

DAIRY COST OF PRODUCTION & FEED MANAGEMENT PROGRAM

Milk Pricing • Risk Management • Hands-On TMR, Silage & Ration Audits




Program Highlights

- How milk prices are determined and the role of Federal Orders
- Risk management tools available to dairy producers
- Simple tools to evaluate farm financial performance
- Evaluating rations, maximizing homegrown feeds, and assessing feed additives
- Hands-on learning, including TMR and corn silage audits using moisture testing, shaker boxes, and kernel processing evaluations

Important Note on Program Differences

While the overall goals and hands-on focus remain consistent, each location features a slightly different agenda and presenter lineup, tailored to regional needs and available specialists. Producers are encouraged to review the agenda for their selected location.

DETAILED AGENDAS CAN BE FOUND ON REGISTRATION FORM

 **10.00 AM - 3.00 PM**
FREE LUNCH PROVIDED

Register now:
FREE ADMISSION



go.osu.edu/springdairy26

March 4, 2026 – Ohio

Gilman Office Building

1115 Gilman Ave Marietta, OH 45750

Questions: 419.561.1216

March 5, 2026 - West Virginia

Monroe Health Center Admin Office

21 Health Center Drive Union, WV 24983

Questions: 304.646.2424

March 9, 2026 –Maryland

Garrett College CTTC

116 Industrial Drive Accident, MD 21520

Questions: 301.226.7528

Sponsors

Lunch Sponsor (Marietta): Mountain Ear Hearing Clinic

Travel Sponsor: American Dairy Association (ADA) Mid-east

Hosted by the Buckeye Dairy Network



Mid-Atlantic Spring Dairy Workshops



Scott Higgins

American Dairy Association,
Mid-east, President & CEO



Jason Hartschuh

Extension Assistant Professor
Dairy Management
Precision Livestock
The Ohio State University



Kirby Krogstad

Extension Assistant Professor
Dairy Nutrition
The Ohio State University



Jeff Semler

County Agent, Washington Co.,
University of Maryland Extension



Dr. Leoni Martins

Assistant Clinical Professor
Precision Dairy Nutrition,
Penn State University



Dr. Amanda Grev

Extension Specialist
Forage and Pasture
University of Maryland Extension



Dr. Fabiana De Freitas Cardoso

Assistant Professor
Animal and Avian Sciences Department
University of Maryland



Dale Johnson

Extension Specialist
Farm Management
University of Maryland Extension



Brian Wickline

Extension Agent
Agriculture & Natural Resources
West Virginia University Extension



Mid-Atlantic Spring Dairy Workshops Agendas

Ohio & WV Agenda

March 4th: 1115 Gilman Ave, Marietta, OH 45750 Jason Hartschuh 419.561.1216

March 5th: 21 Health Center Drive, Union, WV 24983 Brian Wickline 304.646.2424

10-10:30 - Dairy Markets, Federal Order, and Risk management update (Jason)

10:30-12:15 - Auditing TMR and monitoring nutrition programs

hands-on moisture testing, shaker box, and kernel processing evaluation (Kirby).

12:15 - **Lunch** and ADA Mideast update (Scott)

1:00 - Trans 4 An easy financial situation evaluation tool (Brian)

1:30 - Growing, harvesting, and storing high-quality corn and small grain silage (Jason)

2:00 - Evaluating ration protein and fat options, Does Plenish soybeans fit your farm? (Kirby)

2:30 - Questions and safe travels home

Maryland Agenda

March 9th: Garrett College CTTC 116 Industrial Drive Accident, MD 21520 Jeff Semler 301.226.7528

10-10:30 Trans 4 and evaluating feed cost or Dairy Analysis (Dale)

10:30-12:00 Conducting TMR and Feed processing audits with hands-on moisture testing, shaker box, and kernel processing evaluation (Fabiana).

12:00 Lunch

12:45 Growing, harvesting, and storing high-quality corn silage (Fabiana & Jeff)

1:30 Evaluating ration protein and fat options, Does Plenish soybeans fit your farm? (Leoni)

2:00 Utilizing winter and summer annual forage for dairy rations (Amanda)

2:30 questions and safe travels home

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