

An Invitational Workshop  
For Dairy Economists  
And Policy Analysts

The Dairy Markets and Policy Extension Education Committee is a group of leading dairy marketing economists who share an interest in problem-solving dairy research and extension education at the national level. Present membership includes:

Robert Boynton—Cornell University  
Marin Bozic—University of Minnesota  
Robert Cropp—University of Wisconsin  
Brian Gould—University of Wisconsin  
John Newton—University of Illinois  
Charles Nicholson—Penn State University  
Andrew Novakovic—Cornell University  
Mark Stephenson—University of Wisconsin  
Cam Thraen—The Ohio State University  
Chris Wolf—Michigan State University

## Financial Risk and Federal Orders New Considerations for Dairy



Additional information about the workshop can be found on the World Wide Web site at:

<http://DairyMarkets.org/workshop/>

or by contacting Nancy Carlisle at:  
(608) 265-2908 or nlcarris@wisc.edu

Sponsored by  
The National Dairy Markets and Policy  
Extension Education Committee

April 30 & May 1, 2015

Embassy Suites Portland—Downtown  
319 SW Pine Street  
Portland, Oregon  
(503) 279-9000  
[www.embassysuites.com](http://www.embassysuites.com)

## Thursday, April 30

- 7:00 Registration**—Colonel Lindbergh Ballroom
- 8:00 Welcome**—Mark Stephenson, University of Wisconsin
- 8:10 Session I: Factors Creating Risk in Markets**  
Mark Stephenson, University of Wisconsin  
John Newton, University of Illinois  
Paul Peterson, University of Illinois
- 10:30 Break**
- 11:00 Session II: Industry Panel**—Andrew Novakovic, Cornell  
Matt Gould, Dairy & Food Market Analyst Inc.  
Mike McCully, The McCully Group  
Todd Doornink, Jon-De Farms, Inc.
- 12:00 Lunch**—Queen Marie Ballroom
- 1:30 Session III: The Actual Dairy Producer Margin (ADPM) and Financial Performance**—Chris Wolf, Michigan State University
- 2:15 Session IV: Industry Panel**—Andrew Novakovic, Cornell  
Eric Hillan, Rusk Rose Holsteins, Inc.  
Steve Miller, Northwest Farm Credit Services  
Steve Bodart, AgStar Financial Services, ACA
- 3:00 Break**
- 3:20 Session V: Risk Management Strategies for 2016**—Marin Bozic, University of Minnesota  
Dave Kurzawski, FC Stone  
Sara Dorland, Ceres  
Ken Bailey, Darigold
- 5:00 Adjourn**
- 5:30 Reception**—Queen Marie Ballroom

## Friday, May 1

- 8:00 Welcome**—Robert Boynton, Cornell University
- 8:10 Session VI: What is a Promulgation Hearing and How Will the Process Unfold?**  
Dana Coale, Deputy Administrator, Dairy Programs, AMS
- 8:45 Session VII: The California Cooperatives Proposal for a California Federal Milk Marketing Order**  
Marvin Beshore, Law Offices of Marvin Beshore  
Elvin Hollon, Dairy Farmers of America
- 10:15 Break**
- 11:00 Session VIII: Industry Reactions to a Proposed California Federal Order**  
Rob Vandenheuvel, Milk Producers Council  
Mike Brown, Glanbia Foods, Inc.  
Ted Jacoby, TC Jacoby and Sons
- 12:30 Closing Remarks and Adjourn**



There will not be a formal proceedings published from this workshop. However, we will be placing copies of the principal papers and the presentation files used by the speakers on our web site. These files may be downloaded at <http://DairyMarkets.org/workshop>