DHI Cooperative Board of Directors

June 12, 2008

Dairy One Mission

The mission of Dairy One is to create and deliver data and information which will be used to make profit enhancing decisions for members of the agricultural community.

Our goal is to provide information to aid in managing all aspects of dairy farm production.
Most farm service organizations started at grass roots to serve needs of farmers and rural people. Dairy One comes from these roots.

1949 NY DHIC
- Federation of county DHIA’s – county organizations formed through cooperative extension

1970’s consolidation of counties – involvement from Land Grant universities

1980’s consolidation of Northeast state associations leading to NeDHIA.
Dairy One Roots

1997

Northeast DHIA  
Dairylea

Dairy One

- 2000 consolidated Mid Atlantic region
- 2003 merged with PA DHIA
Dairy One Today

- Cooperative – 501(c) 5 educational not-for-profit
- 19 member board
- Affiliated with Dairylea Cooperative
  - Managed under contract by Dairylea
  - Dairylea is a member organization of Dairy One
  - Significant business with Dairylea

Member Organizations

Dairylea Cooperative Inc.
Dairy Farmers of America
Size and Scope of Business

- 278 employees dedicated to creating and delivering information to the agriculture community
  - 192 in field/DHIA services
  - 67 in laboratories
  - 19 in support roles
- $18 million in revenue
- Financially strong

Dairy One Strategic Focus - Information

- Milk Production
- Nutrition
- Herd Health
- Crop Production
- Waste/Nutrient Management
- Technology

Dairy One
Dairy One Business Units

- Herd records services (DHIA)
- Analytical services
  - Milk
  - Forage – manure, water
  - Soils
- Software sales and support
- Farmland Environmental
- Wine/juice pilot project

Herd Records Services (DHIA)

- 5,200 farms, 600,000 cows
- 14 Northeast states
- Farms with 20 to 5,000 cows
Milk Analysis

- Four laboratories in the Dairy One system

DHIA analysis for fat, protein, SCC, MUN

- All producer payment & regulatory work for DMS system
- 550,000 samples/month
- Conduit for milk culture samples
Milk Culturing

- Partnerships – QMPS and PA Diagnostic Lab
  - Dairy One collects and delivers samples to labs
  - Labs culture samples
  - Dairy One handles data
  - Capitalizes on organizational strengths and provides better information
- Working with private veterinary clinics
- Culture Tracker software

Dairy One Forage Lab

Customers – 50 states, 30 foreign countries

- Customers
  - Nutritionist
  - Seed companies
  - Farmers
  - Zoos
- 125,000 samples/year
- NIR & wet chemistry
Dairy One Affiliate Lab Network

- **Central Server**
- **Site A.**
- **Site B.**
- **Site C.**
- **Site D.**
- **Dairy One**

**Site status**

**New Cal., updates**

**Launched in 2004**

Focus on underserved horse market

6.9 million horses in U.S.
Soil Lab

- Established in 2006
- Move into agronomy information
- Leverage resources

Dairy Management Resources

- Group of 12
- Sell and service:
  - Dairy Comp 305, Scout, Analyzer, PC DART
  - ParlorWatch
  - FeedWatch
  - Computers
- Know cows, software and computers
- Help support management schemes at the farm
- Support field force
Farmland Environmental

Organize, Optimize, Control
Farmland Environmental

- Organize
  - Field and Crop Information
- Optimize
  - Crop Yields
  - Use of Manure
  - Use of Purchased Fertilizers
- Give Control
  - The Information
    - Local trusted advisors
  - Compliance

Farmland Environmental

- Complement existing resources and people
  - Work with local advisors
  - Provide tools to help local advisors and farms be more efficient and effective
- Future services geared toward agronomy and environment
Farmland Environmental Products

- Geo-referenced Maps
- CNMP & CAFO Plans
- Fields and Crops software
  - Connecting farm and consultant

Juice & Wine Analysis

- Beginning fall 2008
- Working with Finger Lakes wineries
- Growing sector of Northeast U.S. agriculture
- Logical extension of services
Since 2004

- Provided Ftech and support for group of employees transferred to DHI Cooperative
- Purchased Great Lakes Dairy Records October 2006
  - Two pockets of dairies in Ohio
- Developed standard training program for all new employees using “certified” trainers

Opportunities

- Affiliate forage lab – Wooster?
- Employees in sparse areas
- Other
Thank You