacts & Implications | Hilda Hatzell | EPA |
| Projected Impact of New Technology on Milk Marketing | David Barbano | Cornell University |
| World Trade Issues | Chris Nubern | National Milk Producers Federation |
| Impact of a Compact on Milk Supplies as well as Farm and Retail Prices | Ken Becker | Northeast Dairy Compact |

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| <u>Seasonality in Supply and Demand: Implications for the South</u> | John Wilson | Dairy Farmers of America |
| <u>Adult South Carolinians' Opinions about Animal Agriculture</u> | B. J. Vander Mey et al. | Clemson University |