

ANNUAL MEETING HIGHLIGHTS

Mess and Selz-Pralle Elected to AgSource Board

AgSource Cooperative Services held its annual meeting in Bloomington, Minn., on January 25, 2017. Two seats on the board were up for election due to term limits. Edward Strauss of Sheboygan Falls, Wis., and David Koepke of Hartland, Wis., were each recognized for twelve years of service on the board. Carrie Mess of Johnson Creek, Wis., was elected to fill Koepke's seat in the Southeast District. Pam Selz-Pralle of Humbird, Wis., filled the at-large position vacated by Strauss. Both women begin a three-year term on the board, while Dan Nodolf was reelected to a third, three-year term in the Southwest District. Mess and her husband Patrick farm in partnership with his parents, Clem and Cathy Mess. The couples milk 100 cows and grow crops on 300 acres near Lake Mills. Mess is a founding member of the Dairy Girl Network and serves on the organization's board of directors. In addition, she writes the popular Dairy Carrie Blog and is a professional speaker. She and her husband have a young son, Silas.

Selz-Pralle and her husband, Scott, own and operate Selz-Pralle Dairy in Clark County, Wis., where they milk 450 Registered Holsteins and manage 1,000 acres of crop land with the assistance of a multi-cultural staff. The herd has earned national recognition for both production and genetic progress. Selz-Pralle has previously served on AgSource's board of directors. She is a past president of the AgSource Board and past vice president on the CRI Board of Directors. She's served on numerous state and national industry boards and advisory committees and is actively involved in her community, providing leadership to local 4-H, school and church groups.

At its reorganizational meeting, the AgSource Board of Directors re-elected Daniel Diederich of DePere, Wis., as President, Annette Trescher of Cashton as Vice President and Matt Gartman of Sheboygan as Secretary. Diederich and Trescher will also represent AgSource on the Cooperative Resources International (CRI) Board of Directors.

In addition to Diederich, Trescher and Gartman, directors whose seats were not up for re-election included Gordon Schmidt of Gaylord, Minn., Sam Zimmerman of Ringle, Wis., and Robert Prah of Wausau, Wis.

"As a member-driven, member-governed cooperative, we are excited to work with this talented group of directors. Delegate input and strong board leadership assure that we deliver on our promise to provide valuable information and innovative solutions to improve decisions and profitability of our members and customers," states Pat Baier, AgSource Chief Operating Officer. "Our board members represent diverse dairy herd management practices, which helps us remain relevant to all who utilize our herd management information."



AgSource COO Pat Baier (L) welcomes new board members Pam Selz-Pralle and Carrie Mess.



AgSource Board Members, Edward Strauss and David Koepke (center) are thanked for their years of service by AgSource COO Pat Baier (L) and President Daniel Diederich (R).



AgSource
Cooperative Services

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AgSource Board of Directors (L to R): Pam Selz-Pralle, Humbird, Wis.; Robert Pahl, Wausau, Wis.; Carrie Mess, Johnson Creek, Wis.; Daniel Diederich (President and CRI Board Representative), De Pere, Wis.; Dan Nodolf, Belmont, Wis.; Matt Gartman (Secretary), Sheboygan, Wis.; Gordon Schmidt, Gaylord, Minn.; Sam Zimmerman, Ringle, Wis. and Annette Trescher (Vice President and CRI Board Representative), Cashton, Wis.

Andrews Named Agsource 2017 Friend Of The Cooperative

Donald Andrews, former Vice President of DHI Direct Member Services, was named the 2017 Friend of the Cooperative at the AgSource Annual Meeting. The award honors a non-member individual or an organization that has contributed to, supported and helped strengthen AgSource, its services and the dairy industry as a whole.

On January 1st, 1959, Andrews began his DHI career as a field technician in Lafayette County in southern Wisconsin. In 1959, there were more than 103,000 dairy herds in Wisconsin, each with an average of 20 cows per herd.

Within six years, Andrews became the manager of the Lafayette County Dairy Herd Improvement Association. In 1969, Lafayette County DHIA merged with the Agricultural Records Cooperative (ARC), which later became known as Wisconsin DHI and today is known as AgSource.

Andrews' skill as a manager and contributions on the managers' advisory board were recognized in 1987 when he was presented with the DHI Manager Outstanding Service Award.

Andrews has held positions as the Southern Field Division Manager, the Member Services Manager, and in 2001, was promoted to Vice President of DHI Direct Member Services. He retired from that position in 2004, but continued to work part-time for AgSource's Meter Center and DHI Services until he fully retired in 2014. He resides in Darlington with his wife of 50 years, Shirley.

Much has changed since 1959. When he began his career, he joined herd owners for supper and breakfast and stayed overnight in their homes on test day. Today, there are now fewer than 10,000 dairy herds in Wisconsin and the average herd size is approximately 130 cows.

"From the Babcock test to electronic lab equipment and from collecting and measuring samples with a "pail and scale" to utilizing Tru-Test portable, electronic milk meters, Donny has seen a lot of changes and challenges in DHI over the last 50 years," states Pat Baier, AgSource COO. "It is my honor to recognize Donny Andrews and thank him for 54 years of dedication and contributions to the DHI industry."



Donald Andrews, AgSource's 2017 Friend of the Cooperative, is congratulated by his wife Shirley (L) and AgSource Director of Member and Field Services, Tom DeMuth (R).



During his 54 year career, Andrews saw sample weight collection evolve from "pails and scales" to electronic milk meters.

Opitz Receives AgSource's 2017 Distinguished Leadership Award

AgSource recognized Jeff Opitz, Saukville, Wis., with the cooperative's 2017 Distinguished Leadership Award at the Annual Meeting. The Distinguished Leadership Award is presented to a member of the cooperative who has demonstrated exceptional service and provided extraordinary leadership within the organization.

Opitz began his service on the Ozaukee/Washington County DHIA board, serving as a director from 1993 to 2001. In 2001, Ozaukee/Washington County DHIA merged with Sheboygan County DHIA. From 2001 to 2009, he served on the Eastern Wisconsin DHIC board of directors, acting as secretary all eight years. In 2009, his term started over with the consolidation of the Eastern Wisconsin DHIC, Manitowoc County DHIA and Brown County DHI Association. From 2009 to 2015, he presided over the Eastern Wisconsin DHIC board of directors.

"As times change, so must we, and Opitz embodies the leadership qualities needed during changing times," states Pat Baier, AgSource COO. "We are pleased to honor such an accomplished dairy producer and a steadfast leader, for his outstanding service to AgSource and the dairy industry."

Clearly unafraid of change and starting things from scratch, Opitz has also demonstrated his adaptability and desire to create a path rather than follow it in other aspects of his life. In 1977, fresh out of high school, he purchased his first farm.

He is also a founding member and charter board member of the Professional Dairy Producers of Wisconsin. He served for six years on that board of directors, lent expertise on numerous advisory committees, hosted events at his farm through the years and is a Founding Friend of the PDPW Foundation. His was also one of the pilot farms for the UW Discovery Farms program. Experience gained on his local town board and planning commission served him well when he was tapped during the Doyle administration to serve on the DNR's Environmental Rights and Stray Voltage advisory committees.

Most recently, Opitz has experienced mergers on a personal level. Having successfully managed and operated Opitz Dairy for many years, he entered into a partnership in 2013, forming Burr Oak Heifers, LLC, with two other dairymen and three other investors. Opitz serves as the business manager of the operation, built on a green site in Adams County, where they custom raise 3,000 heifers in sand-bedded freestalls.

In 2015, he entered another partnership with Jason and Marty Vorpahl and Steve Depies. The partners operate Rockland Dairy, running 4,000 acres and milking 2,900 cows on two facilities located in Random Lake and Saukville. The combined herds boast a rolling herd average in excess of 31,000. The recently renovated Random Lake facility features a double 32 parlor with the capacity to expand to 40.

Opitz continues as site manager at the Saukville location and along with Jason Vorpahl oversees the cropping. Nearly three quarters of the acres are devoted to growing the quality forages that contribute to the herd's remarkable production achievements.



AgSource Board President, Daniel Diederich (L) and COO, Pat Baier (R), congratulate Jeff Opitz, recipient of AgSource's 2017 Distinguished Leadership Award.

SCHOLARSHIP APPLICATIONS DUE MARCH 31

CRI is offering a scholarship to those who have an active role on an AgSource member's farm. Applicants must be attending a two-year technical institute or four-year college/university in the fall of 2017 and be pursuing a degree in an agricultural field. A minimum of six \$750 scholarships will be awarded. If you know someone actively involved on an AgSource member's farm, direct them to the AgSource website for the application. The application is due March 31.

 **Collegiate Scholarship** 2016 Recipients

			
Laura Jensen University of Minnesota-Twin Cities	Jordan Siemers Cornell University	Lars Schilderink California Polytechnic State University	Stetson Ellingson North Dakota State University

AGSOURCE EMPLOYEES HAVE GLOBAL IMPACT

Coburn Represents AgSource and CRI in CHILE

The International Committee on Animal Recording (ICAR) held its 40th Biennial Session in Puerto Varas, Chile, on October 24-28, 2016. The event was hosted by the long-time CRI distributor, Cooprinsem, and held in conjunction with the Interbull annual meeting. Angie Coburn, AgSource VP DHI Operations, represented AgSource and CRI at both sessions, presenting a lecture titled "The Prevalence and Impact of Subclinical Ketosis on Lactation in U.S. Dairy Cows." The presentation demonstrated AgSource and CRI leadership in the area of advances in milk analysis, application of that data in diagnosis of health conditions and use in genetic evaluations.



Angie Coburn delivers presentation on subclinical ketosis at industry meetings in Chile.

Frack Invited to CHINA

Steve Frack, Vice President of AgSource Laboratory Operations, and Dean Gilge, Associate Vice President CRI Global Development, were invited to China by Stanley Agriculture Group, a fertilizer manufacturer providing fertilizer products throughout China. Stanley is a publicly traded company on the Chinese board of trade, consisting of 10 manufacturing sites and 20,000 individual retail distributors covering all the major crop producing regions within China. Stanley wishes to build an agronomy testing laboratory in one of their manufacturing sites. Stanley officials invited Frack and Gilge to tour their facilities and explore the possibility of AgSource providing consultation for the project. Negotiations on a consulting agreement are currently underway.



Steve Frack participates in Stanley Fertilizer commercial while in China.

Garofalo Explores Ag in DOMINICAN REPUBLIC

In September 2016, Jim Garofalo, AgSource Regional Manager, and three other CRI employees traveled to the Dominican Republic to help increase the value of the dairy and beef food chain.

The group learned about the tools and procedures used in the Dominican Republic's agriculture production system while under the guidance of Matthew Rhody, CRI Global Development Administrator. CRI's involvement in this project aims to improve agricultural productivity in many facets, including agricultural techniques, farm management, and expanding trade of beef and dairy products.



Jim Garofalo (L) and group visiting a farm in Miches, Dominican Republic.

Clark on Jersey Mission to BRAZIL

Chris Clark, AgSource Laboratories Sales Representative, had the opportunity to travel to Brazil. From January 14-21, 2017, she and her CRI group traveled to several Jersey farms and a cheese plant. "The entire experience was so exciting!" recalls Clark. "My global experience really helps me feel like we are a part of CRI and its global reach."



Chris Clark, (kneeling R) learned about Jersey genetics in Brazil and met members of Brazil-based CRI Genética.

Johnson and Trescher Travel to INDIA

Toby Johnson, Laboratory Supervisor in Menomonie, Wis. and AgSource Board Member, Annette Trescher traveled to India. Their trip, as well as the Brazilian trip, are part of a grant funded by the USDA, to determine the market readiness for Jersey genetics. An assessment team from across the U.S. with diverse areas of expertise, visited each country to view the milk production system and acceptability of Jersey genetics. Record keeping systems, milk testing and laboratory capabilities were among the areas focused on by AgSource employees. CRI is working with The American Jersey Cattle Association on this project and were accompanied by a member of their staff as well as a GENEX/CRI staff member and a member of the CRI Global Development Staff.



Annette Trescher and Toby Johnson (2nd and 3rd from R) visit Indian dairy processing facility with US delegation.



AGSOURCE LABORATORIES BONDUEL, WIS.

AgSource Laboratories-Bonduel became a part of AgSource in August 1967. The laboratory has specialized in forage, soil and manure testing through the years, and while forage testing is no longer offered, agronomy services have expanded to include VRT fertilizer recommendations, GPS soil sampling and nutrient management planning.

That first year, the lab processed just 5,301 samples. Last year, over 200,000 soil, plant tissue and manure samples were analyzed at Bonduel's facility.

"We're very proud of the lab's history and glad to be a part of the Bonduel community," notes Steve Peterson, AgSource VP, Laboratory Services. "It should be interesting to see how we continue to change and grow in the next 50 years!"

Stay tuned for more fun announcements as we celebrate 50 years!



DIAGNOSTIC BUNDLES



Your test-day milk samples can yield a great deal of information thanks to new laboratory equipment and diagnostic capabilities. In addition to monitoring Ketosis levels in your herd with KetoMonitor®, your milk sample can be used to determine pregnancy status. It can also detect Johnes, Leukosis and new this year, BVD. The Easy Mastitis Test can help identify the pathogen responsible for elevated SCC. This test can be used on bulk tank samples, pooled cow samples or individual cow samples. AgSource has put together cost-effective combinations and packages for all of these tests. If you'd like to learn more, contact Erin Berger at 715-526-7634, or talk to your field technician. From now until March 31, order a bulk tank Easy Mastitis Complete Test and get \$5 off the regular price.

NDHIA MEMBERSHIP

Effective in January 2017, AgSource became a member of National DHIA. The opportunity to work together in the dairy records sector and be fully engaged is a good situation for AgSource and current National DHIA members as the industry works in the present and moves into the future.

National DHIA represents the interests of DHI organizations across the United States and Puerto Rico. While most of the organizations offer on-farm sample collection and laboratory services, AgSource is unique in that it also provides records processing services, creating management information from the data collected on farm and generated by the laboratory.

"AgSource has always participated in our Quality Certification Services program, and has always demonstrated leadership in research and development of methods to collect, store and utilize dairy data. We have worked together to address industry issues in the past and look forward to exploring ways to adapt and best serve the dairy industry," states Jay Mattison, National DHIA CEO and Administrator.

"We've always been in the room, but the time is right for us to sit at the same table," states AgSource Chief Operating Officer, Pat Baier. "Remarkable changes have taken place in the dairy industry. While traditional DHI services remain valuable, new technologies allow us to do more with a milk sample each day. Rather than research and explore these opportunities individually, we recognize the power of collaboration, and welcome the opportunity to pool our resources to do just that for our dairy farmer members and owners."

KETOMONITOR® DATA REVEALS ECONOMIC VALUE OF MANAGING SUBCLINICAL KETOSIS



KetoMonitor®, introduced in February 2014, is an unrivaled tool available to producers for managing the negative impacts of subclinical ketosis. CRI International Center for Biotechnology (ICB) and AgSource analysis of two years of data depicts a seasonal pattern to subclinical ketosis with higher prevalence rates, surpassing 25%, occurring December through May. Annual average for herds was 19% prevalence, and 32% of the herds had prevalence rates higher than 25%. Furthermore, cows diagnosed with subclinical ketosis using KetoMonitor® were found to have 3-8 lbs. lower peak milk yield and 1,400- 2,400 lbs. less milk total during a 305-day lactation. In addition to reduced production, subclinical ketosis negatively impacted cow health; positive cows exhibited an increased average linear somatic cell score of 0.3 LSSCC, 2-7% lower conception rates, 3-5% higher likelihood of displaced abomasums (DAs) and, ultimately, 5-8% greater culling rates. Based on University of Wisconsin research, a target of 10% or less for subclinical ketosis herd prevalence should be established, and routine herd monitoring programs be implemented when herd prevalence rates range from 10-25%. KetoMonitor® provides an extremely easy and efficient method to monitor herd prevalence for subclinical ketosis using a dairy's monthly milk samples. Contact AgSource at 800-236-4995 to learn more about KetoMonitor®.

CRI RESEARCH LEADS TO NEW HEALTH TRAITS

Research scientists with the CRI International Center for Biotechnology (ICB), with the support of AgSource and GENEX staff, have established evaluations for three new health traits: Subclinical Ketosis (SCK), Metritis (MTR) and Foot Health (FH). All three health traits contribute to significant economic impacts at the farm level and have been incorporated into the Ideal Commercial Cow (ICC\$) index.

SCK breeding values were identified using phenotypic data, based on the estimated blood-based BHBA value generated through the AgSource KetoMonitor®. The phenotypic data from cows experiencing subclinical ketosis, in addition to cows with a reported clinical case of ketosis, significantly improved definition for breeding values for ketosis as it impacts a herd.

MTR breeding values were calculated using fresh cow metritis event data reported in the CRI research database. The FH trait was also developed through the CRI research database using breeding values based on lameness events.

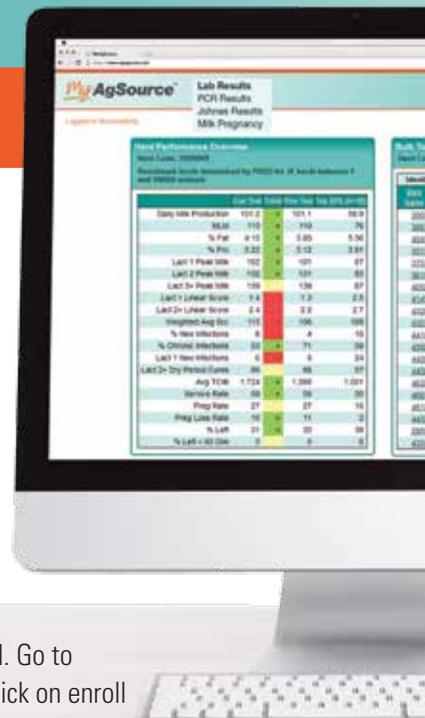
CRI ICB research scientists also analyzed the records of over 2,500 cows, representing over 1,300 different bulls, to ensure a smooth transition as the ICC\$ index formula was updated with the health traits this December. The addition of these new health traits is an example of how CRI researchers working with AgSource and GENEX staff are leveraging data collected through the proprietary CRI research database to add value to the products and services offered to members.



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- 5) IDENTIFY TOP 20 SCC** cows in your herd



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