

PDPW MANAGERS memo

May 2, 2008

Watch for these highlights in this edition of the Managers Memo:

- Last call for Enhanced Internship program participants
- Youth Leadership Derby date and location is announced
- An inside look at health insurance

Thanks,
PDPW

Featured PDPW Member:

"Being a PDPW member helps our farm – as a relatively newly expanded herd – network with other dairy producers throughout Wisconsin."

~ Johnathan Heinsohn, Walnut Grove Farms & Red Carpet Holsteins

The Heinsohn family owns and operates a dairy in Kirkland, Ill. The farm, Walnut Grove Farms, consists of 350 milking cows and 1,600 acres. They also have 50 registered Holsteins, marketed under the name Red Carpet Holsteins. The labor includes Steve Heinsohn and his three sons, Jeff, Gilman, Johnathan and 10-12 employees. The dairy has a double-8 parallel parlor, 275 sand-bedded free stalls and 75 freedom stalls. They take full advantage of sexed semen and often utilize embryo transfer.

For Your Dairy Business:

LAST CALL FOR PRODUCERS TO HOST INTERNS and provide a positive experience for students participating in PDPW's Enhanced Internship program. Program details and application forms are available at www.pdpw.org.

BE THE FIRST TO KNOW! This year's PDPW Youth Leadership Derby will be Nov. 8-9 at Brillion High School in Brillion, WI. Please mark your calendar and share the date with youth ages 15-18. Complete details will be included in the next Managers Memo.

MONDAY, MAY 5, IS USDA'S DEADLINE for producers who suffered production losses in 2005, 2006 or 2007 to apply to receive benefits under the Dairy Disaster Assistance Program III. This dairy program will provide \$16 million in benefits to producers for dairy production losses that occurred between Jan. 1, 2005, and Dec. 31, 2007, because of natural disaster. To be eligible, a producer's operation must be in a county designated a major disaster or emergency area by President Bush or declared a natural disaster area by the Secretary of Agriculture. To learn more, please contact Greg Biba in the state FSA office at 608-662-4422, ext. 188.

A GLIMPSE OF THE FUTURE OF THE DAIRY INDUSTRY will be provided at the annual meeting of the American Dairy Science Association, July 7-11, in Indianapolis, Ind. Subject matter for symposia range from "Hot Topics in Dairy Management" to "The Molecular Basis for Feed Efficiency," with research information shared by scientists and graduate students from around the world. The meeting also offers a great opportunity to network with researchers, extension workers, government and industry representatives. Registration, housing and other meeting information can be found at <http://adsa.asas.org/meetings/2008/>. Two-day or full meeting registration options are available.

ONE-THIRD OF WISCONSIN FARMS ARE NOT INSURED. The "why" given is premiums are too high or cannot get enrolled due to pre-existing conditions. During a presentation at the PDPW Annual Business Conference, Cathy Mahaffey, a licensed insurance broker, said farmers have several options if they or their spouse cannot get insurance from an off-the-farm job. One option is a Health Maintenance Organization (HMO) where care is provided through the HMO's network of providers. While HMO's tend to charge a lower monthly premium, members must abide by restrictions. Another option is Preferred Provider Organization (PPO), a managed care organization of medical doctors, hospitals and other health care providers who have a covenant with an insurer or a third-party administrator to provide health care at reduced rates. Indemnity Plans provide similar services as HMOs and PPOs but have a more limited selection of providers. Health Savings Accounts (HAS) have tax deduction advantages and often lower cost premiums, but they require saving money for future care needs in advance. Your local insurance agent can help you decided what options best suit your needs.

For Your Business Mind:

GOING GREEN? NOPE, WE'VE BEEN THERE AND ARE DOING THAT. The celebration of Earth Day last week is a noteworthy cause. You can't open a newspaper or turn on the TV without hearing about how businesses are "going green." However, it's important to remember that every day is Earth Day on a dairy. We were green before it was a trend. Being green is not a selling point for the dairy industry. Rather, it's what we do. We care for the land, air and water. We are conservation specialists who spend each and every day dedicated to the Earth. Be proud and tell others the truth! Share what your dairy is doing to celebrate Earth Day every day!

BOOK REVIEW: YOU CAN "GO GREEN" AND SAVE MONEY AND THE ENVIRONMENT at the same time. "Go Green, Live Rich" by David Bach shares 50 simple ways to save the earth and create a green path to wealth. For example, author Bach suggests that we stop buying bottled water and high-priced coffee in disposable cups. He recommends getting a reusable water bottle and filling it up with tap water. "When you change your mind-set to a green way of thinking, you will change your actions, and those actions will put money back in your pocket. And over time, the money you save will make your rich — while helping to protect the Earth," the author states.

LAND JUST MIGHT BE THE HOTTEST COMMODITY ON THE FARM as farmland prices continue to jump, rising 10 to 30 percent in many areas of the Midwest. Two listings in Grant County, Wis., reflect the land-is-a-hot-commodity trend: 43.5 tillable acres for \$182,700 and 80 acres with 67 acres tillable in CRP for \$280,000. Although investors have been the heavy participants in farmland purchases over the past few years, more and more farmers have entered the buying scene again. Economists point out that \$5.00 corn and \$12.00 soybeans could support average land values greater than \$8,000 per acre. One Iowa farmer is reportedly demolishing buildings on his farm in order to expose the rich topsoil beneath so he can plant a few more acres this year.

A SAFER, REFRESHED YOU can depend on a good night's sleep. But research indicates that many people who need the recommended seven to nine hours of sleep daily are not getting it. The reason: having trouble falling to sleep at night, waking up frequently during the night or waking up before you want to wake up in the morning. Six tips for a more restful night include 1) go to bed and get up at the same times every day; 2) don't nap after 3 p.m.; 3) avoid caffeine, sugar and alcohol late in the day; 4) exercise regularly but not within three hours of bedtime; 5) sleep where it's cool and comfortable; 5) wind down before bed with a bath or a book.

LOWER YOUR BLOOD PRESSURE with these every day actions: 1) Eat plenty of fruits and vegetables. They're packed with potassium, a mineral needed to help control blood pressure. 2) Put down the salt shaker. Avoid adding salt to food at the table; use herbs and spices for seasoning; 3) Limit alcohol consumption to no more than two drinks per day for men and one for women; 4) Use a relaxation technique like deep breathing to help you control overeating. Excess body weight increases your risk for high blood pressure; and 5) Do something to refresh and renew your psyche. Spend time with loved ones, play with your pet, listen to music or just count your blessings.

PDPW Educational Calendar:

November 8-9 Brillion High School in Brillion, WI

March 17-18, 2009 PDPW Annual Business Conference

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