**Economics of Production - 2019 Workshops**

February 11 –Lethbridge, Coast Lethbridge Hotel

February 12 – Lacombe, Lacombe Memorial Centre

February 13 – Westlock, Hazel Bluff Hall

February 14 – Leduc, Executive Royal Inn

**9:30 am Coffee & Registration**

**10:00 am Welcome & Introductions**

**10:15 am Disease control on dairy farms – does it make sense economically?**

*Dr. Herman Barkema, University of Calgary*

Impacts of several important diseases on production, health, longevity, treatment costs and herd health will be discussed. Examples of costs will be provided as reference to use for own herd discussion. The cost-benefit analysis for controls of these diseases will also be addressed.

**11:15 am** **Profitability Beyond Production**

*Ms. Kimberly Shipley & Mr. Marvin Slingerland, MNP*

Production results are the first indicator of the potential for profitability in any farming operation, however there are many other costs that lead to the bottom line earnings of a farm and ability to earn a reasonable return.  Understanding individual results from your financial statement, benchmarking to other similar operations, then using that information to improve results going forward by using a balanced scorecard approach to planning and risk mitigation.

**12:15 pm Lunch**

**1:00 pm With More Variation in Milk Pricing are you Optimizing your Feed Resources and Strategies**

*Dr. Mark Cameron, NutriSource*

What is optimal for your business? Journey through the variation of the rumen, forage quality and ingredient composition to better understand nutrition and feed management on your farm. Get to know the effects of forage quality, fill factor and metabolic efficiency on intake and performance. Learn different measures to look at tot evaluate your feed costs.

**2:00 pm Global and Canadian Dairy Markets – A Snapshot**

*Mr. Devin Brennan, Oresco Associates*

Catch a glimpse of what’s happening in other dairy markets outside Canada and events that have impacted them. Than an overview of how & why supply management came to Canada and supply management affords the Canadian dairy a better opportunity to manage to profitability.

**3:00 pm Closing Remarks & Feedback**

***Dr. Herman Barkema, University of Calgary***

Dr. Herman Barkema is a Professor in Epidemiology of Infectious Diseases at UCVM, where he founded the Department of Production Animal Health of the Faculty of Veterinary Medicine, with a joint appointment in the Department of Community Health Sciences of the Faculty of Medicine. Dr. Barkema’s research program focuses on prevention and control of diseases in cattle herds. He has published more than 300 scientific manuscripts and book chapters and has lectured all over the world. He currently leads the University of Calgary Biostatistics Centre, leads the Environment research theme in the Canadian Bovine Mastitis and Milk Quality Research Network, the Technical Committee of the Canadian Johne’s Disease Initiative, and the Alberta Johne’s Disease Initiative.

***Ms. Kimberly Shipley***

Kimberly Shipley, CPA, CA, is a Partner in MNP’s Red Deer office. Specializing in serving producers, Kimberly works with over 80 dairy farms on an annual basis to meet their tax and accounting needs and as well as assisting some of these farms with planning to bring in the next generation of dairy farmers, starting or expanding their operations, or exiting the industry. She enjoys helping make sense of financial information and presenting options to assist in making informed decisions. She has also gained insight into the industry serving as a data collector for the Canadian Dairy Commission in Alberta and was appointed to the Agricultural Products Marketing Council in Alberta in 2017.

***Mr. Marvin Slingerland, MNP***

Marvin Slingerland, CPA, CA, is a Partner and Business Advisor with MNP in Lethbridge. Marvin works with owner-managers of dairy farms and feedlots as well as with other agri-businesses, delivering advice and solutions tailored to help them succeed. Marvin is particularly adept at advising on the use of benchmarking tools that gives producers a combined view of their financial and production information. He also collects data for the Canadian Dairy Commission in Alberta and assists with tax reporting and financial statement preparation.

***Dr. Mark Cameron, NutriSource***

Dr. Mark Cameron grew up on his parents’ dairy and cow/calf operations in Crossfield, AB. He obtained a B.Sc. in Dairy Science at California Polytechnic State University (1984). While attending Cal Poly, Mark had the unique opportunity to be a member of the Dairy Cattle Judging Team and to participate in the Student Dairy Project/Farm operation. He continued with graduate studies at the University of Illinois, Urbana-Champaign - receiving a M.Sc. in Dairy Management (1987) and Ph.D. in Ruminant Nutrition (1990). His graduate research focused on: 1) evaluation of different feeding systems for lactating cows and 2) chemical treatment of low quality crop residues and its effects on lactating cow performance. During his professional career, Mark has had the opportunity to live across North America while working with dairy & beef producers to meet their operations’ nutritional & management goals. In November 2017, he started a new position as VP of Nutrition and Consulting for Nutrisource Inc. Right back to his passion – helping dairy and beef producers to achieve their nutritional & business goals.

***Mr. Devin Brennan, Oresco Associates***

Mr. Devin Brennan was raised on a small mixed farm in Quebec, studied at MacDonald Campus of McGill University where he received a diploma in agriculture and a BSc in animal science. He worked for ROP federal milk testing, then a large feed company, and from there moved to Europe did post graduate studies in agriculture at the University of Zurich while working at their research farm. He returned to Canada in 1996, started a dairy nutrition/management consulting company which I managed with my partner until we sold in 2011. Pursued an executive MBA from University of Ottawa, while working as an independent dairy management consultant focusing on financial efficiencies. His work has allowed him to work in various international dairy markets as well as working in many of our Canadian provinces, with most of his time spent in the US as of late.