



ISDA NEWS

IOWA STATE DAIRY
ASSOCIATION
ANNUAL MEETING

December 2, 2021
Quality Inn, Ames, IA

REGISTRATION NOW OPEN!
www.iowadairy.org/registration
or Scan Code to Register



Registration is FREE for producer
members and their employees

President's Report

Maximizing Efforts for Long-Term Results



*“Let whatever you
do today be enough.”*

These words encourage us to make the best use of our time and efforts — to wisely prioritize our limited time in managing and operating our farms and herds, along with the family, spiritual, community and social parts of our lives.

We work in an industry that can be very challenging and stressful — challenges such as backlogs for both the inputs we need and the exports that could improve our markets, uncertain markets and weather, crops and animals to care for — our families to cherish and love — with

life going on at a very fast pace!

Most days can end with many tasks only partly completed or not even started. The finished work can be covered up and overshadowed in our minds by the tasks still ahead.

Taken too far, this focus on the undone can cause the loss of satisfaction from what we did accomplish. Heightened anxiety levels can cause sleeplessness and harm our health.

Rather than lose the sense of satisfaction and well-being that we should have from what we did accomplish, we need to slow down enough to appreciate what we have done and all the blessings that we have. *“Let whatever you do today be enough.”*

ISDA has been involved in the discussion of Federal Milk Marketing Orders and pricing

continued on page 2 →

IN THIS ISSUE...

- 1 President's Report
- 3 Executive Director Report
- 4 NE Iowa Dairy Foundation
- 5 Western Iowa Dairy
- 6 Iowa State Extension
- 7 Midwest Dairy Association
- 9 IVS Introduces AccuMast®
- 10 USDA Conservation Solutions
- 13 Nutrien Ag Solutions
- 16 Choose Iowa Grant Program

Board of Directors and Officers

President

Larry Shover

Vice President

Lee Maassen

Secretary

Robert Horst

Treasurer

Ron Lenth

Board Members

Deb Wehde

Jason Brockshus

Doug Carroll

Mary Goebel

Tom Tegeler

Dale Humpal

Kevin Knapp

Gary Kregel

Dennis Mashek

Peggy Sparrgrove

Eric VanWyk

Christina Zuiderveen

Officio Members

Dr. Don Beermann

Secretary Mike Naig

Dr. Ruth MacDonald

Dr. Daniel Robison

Iowa State Dairy Association

101 NE Trilein Dr.
Ankeny, IA 50021
iowadairy.org

Mitch Schulte

Executive Director
mitschulte@iowadairy.org
Office: (319) 228-8503
Mobile: (319) 775-3451

Cynthia Hamlett

Associate Director
cynthiamhamlett@iowadairy.org
Office: (515) 964-0696
Mobile: (515) 204-6572

President's Report (cont.)

“Rather than lose the sense of satisfaction and well-being that we should have from what we did accomplish, we need to slow down enough to appreciate what we have done and all the blessings that we have.”

structures. Information relayed by ISDA about government programs and markets can help us be better prepared in our decisions.

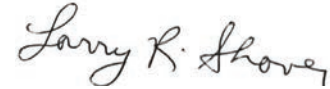
Looking ahead, world supply and demand are fairly close to being balanced. U.S. supply increases are slowing and future prices for dairy are trending higher.

I wish you a joyous holiday season

and a happy, healthy and prosperous new year.

“Let whatever you do today be enough.”

Sincerely,



Larry Shover

President

ISDA Annual Meeting Keynote Speakers December 2, 2021 • Quality Inn, Ames, IA



Andy Scholting co-founded Nutrient Advisors in 2005 and serves as President and General Manager. The company assists clients in exporting and marketing manure fertilizer to end users. Andy has over 20 years of experience in developing and implementing manure marketing programs. He is a voice within the livestock and ag sectors and maintains a presence of advocacy for livestock production.



Navigating the Dairy Markets in Turbulent Times
How will the massive U.S. dairy herd, the pandemic recovery, high feed costs, and the labor and trucking shortage impact your bottom line? **Sarina Sharp**, market analyst for the *Daily Dairy Report*, will explore the fundamentals behind the dairy and feed markets in an era of uncertainty.

REGISTRATION NOW OPEN!

www.iowadairy.org/registration
or scan code to register →



Get registered early to be entered into our drawing to win this Ritchie Cooler!



Executive Director Report

Working Hard to Navigate the Challenging Issues Facing Our Industry



Field work is wrapping up and it is great to see the progress that Iowa farmers are making. As we all continue to

recover from the COVID pandemic and supply chain issues, our farmers remain committed to doing their part to keep our industry strong.

Iowa State Dairy Association (ISDA) has joined with dairy associations from neighboring states in a taskforce to help dairy farmers better understand how Federal Milk Marketing Orders (FMMOs) work and how milk is priced.

Farmers and staff from ISDA, South Dakota Dairy Producers, Nebraska State Dairy Association, Minnesota Milk, Wisconsin's Dairy Business Association and Edge Dairy Farmer Cooperative have been meeting since last spring to discuss milk pricing. Dr. Marin Bozic, a dairy economist and professor at the University of Minnesota, is helping to support this project.

One of the group's main purposes is helping farmers gain a better understanding of their milk checks and the pricing structure. Taskforce members are helping to coordinate and produce a great deal of educational content, including an ongoing webinar series. The member organizations are also drafting an educational piece that will touch on FMMO history. This work has focused on the benefits farmers receive and

what the future of the orders will be, given the changing market landscape.

The taskforce has also focused on the question of how to promote a more transparent pricing model. We know many dairy farmers do not truly understand their milk check. It simply should not be as complicated as it is, and the system itself suffers because of that. When farmers do not understand their paychecks, mistrust

to talk to your local representatives to help them understand the dairy industry and the issues you are having on your farm. These conversations can provide a foundation that ISDA can build on during the next legislative session.

I would like to conclude by referencing the Choose Iowa grants. These grants can be used for new processing, packaging and sales

“Iowa State Dairy Association has joined with dairy associations from neighboring states in a taskforce to help dairy farmers better understand how Federal Milk Marketing Orders (FMMOs) work and how milk is priced.”

arises within the system that is currently in place.

Farmers in different parts of the country continue to deal with lost revenue from negative Producer Price Differentials (PPDs). In addition to helping educate farmers about the real causes of negative PPDs, the taskforce looked at ways to help minimize their impact in the future. Even though addressing the impact of negative PPDs was top of mind, the taskforce has also looked at other ways to improve FMMOs as well. The group is expected to continue tackling other areas in need of improvement during their remaining meetings in 2021.

ISDA encourages Iowa dairy farmers

techniques that add value to the farmers. For example, a dairy farmer may invest in on-farm processing or packaging equipment to sell dairy to grocery stores and farmers markets. Grant funding can also be used for employee training and continuing education programs. Farmers, businesses and non-profit organizations that are currently living or operating in Iowa may apply for the Choose Iowa Marketing and Promotion Grants. Preference will be given to small- and medium-sized businesses.

Additional details about the Choose Iowa Marketing and Promotion Grant program can be found on Pages 16-17.

Northeast Iowa Dairy & Agriculture Foundation

Iowa's Dairy Center Welcomes FFA Members from Across the Midwest

In the midst of harvest season, we'd like to take a minute to reflect on the past year. There have been lots of exciting things happening for the Northeast Iowa Dairy & Agriculture Foundation and Iowa's Dairy Center and so much to be thankful for.

After 24 years, Dr. Ken Reimer has retired as the Chair of the Northeast Iowa Community College (NICC) Board of Trustees. Dr. Reimer's leadership at the College has been instrumental and he was a driving force behind Iowa's Dairy Center. We thank him for over 20 years of hard work, dedication and leadership.

This September, Iowa's Dairy Center welcomed more than 450 FFA



NORTHEAST IOWA DAIRY & AGRICULTURE FOUNDATION

members from 32 Iowa, Minnesota and Wisconsin high schools for the annual Tri-State Ag & Dairy Expo. The expo featured dairy judging and dairy products contests where students enhanced their evaluation skills on dairy cattle and products. In addition to a competition for students, the expo offered seminars on agriculture topics which included a grain bin rescue demonstration by the National Education Center for

Agricultural Safety and presentations on beef cattle, dairy cattle and cover crops. The event was paired with a field day and The Big Show broadcasted live on-site.

Consumer education continues to be a growing area for the Dairy & Agriculture Foundation and we continue to work with tourism partners to attract visitors from all over the country (and world!) to learn about Iowa's dairy community. This summer we welcomed thousands of people for tours and events, including Breakfast on the Farm. On December 10, we will be hosting a Drive-Thru Santa on the Farm event where attendees will be able to meet Santa and Mrs. Claus from their

continued on page 5 →



A LEADER IN DAIRY SCIENCE EDUCATION

This is an exciting time in agriculture. Technology continues to evolve, impacting industry and the family farm; from robots in the barn, to GPS in machinery and the science behind balanced nutrition. Hands-on learning in the world-renowned Iowa's Dairy Center positions you to impact the future.

EXPLORE DAIRY SCIENCE AT NICC!

VISIT CAMPUS.



UPCOMING VISITS

Dec. 2
Feb. 10
Feb. 24
March 3



AGRICULTURE AND ANIMAL SCIENCE PROGRAM PREVIEW

Feb. 25 • 10 a.m.

SCHEDULE A VISIT TODAY!

www.nicc.edu/visit

LEARN MORE.

Dave Lawstuen, Dairy Science Instructor
833.642.2338



NORTHEAST IOWA
DAIRY & AGRICULTURE
FOUNDATION



NORTHEAST IOWA
COMMUNITY COLLEGE

www.iowadairycenter.com • www.nicc.edu/agscience

NE Iowa Dairy

(cont. from Page 4)

vehicles. The drive-thru route will loop through farm's freestall barn to see a close-up view of the milking cows visitors will enjoy milk and cookies served right to their vehicles. The event strives to immerse dairy into the joy the holidays bring to visitors.

After a busy summer completing internships, NICC Dairy Science Technology students are in the midst of their fall semester. This year, we welcomed new dairy students from across the country. The students have had an eventful fall as they played an integral part in the Tri-State Ag & Dairy Expo preparing all of the dairy judging classes. NICC has hired Blake Courtney as the Dairy Judging Coach where he has been working with students in preparation for contests. The NICC Dairy Judging Team consisting of Kaylee Gibbs of Waterville, Michael Hagen of Waukon, Caleb Brumm of Staceyville and Riley Reis of Cresco placed third in the Practical Contest at World Dairy Expo. From the classroom to extracurricular activities, we could not be more proud of the accomplishments of our students.

Stay connected with the Northeast Iowa Dairy & Agriculture Foundation's news and events by signing up for our monthly e-newsletter on our website at iowadairycenter.com. On behalf of the Northeast Iowa Dairy & Agriculture Foundation, we wish you and your families a safe, bountiful harvest season!

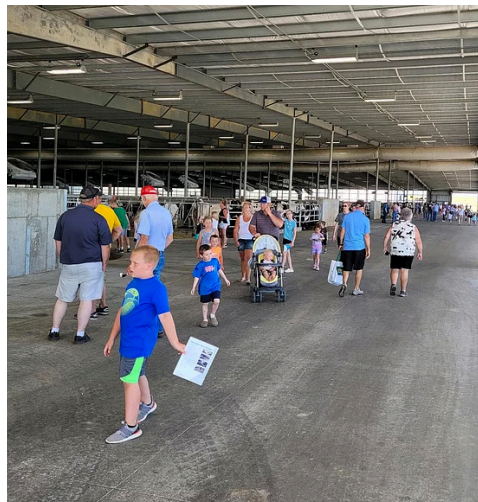
News from Western Iowa Dairy Alliance

A Look Back at Past Events

The Western Iowa Dairy Alliance is looking forward to an exciting year in 2022 while reflecting on a great year in 2021 with fun events held throughout western Iowa promoting the dairy industry.



On June 9th, WIDA held their annual open house at Perry Creek Dairy near Merrill, Iowa. Perry Creek Dairy milks about 3,200 cows on a rotary parlor with cows housed in a tunnel ventilated barn. This event was a great opportunity to engage with the public in person once again to share our dairy story. The open house provided not only the public a chance to experience this state-of-the-art operation, but also a learning opportunity for others in the dairy industry to see the new technology available in action. Iowa Lieutenant Governor Adam Gregg attended the event and Iowa Governor Kim Reynolds signed a proclamation making June officially Dairy Month in Iowa. It was a great night celebrating dairy!



The WIDA Open House was held at Perry Creek Dairy near Merrill on June 9th.

On September 17th, WIDA hosted a Dairy Day at the Clay County Fair in Spencer. The day was filled with sharing delicious samples of chocolate milk from Kemps and cheese curds or string cheese from AMPI Sanborn. Offering some dairy goodness is always a great way to connect with consumers! We also had a trivia wheel set up to test fair goers' dairy knowledge. ISU's AgCiting program brought groups of kids to our dairy Olympic area and feed mixing demonstration — both were huge hits! Thank you to all the volunteers who helped make Dairy Day at the fair a success.

The mission of the Western Iowa Dairy Alliance has been and continues to be to educate our famers, promote our products, and inspire the next generation in the dairy industry. We are proud to be the voice of the western Iowa dairy industry.

If you want more information about WIDA, have any questions, or want to get involved please contact us at (712)-441-5308, email info@wiadairy.com, or visit our website www.wiadairy.com.

Expanding Connections to Iowa's Dairy Experts

By Fred M. Hall

ISU Dairy Extension Specialist

When Mitch asked me to pen an article on dairy programing, it made me realize the past 18 months has changed how the industry asks for information and how we provide it. While your ISU Extension dairy team and I-29 Moo University dairy specialist still provide face-to-face meetings and consultations, the dairy team and the I-29 Moo University consortium have expanded services including providing two dairy podcasts each month on current topics.

The upcoming ISU dairy podcast has Jenn Bentley and I discussing rodent control on the dairy — a timely topic as cooler temperatures and harvested crops drive rats and mice to the farmstead. And the recent I-29 Moo University podcasts covered silage pile safety and a recap of the World Dairy Expo.

The podcasts are usually paired with the monthly webinars. The ISU October webinar covered rodent control and the September I-29 webinar discussed pricing corn silage. In the upcoming months topics will include what the silage nutrient tests tell us about how the silage will feed out and a weather forecast for the 2022 growing season. Monthly dairy webinars are usually held over the noon hour on the third Wednesday.

With the lifting of in-person meeting restrictions, schedules have begun to look more normal. Both the Tri-state and Siouxland Ag Lenders will be “live” and are Set for November 9 and 10, respectively. The I-29 Winter series also is returning and will be

held in Brookings on January 11 and at Rock Rapids on January 12.

Dairy Days will begin in Riceville on January 25 and moves to Calmar on January 26, New Vienna on January 27 and on to Kalona on February 1. The series concludes with a new location at Primghar in Northwest Iowa.

In response to high levels of both personal and financial farm stress, the Iowa State University Extension and Outreach Dairy Team offered three “Farm Couple Getaways” across Iowa, with one location in Northwest Iowa. The program targeted farm couples wanting to take advantage of activities to improve farm family communication, work on farm or family goal setting or farm transitioning, or who would just wanted a weekend away to discuss farm and family issues as a couple.

The I-29 group of dairy specialists also host the Dairy Beef Seminar in conjunction with the Central Plains Dairy Expo in Sioux Falls, SD. It has grown into the oldest and largest dairy beef program in the United States. The 2022 program is set for

Tuesday, March 29th.

The ISU dairy team also hosts the Four-State Dairy Nutrition and Management Conference in Dubuque each June. Along with dairy Extension specialists from Minnesota, Wisconsin and Illinois, planning targets nutritionists and consultants working with dairies in the upper-Midwest with the newest research.

Finally, the dairy team works with youth programs including many dairy shows plus the state Dairy Quiz Bowl and judging contest at the state fair.

Fred M. Hall can be reached at 712-737-4230 or fredhall@iastate.edu.

Proud to Support Iowa's Dairy Farmers!



Iowa Corn raises a glass to our hardworking dairy farmers. From the field to the glass, we're proud to support Iowa's dairy industry.

IOWA CORN
iowacorn.org

New Travel Iowa Partnership Promotes Agritourism



Midwest Dairy has teamed up with Travel Iowa to promote the launch of a brand new agritourism passport — the Iowa Farm and Fun Passport. This passport was designed to encourage and give visitors of Iowa an up close and personal experience with Iowa’s agriculture industry.

This is a family friendly experiences that provides opportunities to discover farm experiences across the state. Once downloaded, the passport includes a dairy specific trail featuring 11 Iowa dairy tourism locations and is free to sign up for and offers deals and discounts for users.

Dairy trail travelers are eligible to win prizes for visiting 3 locations during the Months of September through December. This partnership launched because of our 2020 Virtual Cheeseboard Chats with the continued goal to grow trust in the dairy industry and local farmers. For more information please visit: <https://explore.traveliowa.com/checkout/311/travel-iowa/2502/iowa-farm-fun-passport>.



Celebrating 100 Years of
COMMITMENT
INNOVATION
AMERICAN
MADE
RITCHIE®

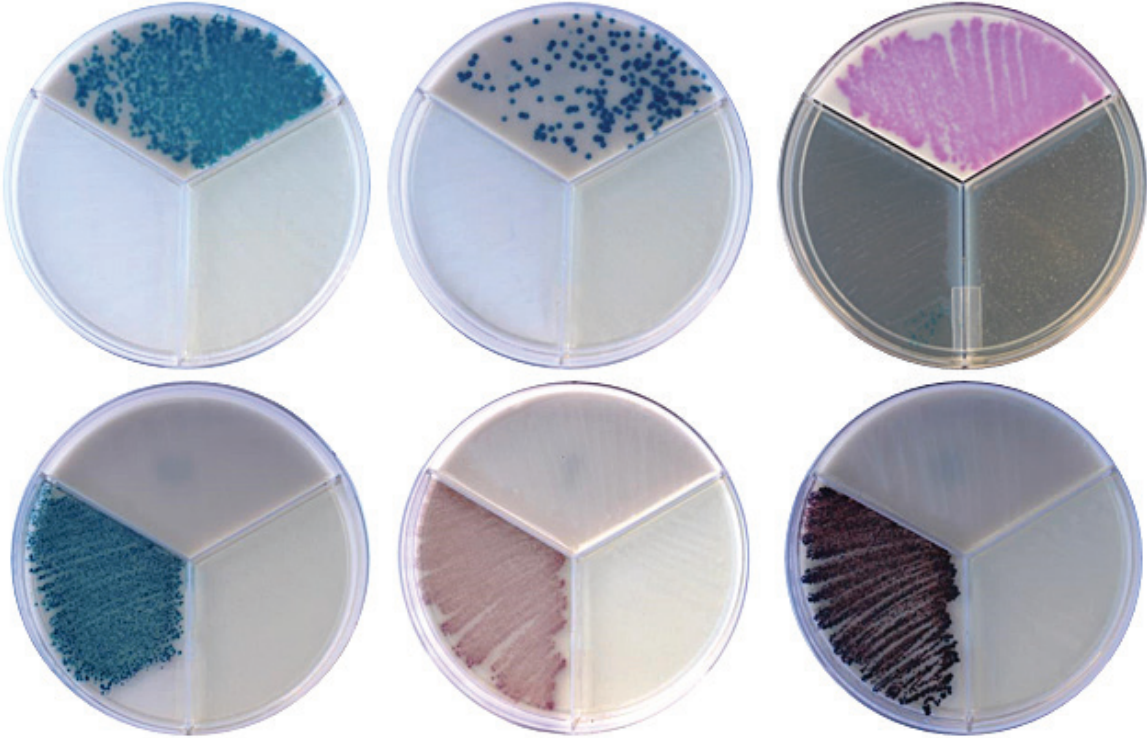
Ritchie has been innovating automatic watering since 1921. Made in America and built to last, Ritchie and its waterers are as strong and enduring as the Iowa farmers and ranchers we serve.

www.ritchiefount.com

Fresh Water For Life™

Ritchie®
100
1921 * 2021

TAKE THE **GUESSWORK** OUT OF MASTITIS TESTING.



Different bacteria, different colors.
AccuMast® on-farm mastitis culture system uses color to diagnose mastitis cases just 12-16 hours after detection. With AccuMast®, the goals of selective therapy are finally achievable – saving you time and money, while improving the health of your cows and milk quality.

The new Gold Standard for Mastitis Testing. Research shows AccuMast® is the most accurate on-farm test on the market, plus it's the only test that correctly identified *Staphylococcus aureus*.



ISDA Members:
Order AccuMast® online
and receive a 5% discount!
Use Code: **ACCU5**



To Order or Learn More, visit:
MyVetSupplies.com
customerservice@InterVetSupplies.com
[844] 401 7703

AccuMast® is a registered trademark of FERA Diagnostics and Biologicals.

Introducing AccuMast® from FERA Diagnostics

Thanks to all ISDA Members who visited us recently at World Dairy Expo! Not only is the annual Expo a great opportunity for us to meet new people and re-connect with our loyal customers, it's a great place to see what's new in the dairy world. One of the most exciting new products is AccuMast® from FERA Diagnostics and Biologicals.

IVS is a proud distributor of this easy, economical, and extremely



accurate new technology to test and diagnose mastitis. With consumers increasingly focused on antibiotic use and milk quality, dairy producers need a quick and accurate way to diagnose mastitis cases so they can select the most effective treatment. However, current mastitis diagnostics tools are either too slow or too inconsistent and difficult to integrate into a farm setting. Until now.

AccuMast®, an on-farm mastitis culture system, uses color to diagnose mastitis cases just 16 hours after detection. With AccuMast®, the goals of selective therapy are finally achievable — saving time and money, while improving the health of your cows and quality of the milk.

What sets AccuMast® Apart?

AccuMast® is so fast, easy and

accurate it has been hailed for its practical application of mastitis culturing. Research shows it's the most accurate on-farm test on the market, plus it's the only test that correctly identified *Staphylococcus aureus*. Thanks to this effective and easy system, farms across the nation are finally able to selectively treat cows without making compromises!

How It Works:

- Obtain a sample from the affected quarter
- Streak milk onto the plate
- Incubate for 12 - 16 hours

- Wait to treat cows according to results without negatively affecting cure rates
- Color-coded, easy-to-read results
- Fewer contaminated samples than traditional lab cultures
- Help from a trained technician is a text or email away — simply send a picture to FERA Diagnostics for quick customer support

For more information and to see our full line of AccuMast® testing products visit MyVetSupplies.com.

AccuMast® is a registered trademark of FERA Diagnostics and Biologicals.

DCC Waterbeds® & ROBOTIC MILKING

The Perfect Duo!



- Reduce cow stress
- Reduce labor
- Long-term investment for next generation

Craig, Roger & Stephen Roerick,
Roerview Dairy Upsala, MN
170 ISO waterbeds • 104 lbs production
"We don't see many cows just standing around anymore, they are either eating, sleeping or milking. Happy cows make more milk—that is all there is to it. This was a 100% good decision! We are very happy with how [DCC Waterbeds] work and how comfortable our cows are."

DCC WATERBEDS:

- Superior cow-comfort
- Minimal bedding maintenance disruption
- Dry surface, low SCC
- Simplify manure management
- Eliminate sand to reduce wear on robots

DCC Waterbeds®
Dual Chamber Cow Waterbeds

www.DCCWaterbeds.com | (608) 709-2693
Advanced Comfort Technology, Inc. © 2020

Conservation Solutions for Iowa Dairy Producers

From managing manure to grazing improvements to energy efficiency upgrades, NRCS offers conservation planning and financial assistance to implement practices that protect natural resources on your farm.

Jon Hubbert, state conservationist for NRCS in Iowa, says protecting natural resources on your land starts with a plan, and grows from there. “Our staff of conservationists are willing to assist with many aspects of your operation,” he said. “We can put together a conservation plan for you to help you achieve your long-term conservation and production goals.”

Farm Bill Programs

Once a conservation plan is in place, NRCS provides financial assistance programs to offset the cost. One

of the oldest and most well-known programs is the Environmental Quality Incentives Program (EQIP). Through EQIP, NRCS provides agricultural producers with financial resources and one-on-one help to plan and implement conservation practices. Using these practices can improve your agricultural operations and lead to cleaner water and air, healthy soils, and better wildlife habitat. Last year, NRCS obligated about \$33 million through EQIP to implement conservation practices on Iowa agricultural lands.

Another popular Farm Bill conservation program is the Conservation Stewardship Program (CSP). Through CSP, Iowa NRCS helps farmers maintain and improve their existing conservation systems

and adopt additional conservation activities to address priority resource concerns. CSP pays for conservation performance — the higher the performance, the higher the payment. The 389 CSP contracts selected for funding in Iowa last year total about \$19.7 million for Iowa farmers over the next five years, helping to treat resource concerns on 186,681 acres.

CSP contract holders boost their conservation activities through “enhancements.” Working one-on-one with their NRCS conservation planner, CSP applicants select enhancements that best fit their management goals.

Conservation Practices

Examples of conservation practices Iowa dairy producers can adopt in Iowa through EQIP or CSP:

- **Comprehensive Nutrient Management Plan (CNMP):** Depending on the type of animal feeding operation, a CNMP may be required to document activities on a livestock operation. The CNMP evaluates existing environmental risks and provides proposals to reduce the risk of negative impacts on the environment.
- **Nutrient Management:** Nutrient management is the actual management of the manure and other nutrient sources after developing a CNMP.
- **Manure Storage:** Storing waste to protect downstream water courses from manure runoff by storing manure until conditions are appropriate for field



Serving dairy farmers across the Midwest in a variety of ways, including:

Effectively advocating dairy policies that impact dairy farmers.	Providing more than \$100,000 in disaster assistance in 2020.	Awarding \$181,000 in scholarships to 205 students since 2013.
-------------------------------------------------------------------------	----------------------------------------------------------------------	-----------------------------------------------------------------------

Learn more at www.FarmFirstDairyCooperative.com

continued on page 11 →

application. This could include basins, tanks, pits beneath a confinement facility, or a sheltered concrete slab area. These practices can also cut fertilizer costs and reduce nutrient losses.

- **Prescribed Grazing/Watering Systems:** NRCS can help dairy producers with grazing animals develop a rotational grazing system to help manage forages. Within the grazing plan, NRCS can design watering facilities to allow livestock daily water accesses. Easily accessible water keeps livestock healthier and helps reduce soil compaction and erosion and keeps pastures in better shape.
- **Energy Audit/Farmstead Energy Improvement:** NRCS can help with a farmstead energy audit to discover ways to help dairy

producers save money and energy. This can include energy upgrades to lighting systems, pumps for milking equipment, refrigeration plate coolers, compressor heat recovery systems, and variable speed drive motors used to run milking equipment.

- **Filter Strips:** A strip of grass, trees or shrubs that filters sediment and manure runoff and removes contaminants before they reach water bodies or water sources, such as wells.
- **Conservation Crop Rotations:** Incorporating small grains into the cropping system for additional silage or grazing.
- **Cover Crops:** Planting crops such as cereal rye, oats, and winter wheat to temporarily protect the soil from

wind and water erosion and supply living roots to the soil during times when cropland is often not adequately protected. Cover crops usually have adequate time to grow in the fall after corn silage. Cover crops are also used often by dairy producers for nutrient uptake after manure pits are emptied and for spring forage.

NRCS has 100 field offices throughout Iowa, located at USDA Service Centers. Iowa NRCS shares office space with the Iowa Department of Agriculture and Land Stewardship-Division of Soil Conservation and Water Quality and local Soil and Water Conservation Districts. To locate your local NRCS office, visit www.farmers.gov/working-with-us/service-center-locator.



**BUILT STRONGER.
LASTS LONGER.**

Specialized equipment built stronger to execute your agricultural waste handling needs.

<p>Screw Separators</p> 	<p>Prop Mixers</p> 
<p>Chopper Pumps</p> 	<p>Sludge Thickeners</p> 

SALES > SERVICE > TRADE-INS

Ask us about our free 30-day equipment trial.

507.375.5577
dodausa.com
 255 16th Street South, St. James, MN



"Your Waste System Specialists"



As your **liquid & dry manure specialists**, we offer a complete line of manure handling equipment to meet just about every need.

- Liquid manure tanks
- Manure scraper systems
- Manure pumps
- Drag hose systems
- Pit additives
- Dry box spreaders (commercial or farm duty)

We always have a large selection of **new & good clean used equipment** on hand.



SALES • PARTS • SERVICE













3115 320th St. • Hull, Iowa 51239
 3516 9th Ave. SW • Watertown, SD 57201

(712) 439-2081 
www.automatedwastesystems.com
aws@premieronline.net



011010110110



EVERY STEP. EVERY SEASON.

Innovative technologies and local expertise. Nutrien Ag Solutions delivers the unparalleled access you need to lead the field – today and tomorrow. Talk to your local crop consultant or visit NutrienAgSolutions.com for more information.

#LeadingTheField



SEED



NUTRITION



PROTECTION



DIGITAL



FINANCIAL



SUSTAINABILITY

Innovative Technologies Help Feed the Future

By Peter Allen, NE Iowa Division Manager, Nutrien Ag Solutions

Nutrien Ag Solutions is leading the field in preparing our growers and the agriculture industry to help to feed a growing world. By 2050, there will be almost 10 billion people to feed. We realize that as the world's leading Ag retailer, we play a critical role in feeding the future, so we are striving to help increase food production while implementing sustainability practices.

To meet that goal, we are taking an innovative approach to our six sustainability commitments for 2030.

These commitments are focused on feeding the planet sustainably, taking action to reduce emissions to take care of the environment and climate, and by making the agriculture industry an inclusive community.

Working with growers and dairy farmers, our crop consultants can help us reach these goals. They create solutions that can support better yields while using environmentally friendly agronomic practices. This helps us all move toward the future of sustainable agriculture.

In addition, our crop consultants offer services for soil sampling, tissue

sampling, field scouting, application of crop inputs and precision agriculture. They also use technology and our Digital Hub platform to provide services such as field planning and sustainability tracking. Working with their crop consultant, growers can view weather forecasts, payment scheduling and field-level insights at their fingertips anytime, anywhere.

To learn how Nutrien Ag Solutions can help you increase your crop yields and milk production, find a crop consultant near you by visiting NutrienAgSolutions.com.



We Appreciate
all of our hard working truck drivers!
These people tackle one of America's
most demanding jobs and for this
WE SAY THANK YOU!



**Second to none for all
your dairy hauling needs!**

712.324.0182 • 900 W. 16th St • Sheldon, IA



**DAIRY IS
OUR
BREAD &
BUTTER.**

Pioneer has been dedicated to the dairy industry for over 95 years. Our complete forages package gives you unrivaled performance and a team of local experts. Contact your Pioneer sales representative to learn about our corn silage products, alfalfa varieties and inoculants.

Pioneer.com/Forages



PIONEER.

** Trademarks of Corteva Agriscience and its affiliated companies. © 2021 Corteva.



ISDA Processor Supporters



"It's amazing how the data we get from the Astronaut can help us make sure we're milking the right cow at the right time, looking at who we need to from a somatic cell standpoint and more. Utilizing these tools that the Astronaut gives us has just been excellent."

- Ryan Horsens, Horsens Homestead Farms

Scan the QR code to watch a video!



The way to dairy.™

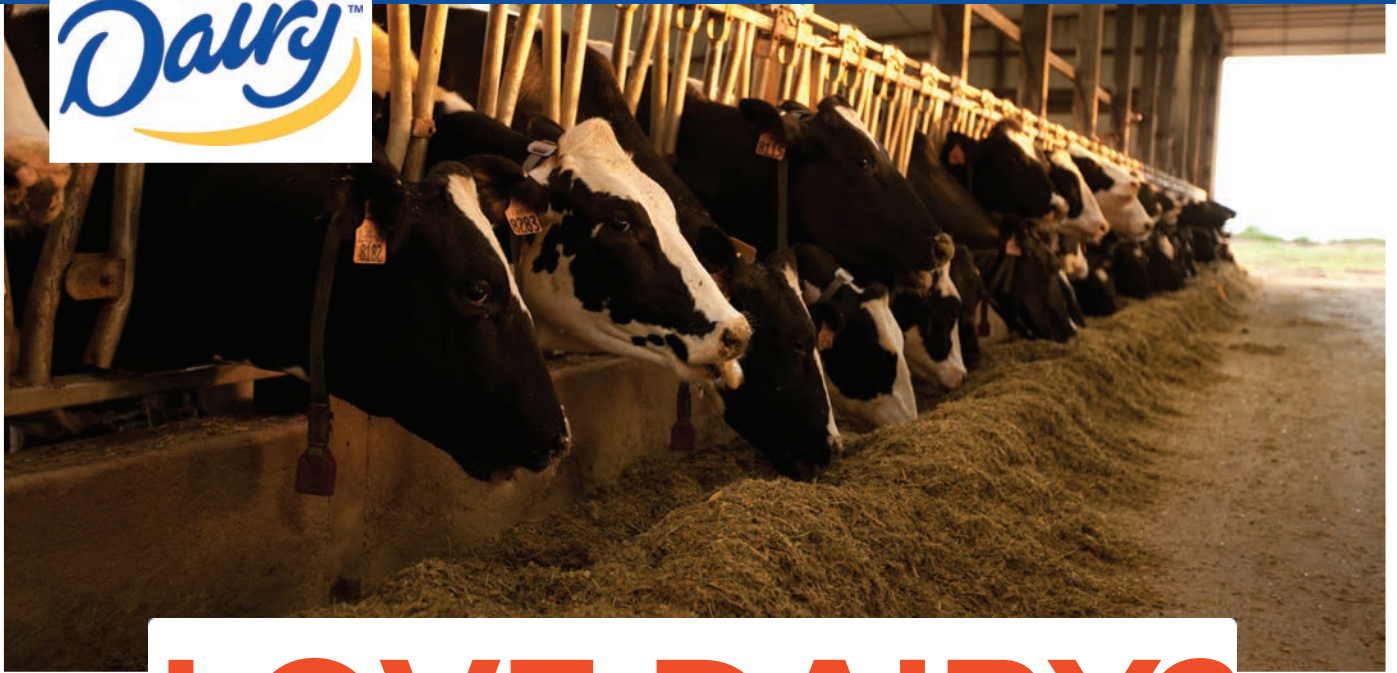
www.lely.com 1-888-245-4684



The information given in this publication is provided for information purposes only and does not constitute an offer for sale. Certain products may not be available in individual countries and products supplied may differ from those illustrated. No part of this publication may be copied or published by means of printing, photocopying, microfilm or any other process whatsoever without prior permission in writing by Lely Holding B.V. Although the contents of this publication have been compiled with the greatest possible care, Lely cannot accept liability for any damage that might arise from errors or omissions in this publication. For more information on the right on exclusive use please refer to our trademark notice on www.lely.com. Copyright © 2021 Lely Holding B.V. All rights reserved. 1722_1021_US

Thank you to all Iowa State Dairy Association Supporters!





LOVE DAIRY?

GET INVOLVED

From the dairy ambassador program to promotional items, we have resources for everyone to get involved.



Dairy Ambassadors

College-age students interested in dairy have the opportunity to grow their leadership skills and connect with consumers.



Promotional Items

Free promotional items are available to dairy farmers to help them tell their story.



Grant Dollars

Grant dollars are available to help connect with consumers and also attend leadership events.

LEARN MORE

MidwestDairy.com

CHOOSE IOWA MARKETING AND PROMOTION GRANT PROGRAM

The Choose Iowa Marketing and Promotion Grant Program exists to identify, evaluate, and financially support programs and services that add value to agricultural products, enable new technologies, and support alternative marketing strategies.

ELIGIBLE APPLICANTS

Applicants must:

- Be an individual, business, agricultural cooperative, non-profit organization, or local government.
- Be in good standing with the State of Iowa
- Currently reside or conduct business in Iowa

ELIGIBLE PROJECTS

Projects must:

- Increase sales of Iowa agricultural products by increasing production capacity or expanding market access for value-added projects
- Not be in progress until a grant is awarded
- Be completed in 18 months or less
- Be conducted in Iowa

Examples include but are not limited to:

- Purchase and installation of equipment used in the production of value-added agricultural products
- Creamery or milk product processing and packaging equipment
- Food hub development or expansion
- Direct to consumer technology
- Cooler walls and refrigeration units
- Grading, packing, labeling, packaging, or sorting equipment
- Refrigerated trucks to access new markets
- Food processing short courses and workshops

Ineligible expenses:

- Equipment for meat processing (funding available through IEDA)
- Infrastructure for renewable fuels (funding available through IDALS-RFIP)
- Expenses incurred prior to grant award
- Start-up costs such as inventory, license fees, working capital, etc.
- Equipment/facilities for crop or livestock production
- Advertising, public relations, entertainment, and costs
- Employee wages and benefits
- Paying off existing debt, related collection costs, or legal costs
- Paying off existing fines, penalties, or settlements from failure to comply with laws or regulations

GRANT AMOUNT AND TERMS

Maximum grant awards shall not exceed \$25,000.

- Applicants must provide a minimum one-to-one financial match from private sources for total project costs.
 - Example: An individual applying for a grant of \$5,000 must provide at least \$5,000 from other sources.
- Additional points will be awarded to applicants that provide more than the required match amount.

The Choose Iowa Marketing and Promotion Grant program is a competitive grant program. Grants will be scored and awarded based on the following criteria:

- Impact on Iowa agriculture
- Addresses the goals of the Choose Iowa Marketing and Promotion Grant program
- Business readiness, financial sustainability, and experience
- A detailed work plan and timeline
- Budget and match
- Measureable objectives

All grants will be paid out on a reimbursement basis. Preference will be given to small and medium sized businesses.

APPLICATION MATERIALS

Applicants must apply for the Choose Iowa Marketing and Promotion Grant through the online application portal found at ChooseIowa.com/grant-program. Applicants may submit supporting documents or letters of support with their applications.

Applications are due no later than 5:00 pm on December 15, 2021.

SCORING CRITERIA

Projects will be scored on a 100-point scale with a variety of factors, including, but not limited to:

CRITERIA	MAXIMUM SCORE
Addresses Goals of the Choose Iowa Marketing and Promotion Grant <ul style="list-style-type: none">Increases sales of Iowa agricultural productsIncreases market access, diversifies markets, and/or increases processing capacity	25 points
Impact on Iowa Agriculture <ul style="list-style-type: none">Plan to increase sales of Iowa agricultural products is achievableAmount of Iowa agricultural products to be increased is realisticIncrease is appropriate for the size of the grant requestProject has the potential to impact many farmersProject has both short-term and long-term impact, including jobs and investments in Iowa	20 points
Business Readiness, Financial Sustainability, and Experience <ul style="list-style-type: none">Applicant demonstrates sound business management, financial aptitude, and stabilityApplicant describes the financial benefit of doing the grant projectApplicant demonstrates a need for grant funding	15 points
Budget and Match <ul style="list-style-type: none">Budget clearly details all project costsBudget clearly explains source and amount of applicant's funds for private matchBudget is cost effective and planned purchases are backed by quotes or other sources	15 points
Work Plan and Timeline <ul style="list-style-type: none">Work plan is thorough and realisticA detailed description of each step of the project is provided with estimated dates	15 points
Measureable Objectives <ul style="list-style-type: none">Describes how the project will achieve objectives of the grant program to benefit the business and agriculture communityObjectives of project are measurable and clearly stated	10 points
TOTAL	100 POINTS

GRANT AWARD TIMELINE

Grant program announced/applications sought	October 2021
Grant application deadline	December 15, 2021
Committee scores applications	December 2021/January 2022
Awardees announced	January/February 2022
Funds dispersed to awardees	By reimbursement

QUESTIONS?

Questions or comments can be directed to ChooseIowaGrant@IowaAgriculture.gov.





101 NE Trilein Dr.
Ankeny, IA 50021

**2021 ISDA
Annual Meeting**

**December 2, 2021
Quality Inn, Ames, IA**

Scan Code to Register




2022 Iowa State Dairy Association Membership Form

**PRODUCER MEMBERSHIP:
Waived**

Open to any individual actively dairy farming by producing milk or raising heifer replacements.

**ASSOCIATE MEMBERSHIP:
\$25/YEAR**

Available to any individual not actively dairy farming but has interest in the Iowa dairy industry.

**CORPORATE MEMBERSHIP
OPPORTUNITIES**

Please contact Mitch Schulte at 319-775-3451 for information on ISDA's corporate memberships.

Contact Name: _____

Farm or Business Name: _____

Address: _____

City: _____ State: _____ ZIP Code: _____

Phone: _____ Cell Phone: _____

County: _____ Email: _____

of Cows: _____ Ship Milk To: _____

I wish to opt out of the ISDA Producer Membership. I understand that by checking this box I opt out and will lose the right to the benefits provided by the ISDA.



You can also visit the ISDA website at www.iowadairy.org to fill out an online membership form. Please make Associate Membership checks payable to the Iowa State Dairy Association. For 2022, the ISDA Producer Membership fee will be waived in recognition of the financial restraints in the agricultural industry in Iowa. In 2022, we will review reinstating membership fees for the 2023 calendar year.

While membership dues to the Iowa State Dairy Association are not tax deductible as charitable contributions for federal income tax purposes, a portion may be tax deductible as ordinary and necessary business expenses. However, the portion of membership dues that represent nondeductible lobbying activities of Iowa State Dairy Association is not tax deductible. The nondeductible portion of your dues is 30%. **Please return dues and membership form to: ISDA Accounting Office, 2015 Rice Street, St. Paul, MN 55113.**