



Photo: Tom Overton of Cornell's PRO-DAIRY at the 2018 Dairy Profit Seminar in Seneca Falls, New York.

**FOR IMMEDIATE RELEASE**

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## **PRO-DAIRY's Tom Overton Keynote Speaker at This Year's Empire Farm Days Dairy Profit Seminar**

**The dairy seminar series, which features presentations with a specific focus on money-saving solutions and dairy operation strategies to help dairy producers adapt and evolve in the current economic climate, will have Professor Tom Overton, Director of PRO-DAIRY as Keynote Speaker.**

Indianapolis, IN May 31, 2019: The Empire Farm Days Dairy Profit Seminars are held each year for dairy producers, dairy farm staff and agribusiness professionals to provide money-saving, latest trend, and practical strategies to the industry. According to Joel Hastings, Editor & Publisher of DairyBusiness.com, the 2019 seminar series will feature more, but shorter,

presentations, along with a lunch and extra break time in a more intimate setting, to allow farmers an environment to discuss their concerns and receive advice more fully. “The overall concept this year will be to present the audience with specific information on money-saving solutions and dairy operation strategies to help dairy producers adapt and evolve in this current economic climate,” explained Hastings. The event, which is held in Seneca Falls, New York each year will be August 6 – 8, 2019.

Professor Tom Overton is the Director of PRO-DAIRY and Associate Director of Cornell Cooperative Extension. He is scheduled to speak just after 2pm on August 6 and is a long-time educator and dairy advocate, recognized for his support of the productive efficiency and profitability of dairy farms in New York and beyond by focusing on developing management strategies to improve the well-being of dairy cows.

**The 2019 Dairy Profit Seminar Series activities and speakers:**

**TUESDAY, AUGUST 6**

10:00 a.m. **Welcome & introductions.**

Joel Hastings, Editor & Publisher DairyBusiness.com

10:15 a.m. **Facilities: Research, Renovations and Low-Cost Solutions for Tie-Stalls.**

Betsy Hicks and Lindsay Ferlito, Cornell Cooperative Extension

11:15 a.m. **Managing NY Robotic Milking Systems: What We’ve Learned.**

Bob Church, Project Manager, Fingerlakes Dairy Services Inc.

12:45p.m. **Corn Silage Harvest Strategy: One chance to get it right.**

Joe Lawrence, Dairy Forage Systems Specialist, Department of Animal Science Cornell CALS

1:15 p.m. **Calf Housing Ventilation: What’s the latest?**

Curt Gooch, Senior Extension Associate, Department of Animal Science Cornell CALS

2:15p.m. **Keynote: Adapting to an Evolving Northeast Dairy Industry.**

Professor Tom Overton, Director of PRO-DAIRY and Associate Director Cornell Cooperative Extension

3:00 p.m. **Speakers are available to the audience** with refreshments and music.

**WEDNESDAY, AUGUST 7**

10:00 a.m. **Welcome & introductions.**

Joel Hastings, Editor & Publisher DairyBusiness.com

10:15 a.m. **Where are Milk Prices Headed and What Can You Do About It?**

Christine Brodeur, Dairy Price Risk Administrator, Dairy Farmers of America

11:15 a.m. **Outlook for Dairy in the Northeast.**

Catherine de Ronde, Economist, Agri-Mark, Inc.

12:45p.m. **Keys to Making Your Dairy Farm Business Work.**

Greg McConnell, Business Consultant with Farm Credit East

1:15 p.m. **What Drives Your Milk Price?**

Dr. Larry Jones, FARME Institute

2:15 p.m. **Panel discussion with all speakers.**

Moderator: Jason Karszes, Senior Extension Associate, Department of Animal Science Cornell  
CALs

3:00 p.m. **Speakers are available to the audience** with refreshments and music.

## **THURSDAY, AUGUST 8**

10:30 a.m. **New York Junior Dairy Leaders Graduation Program.**

Debbie Grusenmeyer, PRO-DAIRY (Followed by refreshments for attendees)

The sponsors for this year's Dairy Profit Seminar series are: AMTS, LLC (Ag Modeling & Training Systems), Groton, NY, DairyBusiness.com, ASAP Interiors, Dairy Farmers of America – DFA Northeast, Farm Credit East, Farm Family / American National Insurance and Pikeside Enterprises. This year's hosts are DairyBusiness.com, PRO-DAIRY and Northeast Dairy Producers Association, and Empire Farm Days.

For more information about this year's Dairy Profit Seminar Series event at Empire Farm Days, please call Joel Hastings at 315-430-7378, or email [jhastings@dairybusiness.com](mailto:jhastings@dairybusiness.com).

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