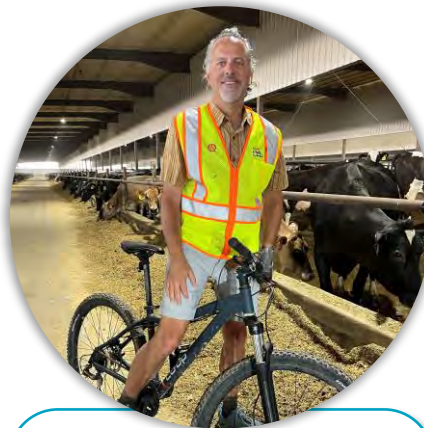


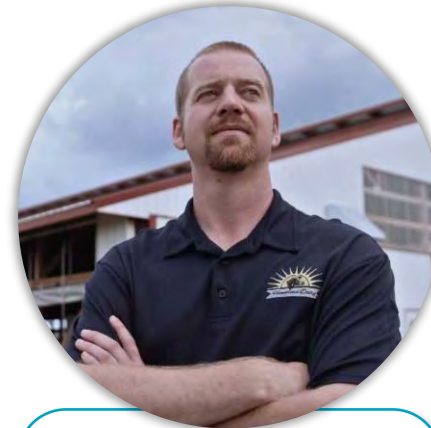
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With moderator Jeff Keunen
Adisseo Ruminant Technical Sales Manager, Canada



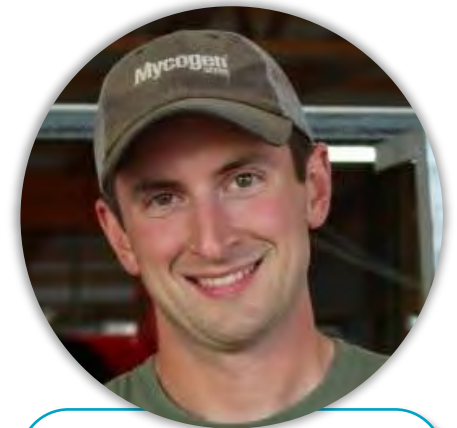
Greg Bethard

*High Plains
Ponderosa Dairy*



Brian Houin

Homestead Dairy

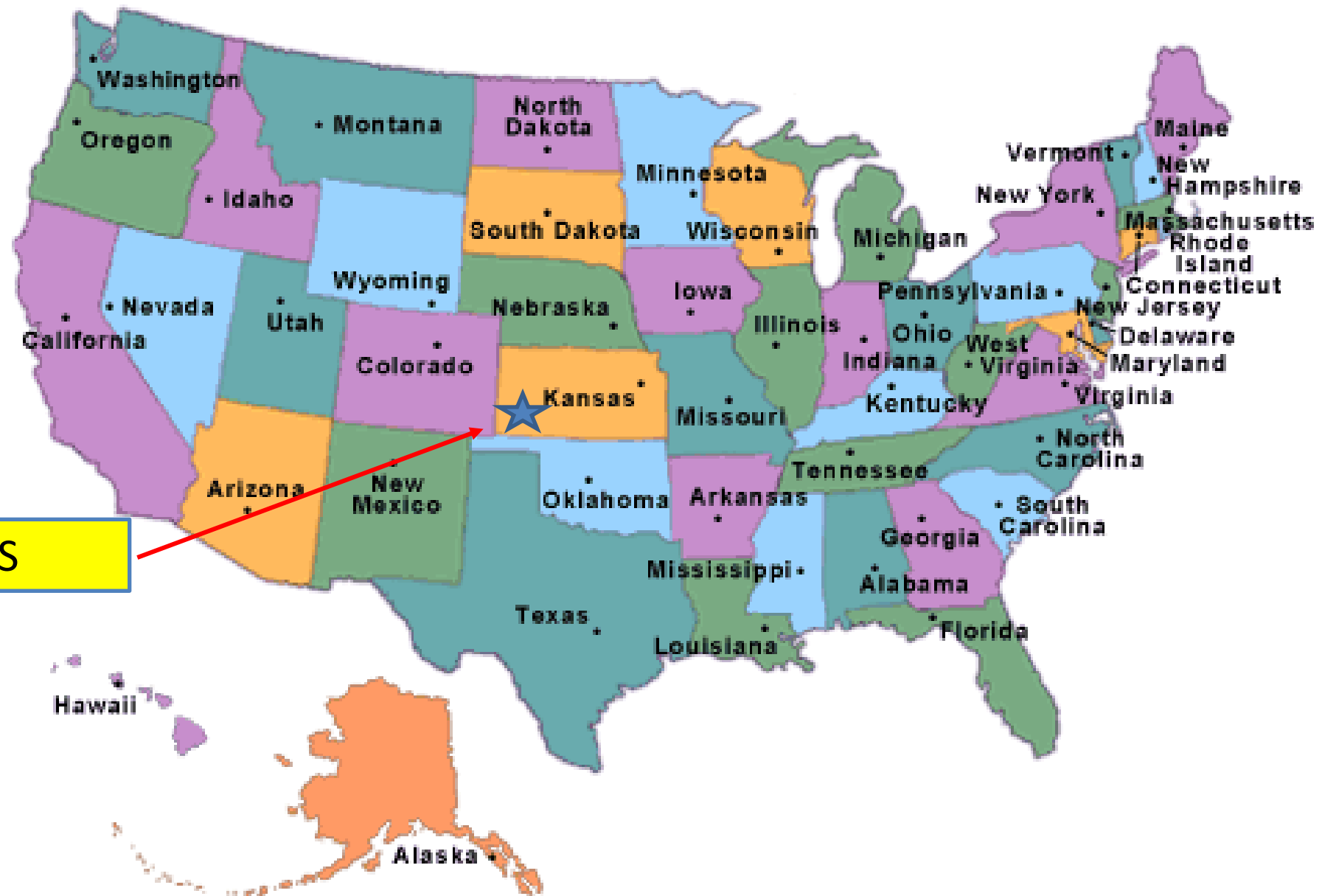


Sam Fessenden

Silver Spirit Farm



Greg Bethard, Ph.D.
CEO and Managing Partner
High Plains Ponderosa Dairy
Plains, KS



Plains, KS















Big Data

- We Utilize *Surveillance* tools that were developed to answer questions:
 - Did we get close up cows moved at the right time this week?
 - Did we get enough cows bred this week?
 - Did cows get dried off on-time this week?
 - Did foot trimmers get enough cows trimmed this week?
 - Are fresh cows healthy this week?
 - Was milk letdown good yesterday?
 - Were cows hot yesterday?
 - Are heifers getting sick?
 - Do we have more warts this week?
 - Etc etc etc

Surveillance Power Points, PDF's, and Power Bi

- Daily

- Parlor Summaries - PPT
- Heavy Breathing Summary – PPT
- Power Bi – daily milk, intakes, components, etc

- Weekly

- Fresh Cow Report – Power Bi
- Milk Quality Checklist - PPT
- Pen Capacities - PDF
- Heifer Cohorts - PDF
- Breeding report – Power Bi

- Biweekly

- Payroll report - PDF

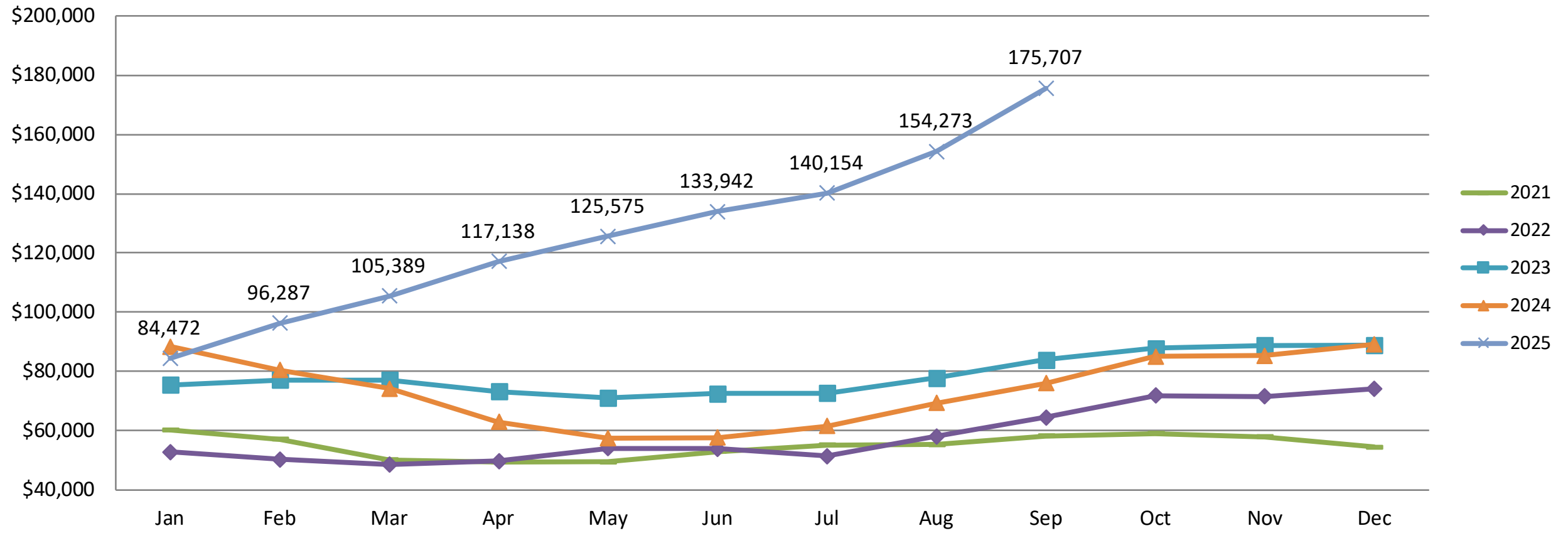
- Monthly

- Milk Sold Summary - PPT
- Monthly Heifer Monitor - PPT
- Lamé Summary - PPT
- Dead and Beef Summary - PPT
- Milk Quality Summary - PPT
- Survival Curve - PDF
- Lact=1 cohorts - PDF
- Inventory Projections - PPT
- Feeding Monitor - PDF
- Parlor Chemical Usage - PDF
- Feed inventory and Shrinkage - PDF
- Test Day Summary - PDF
- Financials – P&L, Borrowing Base, Cost/hr for equipment - PDF

What does Efficiency mean to us?

- In three words....*Breakeven Milk Price*
- In a commodity world it is how you compete
- Our most important Dairy Metric is *Static Variable Margin*...
 - More important than individual cow metrics like milk/cow, preg rate, conception rate, etc

High Plains Ponderosa Static Variable Margin, Dollars per day

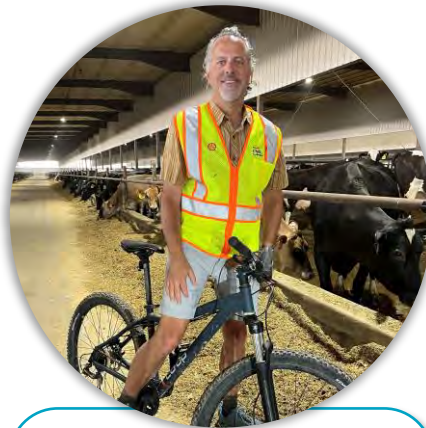


Static Margin = IOFC/d – \$2.05/d

\$2.05/d = Dry Cow Feed (\$0.30/d) + Replacement (\$1.25/d) +
supplies (\$0.50/d)

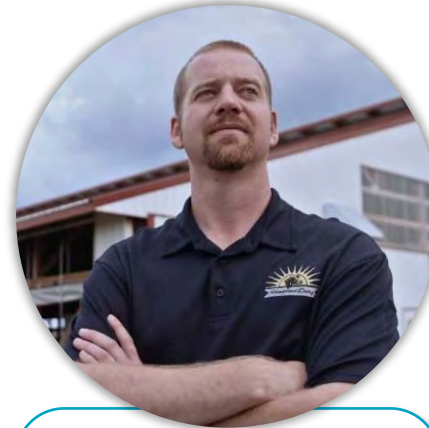
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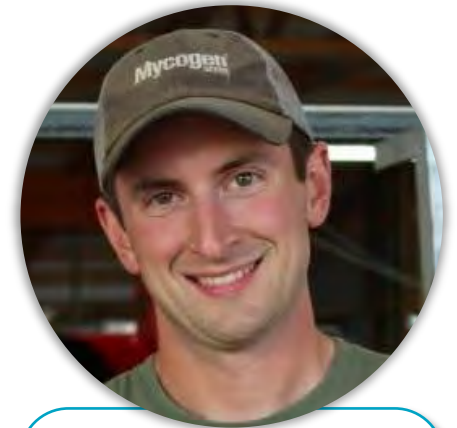
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Homestead Dairy



Sam Fessenden

Silver Spirit Farm

Homestead Dairy LLC.



Family owned and operated since 1979

Homestead Dairy LLC.

- Double 25 Parallel parlor built in 2000
- Afifarm and Afilab
- Milking 2100 cows, 3 times a day
- Methane Digester installed 2013



Homestead Green Energy Est. 2013

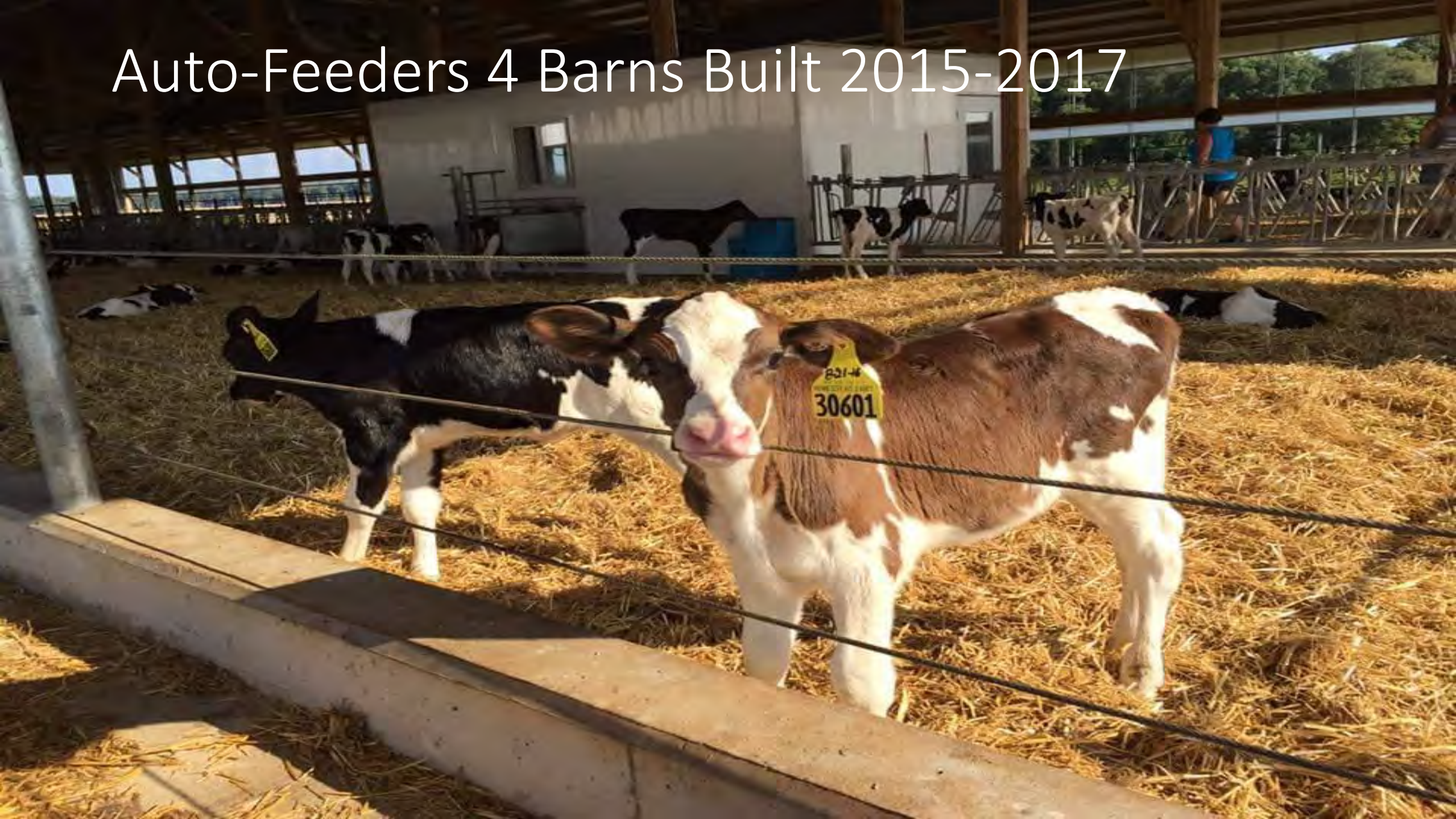


Legacy Dairy

- Purchased in 2007
- Double 8 parallel
- Expanded to double 12 in 2010
- Installed Afi in 2010
- Only 1st lactation animals
- Currently milking 830



Auto-Feeders 4 Barns Built 2015-2017



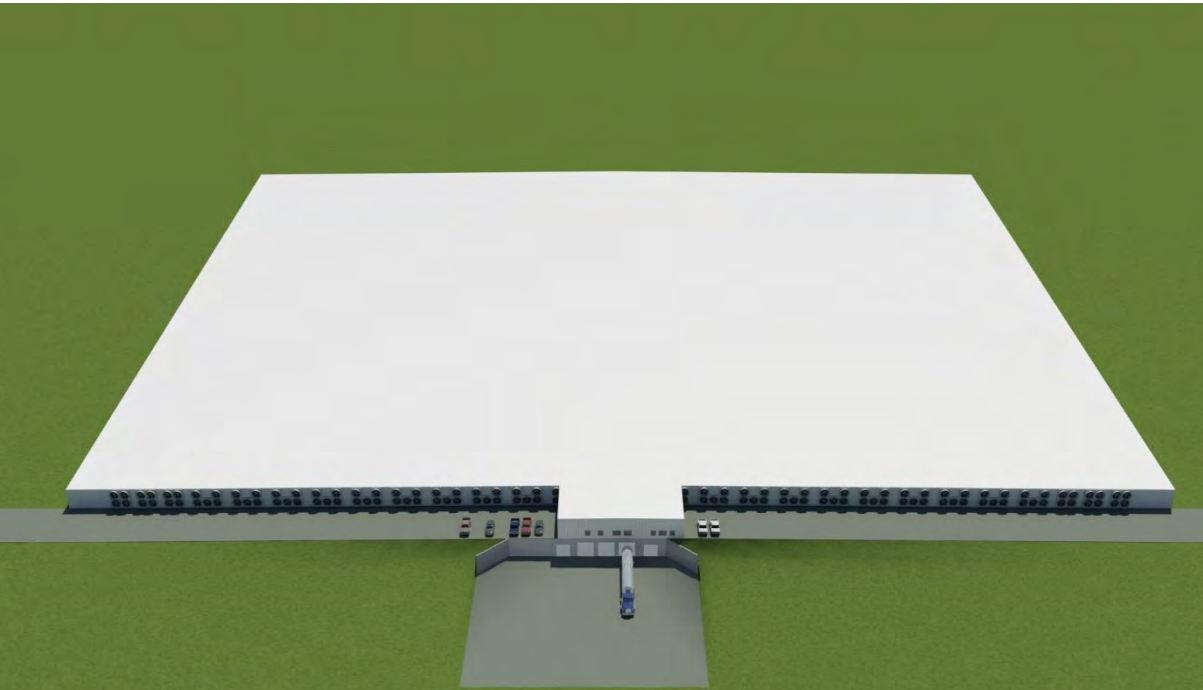


Genetic Testing Since 2012

- Bottom 50% DWP\$ get Beef semen or Holstein Embryo
- 50 Holstein Embryos per month
- Automatically imports in Dairy Comp



Robotic Dairy



- 36 Lely A5 Robots
- 3 Robots per pen

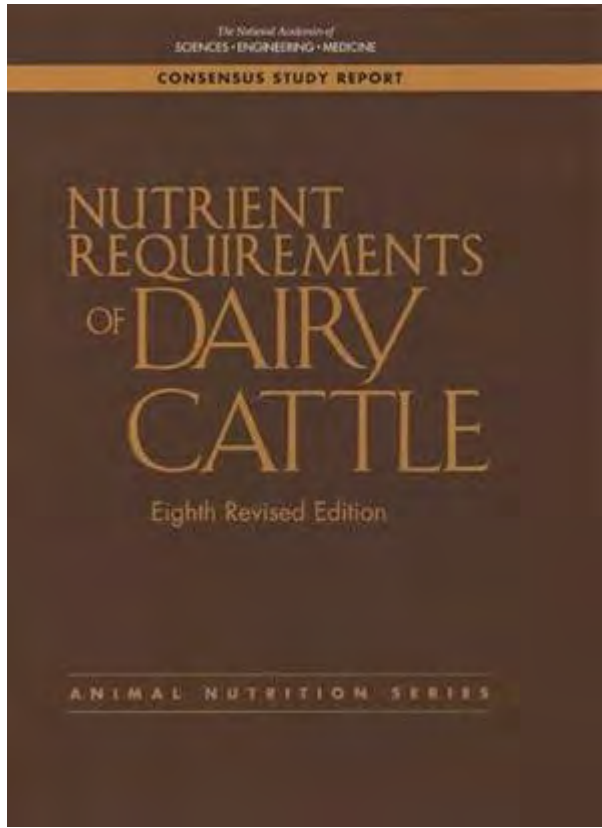
- New Maternity Pen
- Far off Dry Cow



New Feed Center

- Started Operation March 2025
- Automated making of premix
- Hand Load forages





Why and how I learned Nutrition

- 2010 had fresh cow problems
- Started with Amino Cow
- Chance meeting at World Dairy Expo
- 2014 introduced to NDS
- 2015 on my own
- 2017 hired a consultant



Visit our site or follow us on Facebook
www.homesteaddairy.com



Our Mission is to supply the highest quality
Agricultural products in a sustainable way,
while creating a positive impact for cows,
business, and community.

Thank you! | brian@homesteaddairy.com



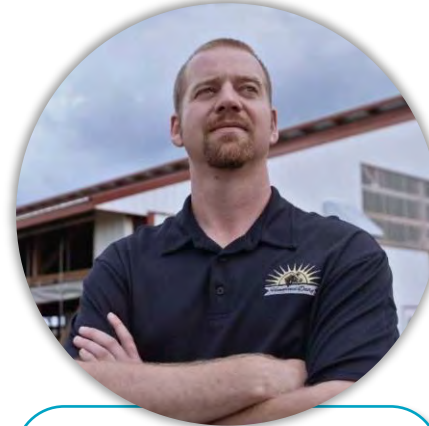
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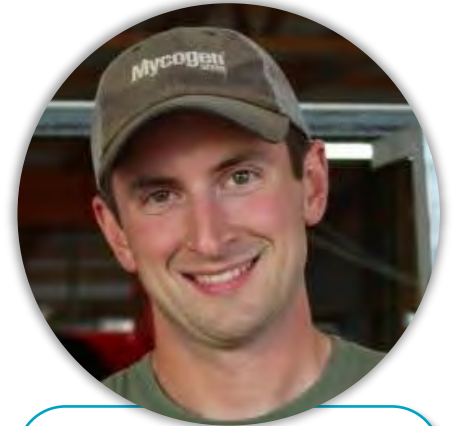
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Homestead Dairy



Sam Fessenden

Silver Spirit Farm

Silver Spirit Farm



Samuel Fessenden, PhD

Silver Spirit Farm, Elgin, MN

Agricultural Modeling and Training Systems (AMTS)



Silver Spirit Farm – People

- Partnership between Craig and Cathy Reiter, Sam and Brenda Fessenden
 - New robot dairy started in September 2020



Our Journey

- Craig and Cathy bought the farm in 1989
- Raised 5 kids
- Milked in 70 cow stanchion until 2011
- Transitioned to raising dairy steers



- Brenda--grew up on farm
- BS and MS from UMN (working on PhD)
- Joined Genetics team at Zoetis in 2013
- Tech Service Lead, Zoetis Precision Animal Health

- Sam –grew up on a 500 cow dairy in Central NY
- BS from Cornell, MS from UMN, PhD from Cornell.
- Joined AMTS in 2016



Cornell University



UNIVERSITY OF MINNESOTA

zoetis

AMTS



Overview

- 130 cows on 2 Lely A5 robots
 - All heifers raised on site
- 300 acres of tillable ground
 - Corn silage, alfalfa, annual haycrop, rye silage
 - High-moisture and dry corn
- Steers raised from birth to 6wt.
 - Sexed and beef semen, genomic testing

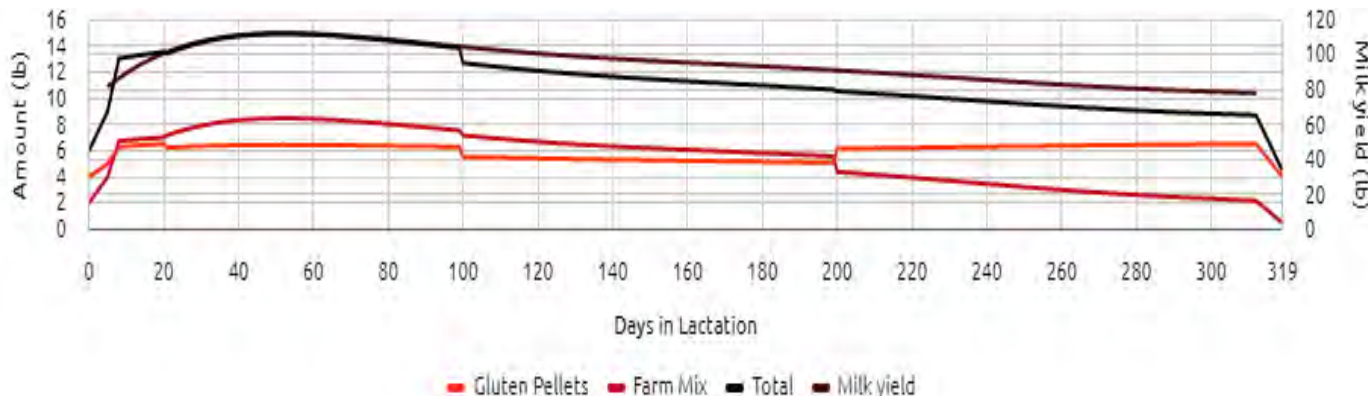






Robot Feed

- Ground dry corn (home-grown)
 - Mixed with some protect AA on-farm
- Gluten pellets (bulk)
- Target 8-12 lbs total robot feed/100lbs milk
 - Start at 40:60 corn:gluten, work up to 70:30 for peak/high cows
 - Bring back down to 20:80 corn:gluten as milk production decreases





Most valuable resource: Time

- Capital investment in robots is like paying for a very high-tech parlor PLUS 5-7 years of labor.
 - Con: Paying interest on the labor expense
 - Pro: They show up for work
- Just like a parlor, financial efficiency comes from pushing more F+P harvested per unit time.
 - Reduce free time & down time (maintain and clean!)
 - Increase milk/hour (milk speed, attachments)
 - Increase milk/cow (dilution of maintenance, fewer cow touches/cwt)
 - Milk the right cows at the right time! (milk access)

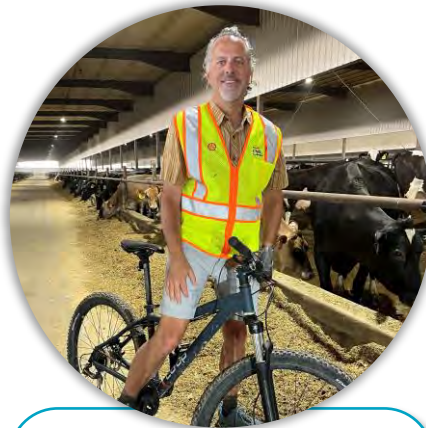


Thank you!



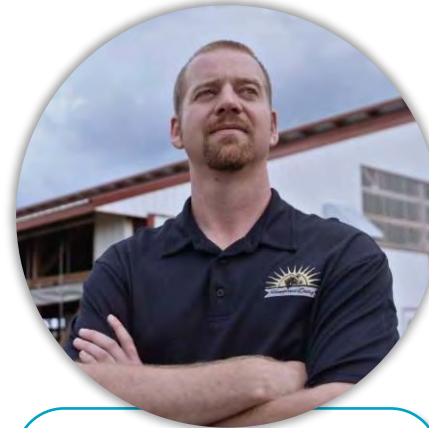
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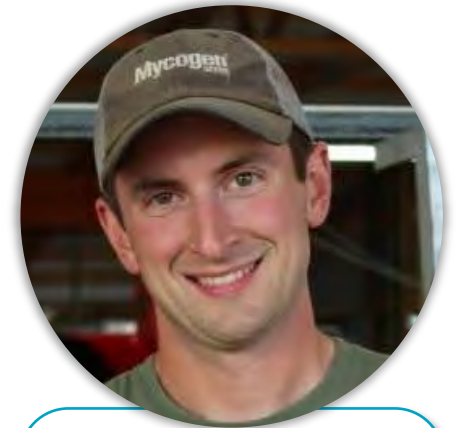
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