

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
Brian Gould—University of Wisconsin
Charles Nicholson—Penn State University
Andrew Novakovic—Cornell University
Mark Stephenson—University of Wisconsin
Chris Wolf—Michigan State University

Pathways to Progress



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 ncarlis@wisc.edu

Sponsored by
The National Dairy Markets and Policy
Extension Education Committee

May 2 & 3, 2016

Hyatt Regency Hotel & Conference Center
Two Fountain Plaza
Buffalo, NY
(716) 856-1234
<http://buffalo.hyatt.com>

Monday, May 2

11:00 Registration—Grand Ballroom

1:00 Welcome—Andrew Novakovic, Cornell University

1:05 Session I: Long-Term Perspectives on U.S. Dairy Markets

Marin Bozic, University of Minnesota

Christian Edmiston, Land O' Lakes

Tom Benson, Milk Specialities Global

Mark Beck, U.S. Dairy Export Council

3:15 Break

3:30 Session I (cont):

Tom Haren, AGPROfessionals, LLC

Bill Curley, Blimling and Associates

Jay Waldvogel, Dairy Farmers of America

5:15 Adjourn

5:30 Reception and Hosted Bar—Sun Garden Cocktail Lounge

Tuesday, May 3

8:00 Introduction—Mark Stephenson, University of Wisconsin

8:05 Session II: Global Perspectives on Milk Production, Dairy Demand, Prices and Risk—Andrew Novakovic

Veronique Pilet, National Center for French Dairy Organizations, France

Riitta Brandt, Agricultural Food Policy, Strategy & HR. Valio Ltd., Finland

Hamish Gow, Director of Business Innovation and Strategy, Massey University, New Zealand

Prashant Tripathi, International Farm Comparison Network, Germany

Gille Froment, Dairy Commission (retired), Canada

9:45 Session III: Retailer Reactions to Consumer Concerns About Food: Implications for Farmers

Bill Drake, Food Industry Management Program, Dyson School, Cornell University

10:30 Break

10:45 David Just, Dyson School, Cornell University

Gnel Gabrielyan, Dyson School, Cornell University

12:00 Lunch

1:15 Session IV: Pathways to Progress

Producer Panel—Larry Chase, Cornell University

Ben Zaitz, B. Zaitz and Son LLC, NY

Bill Morgan, Partner, Scipio Springs Dairy, NY

John Noble, President & CEO, Synergy LLC, NY

Dan Wolf, President & CEO, Upstate-Niagara Coop, NY

2:30 Processor Panel—Mark Stephenson, Univ of Wisconsin

Craig Alexander, O-AT-KA Milk Products Coop, NY

Kevin Ellis, CEO, Cayuga Milk Ingredients, NY

Kurt Epprecht, Vice Pres, Great Lakes Cheese Co., OH

3:30 Break

3:45 Educators and Advisors Panel—Andrew Novakovic

Tom Overton, PRO-DAIRY, Cornell University, NY

Joan Petzen, Ag Program Leader, Cornell Coop Ext, NY

Rich Stammer, CEO (retired), Agri-Mark Coop, MA

Anika Zuber, Processing Specialist, Cornell, NY

5:15 Closing Comments 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>