



The 2019 Dairy Summit promises to be an event to remember. The history of the American West really began in Santa Fe. No matter if it was the Spanish conquistadors coming up from Mexico or American pioneers travelling the Santa Fe Trail, Santa Fe was the destination. As one of the oldest towns in the US, Santa Fe has a rich mix of Native American and European history along with western culture. The story of Santa Fe is told today through historical buildings, vibrant locals and amazing food- all framed in the beautiful Rocky Mountains. At 7,000 feet elevation, an early August weekend will offer a break from the summer heat and humidity.

The Dairy Summit has earned the reputation of being a premier gathering in the dairy industry. With a good mix of business, fellowship and relaxation, the Summit is sure to deliver again in 2019. In addition to some fun in Santa Fe, the business sessions will include topics important to your business.

Business Sessions at a glance:

- The noble purpose of dairy producers is to supply the consumer with healthy dairy products. But, is that all? How can dairy producers think more about their role of supplying high quality beef? The general footprint of DNMC and their clients puts most of us right in the middle of the largest beef production systems in the world. We have the opportunity to hear from a leader in this segment at the Summit. **Justin Gleghorn** is the Director of Value Management for **Cactus Feeders**. What can dairy producers learn from one of the largest cattle feeders in the world? The goal is to improve our game as beef producers to improve the bottom line of a dairy.
- **Dave and Katie Bellows of Pedestal Commodities** will return to the Dairy Summit podium after a highly reviewed session in 2018. Risk management continues to be a key discipline for profitable milk production. What are the key drivers for the 2019 crop and how do the fundamentals of milk supply and consumption impact the opportunity for improved dairy margins?
- And, what about connecting our role as beef producers to the topic of risk management? To learn more about this, we have invited **Kevin Smith of Cimarron Commodities** to share his insights on managing risk in beef production. As a rancher and cattle feeder from Texas, Kevin will bring real-world advice to the dairy producer looking for ways to enhance dairy income by solid risk management in beef production.
- The Dairy Summit has a history of including agronomy topics in the business sessions. This year, we will be challenged in our thinking by **Daniel Olson of Forage Innovations**. Daniel is a dairy producer and agronomist. With dairy clients across the US, Daniel is offering ideas and insight into improved forage production options to better meet the nutritional needs of dairy cows.
- The winner of the 5th annual **DNMC Dairy Summit Student Essay Contest** will present to the group. This is a great opportunity to meet a young star in our industry and feel good about the future workforce in animal agriculture.
- The last session to tell you about focusses on how a Wisconsin cheese company is touching all points along this continuum. **Grande Cheese Company** was founded in Italy more than a century ago. Now based in Wisconsin, Grande has a great story of connecting milk production to excellence in branded dairy product sales. **Greg Siegenthaler** from Grande will tell the story of the steps between the cow and a slice of Italian cheese.

Though DNMC's consulting efforts focus on topics at the farm, we realize the need for a full spectrum look at the dairy business. Starting with the forages grown all the way to the milk and beef products consumed, the goal is to do it all better. We hope the topics selected for the 2019 Dairy Summit business session meets the mark of excellence.

The Dairy Summit is also for fun, relaxation and fellowship! We have several enjoyable activities to choose from on Saturday. Options include golf, walking tour with cuisine, a jeep tour with short hike or you may choose to simply relax in the Spa at Loretto. Following a day of relaxation and fun, we have planned an evening of celebrating the foods of New Mexico at the Santa Fe School of Cooking. Trust us, you will love it.

The Dairy Summit is by invitation only. For more information on the Summit please contact us dairysummit@dnmcmilk.com.