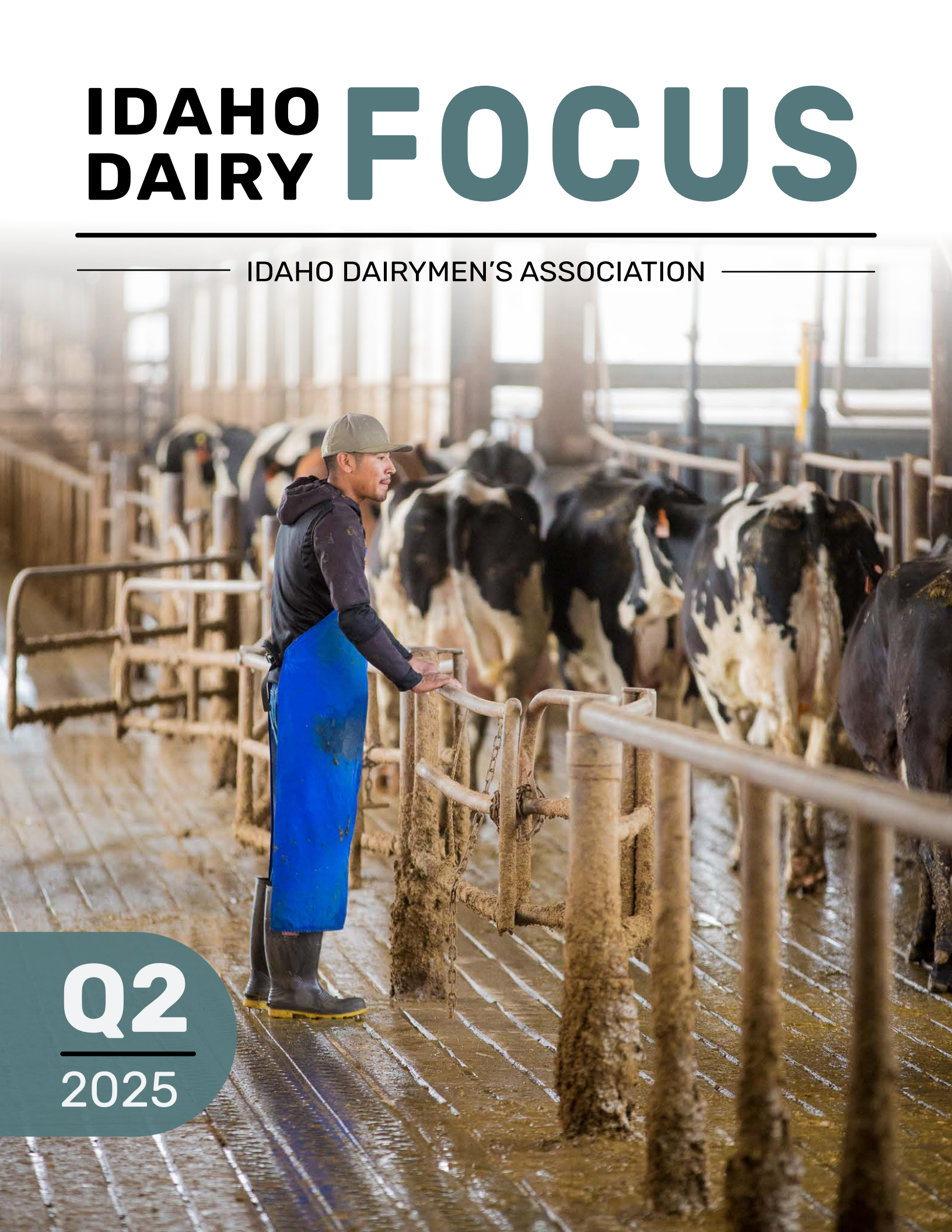


IDAHO DAIRY FOCUS

IDAHO DAIRYMEN'S ASSOCIATION

A photograph of a dairy farmer in a blue apron and rubber boots standing in a milking parlor, looking at a line of black and white cows. The farmer is wearing a grey cap and a dark jacket. The cows are standing in a line, and the floor is wet and muddy.

Q2

2025



Protecting Idaho's dairy industry
through environmental, legal, and
legislative efforts since 1924



Table of Contents

4	IDA Advocates for Action in Washington, D.C. Charlie Garrison Idaho Dairywomen's Association
6	2025 Legislative Session Recap Bob Naerebout & David Claiborne Idaho Dairywomen's Association
7	Strengthening Idaho's Role in U.S. Beef Exports to Japan Idaho Beef Council
8	Dairy West: Putting Farmers First Dairy West Leadership Dairy West
10	New U of I Forage Agronomy Specialist John O'Connell & Pramond Acharya University of Idaho
12	Get Healthy, Get Happy Riley Barney Idaho Dairywomen's Association
13	Nutrient Deficiency and Toxicity and the Effects on Plant Health Katlyn Scarrow Idaho Dairywomen's Association
16	It's Not That Cows are Coming - It's That They Aren't Leaving Colin Kadis Ever.Ag
18	Changes to Worker Training and Safety Program Katlyn Scarrow Idaho Dairywomen's Association
20	Strategic Accounting at the Center of Your Business Strategy Eide Bailly
22	The Evolution of Dairy Prices in the U.S. Dustin Winston StoneX Group
24	FARM Continues Sustainability Support for Farmers FARM Program Staff National Milk Producers Federation
25	Dairy Hall of Fame Nominations Now Open Lacey Papageorge Dairy West
26	Camp Rainbow Gold Fundraiser Bob Naerebout Idaho Dairywomen's Association
27	What to Think About When Expanding Your Dairy Operation Chad teVelde, Valene Cauhorn, and Matt Thompson AGPROfessionals
30	Dairy Sustainability Field Day Dairy Soil & Water Regeneration Collaborators

IDA Advocates for Action in **Washington, D.C.**

Charlie Garrison | Idaho Dairywomen's Association

It is summer time in Washington, D.C. and the heat and humidity the city is known for this time of year has moved in. The nation's capital is heating up politically as well as the Trump Administration carries out a tariff war with some of our most important trading partners and implements its policy on immigration enforcement. Many of those actions have directly affected America's farmers and ranchers with dairy producers certainly feeling the heat on many of the issues affecting their family and their operations.

Meanwhile, the Congress continues to wrestle with the President's domestic policy priorities in a massive budget reconciliation bill. That bill has been dubbed the "Big Beautiful Bill." The U.S. House of Representatives has passed its version and the United States Senate is debating theirs now. The unofficial deadline for having a bill on the President's desk for a signature was July 4th. Many realists in Congress, however, believe that to be a very tight timeline for completing such a broad, and complicated, bill that completing it by the end of July is perhaps a more achievable goal.

The "Big Beautiful Bill"

The budget reconciliation process is pretty far "in the weeds" in the details about how Congress operates on occasion. In a nutshell, it allows one political party, if they have majorities in the U.S. Senate and the House of Representatives, and the President in the White House, to sidestep the usual need to overcome a Senate filibuster with 60 votes and pass a bill dealing solely with revenue and expenditures with a simple majority in that body. A detail that makes the process a little tricky is that the Senate Parliamentarian can rule that a given provision may deal with revenue or expenditures but that the main impact would be on policy and therefore disallows the inclusion of that provision in the bill. The Senate Parliamentarian is a nonpartisan position and both parties, for the most part and up to this point at least, have chosen to respect that officer's decisions.

Various committees in the Senate have submitted proposed text for their provisions for the Big Beautiful Bill. The Agriculture Committee included many Farm Bill funding provisions including new reference

prices for some commodities, increased funding for conservation and some trade promotion programs. Minor adjustments involving money will be made to the Dairy Margin Coverage (DMC) Program including raising the limit for eligible milk from 5 million pounds to 6 million, continuing the reduced rates for coverage elections spanning the five-year life of the next Farm Bill and allowing all producers to update their production history.

Tax provisions affecting farm families all across the country, including Idaho, are also in the bill. Those include retaining and making permanent the current tax brackets and rates, retaining the 20% capital gains rate, keeping and making permanent immediate expensing, bonus depreciation and the pass-through deduction. The Estate Tax exemption would rise to \$15 million, be indexed to inflation and made permanent. There is also a provision that would allow the Secretary of the Treasury to assign carbon negative ratings for renewable natural gas (RNG) made from animal manure. That allows the producer to claim a significantly higher tax credit than would be the case if the rating cannot go lower than carbon neutral. IDA has advocated for refinements to this provision with Senator Crapo who is the Chairman of the Finance Committee which has jurisdiction over tax issues in the U.S. Senate.

The bill also includes more money for border security. That is for building more of the wall, adding more border agents and more judges to hear asylum claim cases. Once the additional money for border security is passed as part of the budget reconciliation bill, the message to Congress and to the Trump Administration will be that the time has come for farmworker visa reform. Many in Washington, D.C. have insisted that the border must be secure before they will consider immigration reform. Farmers are adamant that it will be "our turn" once the additional border security funding becomes law.

Immigration Reform

IDA continues its national leadership role on farmworker visa reform. Congressman Mike Simpson got the ball rolling six years ago with bipartisan discussions that led to the last Ag Labor reform

bill to pass either body in the Congress. While that bill has been introduced in this new Congress, it is seen by many in agriculture as needing changes so significant that it is no longer a viable option for the kinds of reform that farm employers and farmworkers need. IDA will keep working with our congressional delegation members and others to find legislation that can provide the certainty on labor needed by Idaho dairy producers.

An Emerging Pest Threatens U.S. Livestock Agriculture

IDA is also closely monitoring USDA actions to stop the spread north of the New World Screwworm (NWS). The USDA is working closely with officials in Mexico to halt the spread of the flies that are now reported to have been seen just 700 miles south of the border. IDA applauds USDA for opening a new facility to produce sterile NWS flies and for developing an aggressive and innovative new plan to combat this serious pest. As Secretary of Agriculture Brooke L. Rollins has said, "The United States has defeated the NWS before and we will do it again."

The School Milk Bill

The Whole Milk for Healthy Kids Act looks to be making progress in the U.S. Congress once again. The bill to return all varieties of fluid milk to eligibility for school feeding programs passed the Senate Agriculture Committee last month on a voice vote with no opposition. It's the same bill that passed the

House of Representatives last year by a wide margin but was held up in the Senate. The bill looks to be ready to pass the U.S. Senate again this year either as a stand-alone measure or as part of another one. The bill would be expected to pass easily in the House as it did last year so all the signs for this one, a priority for IDA for years, look very good at this point.

The Dairy PRIDE Act

Finally, IDA thanks Senator Jim Risch for being the lead Republican original sponsor of "The Dairy Pride Act" again in the new Congress. This is the bill that would require the Food and Drug Administration to enforce existing regulations restricting the use of standardized dairy terms to products made from real milk. Dairy farmers have long believed that the use of terms like "milk," "cheese," and "yogurt" on products that don't deliver the nutrition of real dairy foods can confuse grocery buyers into thinking they are purchasing a nutritionally equivalent product for their family. Those terms were standardized decades ago so consumers could be reassured about what they were getting for their money. It's time for the FDA to enforce their regulations so consumers can get that reassurance once again. ■

Charlie Garrison

cgarrison@thegarrisongroupllc.com



2025 Legislative Session **Recap**

Bob Naerebout & David Claiborne | Idaho Dairymen's Association

As the dust settles in Boise, the IDA is proud to share a snapshot of our work during the 2025 legislative session. From tracking bills to helping shape legislation, our Government Affairs team worked tirelessly to ensure Idaho's dairy producers had a strong and trusted voice at the Capitol.

Legislative Advocacy by the Numbers

This session, IDA tracked 23 bills and established 22 strategic positions—supporting 15 and opposing 7. Thanks to these efforts:

- 10 supported bills were signed into law.
- 6 harmful immigration bills were successfully stopped.

Highlighting Key Policy Wins

Working directly with lawmakers, our team helped draft several bills that reflect the needs and priorities of our dairymen. These include:

- H83A – Immigration (Signed into law)
- H104 – Agricultural building (Signed into law)
- H253A – Public records request (Signed into law)
- S1016 – Brand, fees (Signed into law)

IDA in Action

Our advocacy work goes beyond bill tracking. This session, we also:

- Appeared in the media 21 times on legislative topics
- Wrote 12 bill analyses
- Provided testimony in 10 committee hearings
- Sent 5 biweekly legislative updates
- Proposed and incorporated 3 bill amendments
- Helped form an immigration and workforce coalition with other Idaho business groups

Stay Engaged Year-Round

Legislative wins don't happen by accident—they're the result of consistent outreach and strong relationships. To receive real-time updates next session, contact Riley Barney at riley@idahodairymens.org to join our biweekly Government

Affairs Update list.

Looking Ahead

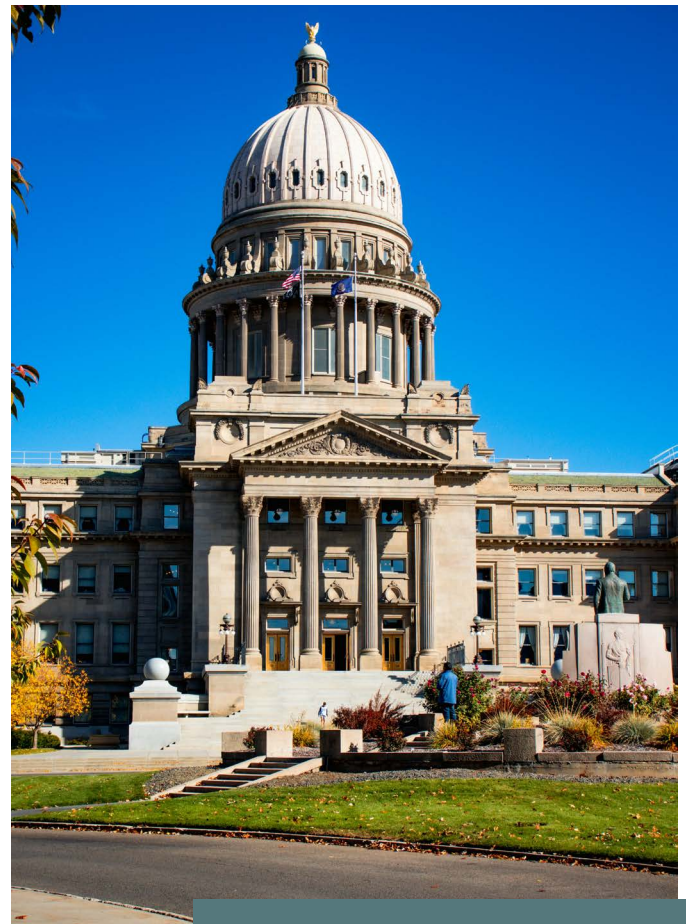
Although the session has wrapped up, our work is far from over. Advocacy is a year-round effort, and IDA remains committed to representing Idaho's dairy industry in every legislative conversation. Please feel free to reach out if you have any questions. ■

Bob Naerebout

bnaerebout@gmail.com

David Claiborne

david@sawtoothlaw.com



Strengthening Idaho's Role in **U.S. Beef Exports** to Japan

Idaho Beef Council

The Idaho Beef Council (IBC) continues to position Idaho's producers and products within two of the most significant global markets for U.S. beef: Japan and South Korea. These nations represent a combined export value of over \$4 billion annually, with South Korea leading in 2024 at \$2.2 billion and Japan closely following at \$1.9 billion—making them the first- and second-largest international destinations for U.S. beef, respectively.

Recognizing the strategic importance of these markets, the Idaho Beef Council collaborated with the U.S. Meat Export Federation (USMEF), the Washington State Beef Commission and Oregon Beef Council to help host a high-level delegation of Japanese beef buyers during April 2025. The trade mission included representatives from six of Japan's leading beef import companies, including NH Foods Ltd., Itoham Yonekyu Holdings Inc., Hanew Foods Inc., Starzen Co., Ltd., Prima Meat Packers Ltd., and Shokuhin Sangyo Shinbunsha Co., Ltd.

The 12-member delegation was offered a firsthand look at how U.S. beef is raised, finished, and processed with an emphasis on quality, transparency, and sustainability. Their itinerary included site visits to ranches, feedyards, and state-of-the-art processing facilities in Idaho, Colorado, and Kansas. In Idaho, the buyers toured key sites such as Boise Valley Feeders in Parma, and the Agri Beef/producer-owned True West Beef processing facility in Jerome, where they observed animal care, traceability systems, and food safety protocols in action.

"The export market is very important to overall carcass value. Most people do not realize that we are not exporting our ribeyes and tenderloins, but short plate, tongues, and other offals. Personally, I do not enjoy eating beef tripe, tongue or liver, but other places around the world will pay a premium for them" said Jared Brackett, Idaho Beef Council Board member. Beef export value in 2024 equated to \$415.08 per fed head, up 5%. (source: USDA/FAS, NASS, USMEF)

The delegation also visited the flagship Albertsons store in Meridian, Idaho, where they viewed direct-to-consumer retail displays and branding strategies that differentiate U.S. beef in a competitive marketplace. Meetings with Board members from the Idaho Beef Council and Chanel Tewalt, Idaho State Department of Agriculture Director, offered an opportunity to further discuss Idaho's commitment to beef quality, sustainability, and traceability.

With ongoing competition from other global beef exporters such as Australia and Canada, this trade mission was instrumental in reinforcing the image of U.S. beef—particularly Idaho beef—as a premium import choice. Continued engagement through targeted trade missions, relationship-building, and market access advocacy will be key to securing long-term demand in Japan, South Korea, and beyond.

For additional information on Idaho Beef Checkoff investments, visit IDBeef.org or contact us at BeefCouncil@IDBeef.org. ■





Dairy West: Putting Farmers **First**

Dairy West Leadership | Dairy West

It's a transformative time for Dairy West—one marked by a renewed commitment to doing what we've always aimed to do best: serving the needs and interests of dairy farmers. Two milestones are shaping this next chapter:

1. A new strategic partnership with Dairy Farmers of Washington
2. The appointment of Steve Seppi as Dairy West's new CEO

The CEO appointment was made by the Dairy West board, while the new partnership is moving through its own review and approval process with each board.

A Unified Strategy, Centered on Producers

Following thoughtful, months-long discussions, the boards of Dairy West and Dairy Farmers of Washington have directionally approved moving forward in partnership and will evaluate the details for a formal vote later this year. If adopted, the partnership will align governance and operations across both states to strengthen programming and

ensure long-term viability.

Importantly, this partnership is grounded in producer priorities. Farmers are excited about the opportunities to:

- Speak with a stronger, regional voice that carries weight nationally and with customers
- Unlock greater resources to invest in marketing, partnerships and innovation
- Improve operational efficiencies, ensuring more Checkoff dollars go into programming
- Expand access to processor networks for collaborative growth and category development

This isn't consolidation for scale's sake. It's a strategic collaboration designed to increase impact, elevate the Western dairy voice and ensure farmer dollars work harder.

Final approval is expected to be considered at a board meeting later this year; updates will follow.

Leadership That Reflects Our Values

Our new CEO, Steve Seppi, brings extensive experience in dairy promotion and Checkoff work. Most recently, he served as Executive Director of Dairy Farmers of Washington, where he led a transformation focused on transparency and producer-driven strategy. His leadership is grounded in communication, trust and delivering measurable value.

Steve's vision is simple: grow impact, increase efficiency and keep farmers at the center of every decision. That means celebrating regional diversity as a strength, maintaining state-level staff and partnerships and building a unified team that can scale what works.

His priorities include:

- Investing in innovation—supporting product research, category growth and commercialization
- Expanding our export strategy by leveraging geographic advantages and a growing processor base
- Scaling high-impact marketing while preserving local relevance
- Modernizing Checkoff operations to better align with the evolving needs of producers

As Steve put it: “The Northwest is positioned to lead with the people, innovation and vision to make it happen. I’m excited to help shape a future defined by smart investments, strong partnerships and shared success.”

Elevating the Power of “Local”

Throughout this transition, Dairy West staff have been rooted on the theme of local—a message that deeply resonates with consumers and reinforces the value of local dairy to our communities.

Fifty-four percent of Idaho and Utah consumers say they prefer to buy local foods, and research shows that simply adding “local” in front of terms like dairy farmer or dairy product increases positive perceptions across demographics. This insight is guiding how we talk about dairy—connecting consumers directly to the people and places behind the product.

Our marketing, outreach and partnerships have centered on showing that when consumers choose dairy, they’re supporting the families, farms and economies in their own backyards. It’s not just a

theme—it’s a strategic thread that connects our work to the trust, relevance and pride that dairy already holds in our region.

A Clear Direction, Shared Purpose

From the way we show up in our communities to the programs we deliver and the conversations we lead, everything we do at Dairy West is a reflection of the farmers we serve. With new leadership in place and a powerful regional alliance developing, our focus remains the same: putting farmers first and creating lasting value for the dairy community.

We’ll continue to update producers as the partnership review progresses. ■

Dairy West Leadership



New U of I Forage Agronomy Specialist

John O'Connell & Pramond Acharya | University of Idaho

Producing crops has always seemed like magic to Pramod Acharya, who joined University of Idaho in January as an assistant professor and extension forage agronomy specialist.

Acharya was raised on a subsistence-scale farm in Nepal, where his family raised vegetables, grain, and a few cattle.

"I was always interested in how one tiny seed would turn into a whole plant, feeding both people and livestock," Acharya said. "That magic stuck with me. Farming wasn't just how we lived; it was what shaped how we saw the world."

In his new role, Acharya will work his magic on behalf of Idaho dairymen, cattlemen and forage producers, advancing sustainable, resource-efficient, eco-friendly and economic approaches to forage production, storage and utilization.

His research and extension interests include understanding productivity and nutritive values of annual and perennial forages, soil nutrient management, soil health and carbon management, and resource-efficient and climate-resilient forage production. He has always been fascinated by how soil, plants, and livestock all connect to the bigger picture, and aims to solve the complex web of these components.

He'll be based at the U of I's Kimberly Research and Extension Center and will also be heavily involved in research at the Idaho Center for Agriculture, Food and the Environment (Idaho CAFE), which will include the nation's largest research dairy in Rupert and should be milking cows by early 2026.

Acharya earned a bachelor's degree in agriculture in 2014 from Tribhuvan University in Lamjung, Nepal. He earned a master's degree in biology in 2019 from Eastern New Mexico University in Portales, New Mexico, followed by a doctorate in plant and environmental sciences from New Mexico State University in Las Cruces, New Mexico, in 2023.

While pursuing his master's, Acharya researched how the use of cover cropping and dairy compost in crop production systems influenced soil health. Like Idaho, eastern New Mexico and western Texas had many large dairies and heavy forage production. This marked the point at which he directed his research toward forage agronomy.

His dissertation entailed understanding the ecosystem services of cover cropping in silage corn and sorghum rotations. Cover crops are crops that are planted primarily for soil-health benefits rather than solely for commercial harvest, and they sometimes include blends of different plant species. He found the region's producers were skeptical about using cover crops, concerned they would deplete nutrients and soil moisture for subsequent silage crops. Instead, Acharya found that cover crops improved soil organic matter, nutrient recycling, soil water infiltration and soil retention, and subsequent silage yield, more than offsetting the water and nutrients that they used.

Acharya has been evaluating several potential research projects benefiting Idaho forage farmers and livestock producers. He plans to evaluate how well the different varieties of perennial, non-bloating legumes—sainfoin, cicer milkvetch and birdsfoot trefoil—establish and provide forage in southern Idaho for comparison with alfalfa. He also intends to evaluate various blends of the legumes and grass species with alfalfa to identify combinations that reduce bloating in cattle while delivering the proper nutrition.

Another trial on his list of potential projects would evaluate if there's sufficient time to raise cover crops as additional forage for grazing immediately after 95-day silage corn in Magic Valley's climate.

Acharya's wife, Manisha, is also an agricultural researcher. They have a 2-year-old daughter, Shreya. ■



About the University of Idaho

The University of Idaho, home of the Vandals, is Idaho's land-grant, national research university. From its residential campus in Moscow, U of I serves the state of Idaho through educational centers in Boise, Coeur d'Alene and Idaho Falls, nine research and Extension centers, plus Extension offices in 42 counties. Home to more than 11,000 students statewide, U of I is a leader in student-centered learning and excels at interdisciplinary research, service to businesses and communities, and in advancing diversity, citizenship and global outreach. U of I competes in the Big Sky Conference. Learn more at www.uidaho.edu.

John O'Connell
joconnell@uidaho.edu

Pramond Acharya
pacharya@uidaho.edu

Get Healthy, Get **Happy**

Riley Barney | Idaho Dairymen's Association

At Si-Ellen Dairy, caring for cows begins with caring for people. Now in its third year, the dairy's annual employee health fair continues to grow in popularity among both vendors and participants—becoming a cornerstone of Si-Ellen's commitment to employee well-being.

The idea for the health fair was sparked several years ago following a company-wide needs assessment, where healthcare emerged as a top priority for employees. While the company already provides health insurance, leadership wanted to go a step further. After thoughtful brainstorming, the health fair was launched to bridge the gap and bring additional resources directly to employees.

At the event, employees have the opportunity to receive vaccines and complete a full blood panel. Attendees also enjoy a provided lunch, a gift card, yogurt from Chobani, and cheese from DFA. This year, more than 140 of Si-Ellen's 150 employees attended—an impressive turnout that reflects the value employees place on the event.

The core mission of the health fair is education. In addition to health screenings and medical services, the fair features community partners offering support in areas such as financial literacy, immigration services, housing resources, and adult education. The goal is for employees to leave better informed and connected with resources to support both themselves and their families.

The Roth family, who own and operate Si-Ellen, have long prioritized community, employees, and family. That commitment shines through in every aspect of the health fair. In addition to caring for their team, the dairy also gives back to the broader community, supporting causes like Martha and Mary's in Jerome.

"We couldn't do this without our employees," the team shared. "We hope this event shows how much we value them and reinforces our commitment to supporting them—today and in the future." ■

Riley Barney
riley@idahodairymens.org



Nutrient Deficiency and Toxicity and the Effects on Plant Health

Katlyn Scarrow | Idaho Dairywomen's Association

Hearing the word nutrient, your mind automatically assumes 'healthy', but while nutrients are essential to life, they can also be detrimental. It seems like common sense to think about a lack of nutrients causing issues with health, but have you ever thought about an over abundance of nutrients? In humans and animals, it can be obvious that something isn't right when these two things are issues. You can tell that the person or animal does not feel their best.

Just like with humans and animals, plants can also suffer from nutrient deficiencies and toxicities that affect their health. Some of these may be well known by you and others may not, here, I am going to list the different micro and macro nutrients required for most crops and their related deficiency and toxicity symptoms and causes.

Nitrogen (N)

Nitrogen acts as a building block for many key elements essential for plant growth, including chlorophyll which is essential for photosynthesis, amino and nucleic acids, and enzymes that are necessary for plant growth.

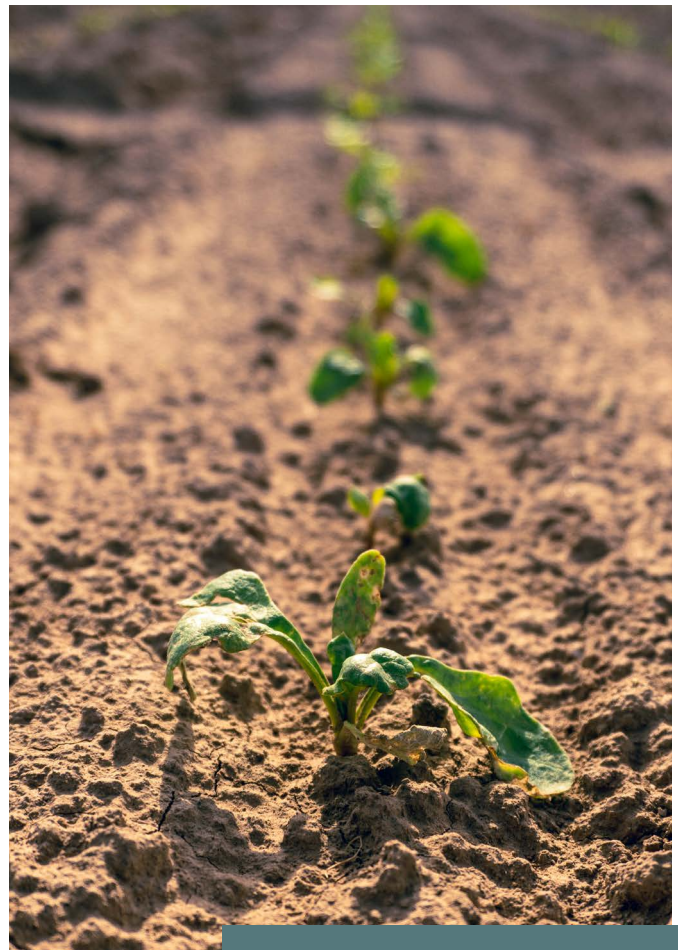
Excess nitrogen can cause symptoms that include leaf curling, yellowing leaves with premature death, shiny leaves, burned leaf tips, and more. The most common cause of Nitrogen toxicity is over application of fertilizer be it manure or commercial fertilizer.

It is also just as possible to have a Nitrogen deficiency, this can be caused by low organic matter in the soil, high acid soils, coarse-textured soils with excessive drainage. Deficiency symptoms include yellowing of older leaves, and stunted plant and leaf growth.

Phosphorus (P)

Phosphorus is an important nutrient in terms of early root development and water access as well as photosynthesis and respiration.

Idaho nutrient management plans are regulated on phosphorus and therefore these levels are



monitored very closely by dairy farmers. Phosphorus deficiency can occur in plants due to calcareous soils meaning that the soils have a high level of calcium carbonate which binds with phosphorus and makes it unavailable to the plants. Along with calcareous soils, cool temperatures, low soil organic matter and soil type can create the perfect storm for phosphorus deficiency. Phosphorus toxicity is an uncommon issue in southern Idaho due to the previously mentioned reasons along with the state monitoring of soil phosphorus levels. Toxicity of phosphorus can occur, like nitrogen, by over application of fertilizer causing burned leaf tips, plant discoloration, and stunted growth.



Potassium (K)

Potassium is the third major macronutrient when it comes to plant needs. Potassium is important for regulating the opening and closing of the plants stomata, which is how plants manage water use, it is also an important nutrient that enhances absorption and transport of other essential nutrients throughout the plant.

Potassium is also vital for soil cation exchange capacity (CEC) which is a measure of soil's ability to hold positively charged ions based on the measure of the negative charges in the soil. Potassium is a cation, meaning that it can displace another cation that is attached to a negatively charged soil particle allowing plants to access that displaced cation.

When deficient plants suffer leaf discoloration, slow growth, weak stems, and increased disease susceptibility. Deficiencies of potassium can occur in sandy and loam soils, especially in high potassium demanding crops like alfalfa and corn.

While potassium toxicity in plants is not very common, when it occurs it can cause significant issues. Excess potassium interferes with the uptake of other required nutrients like iron, calcium, and magnesium. This interfered uptake can cause deficiencies in these other nutrients leading to symptoms such as leaf discoloration like yellowing or browning edges of the leaves, stunted growth, and issues with roots. Excess potassium can also cause

excess salt buildup in the soil which can create issues with leaf tip burning, leaf dropping, wilting, and slow growth.

Sulfur (S)

Sulfur is an important nutrient needed for plant growth, mainly for protein formation, photosynthesis, and nutrient balance.

Sulfur deficiency can occur in Idaho regularly because of a mix of factors that create the perfect opportunity for deficiency. These factors include coarse texture soils, high soil pH (alkaline soil), low soil organic matter, intensive legume growth, and intense irrigation. When a plant suffers from a sulfur deficiency it will affect the youngest leaves first turning them yellow green within a few days. Sulfur can also be a limiting factor that causes a plant to not uptake the amount of nitrogen required which is why the deficiency symptoms are similar.

Sulfur toxicity is not a common issue in Southern Idaho, but when it occurs it will cause leaf burns, soil acidification, and other nutrient imbalances like potassium.

Magnesium (Mg) and Calcium (Ca)

Magnesium is the central atom of the chlorophyll molecule, which is essential for the photosynthesis process, magnesium also aids in the movement of sugars produced in leaves which is incredibly important to have optimal yields. Another important



role magnesium plays is its ability to enhance a plant's stress tolerance.

Calcium is essential for plant structure; it strengthens the plant cell walls providing support and stability. Calcium can also improve plant stress tolerance like magnesium.

Magnesium and Calcium have an antagonistic relationship with potassium, meaning that they all compete for absorption. When one of these nutrients is excess it can create deficiencies in the others. Most of the symptoms related to excesses of these nutrients are truly symptoms of the deficiency that it causes rather than of the toxicity itself. These symptoms can include chlorosis between veins in older leaves, leaf curling, and brown spots and edges.

It is important for dairy farmers to be aware of the potential for nutrient deficiencies and toxicities when planning their crop rotation as well as when applying fertilizer or manure. These issues can cause decreased yields and decreased crop quality, ultimately hurting the profitability or usability of the crop. If a dairy farmer's home-grown forages do not meet the yield required, they will most likely have to spend money to import feed, drastically increasing their feed costs. They can also run into issues if the forages do not provide the expected nutritional value and they may need to supplement other feed sources to ensure their total mixed ration meets all the animal's needs.

In the state of Idaho, all dairy farmers are required to

have a nutrient management plan. This plan involves annual soil tests and calculated application rates based on manure nutrient levels and crop uptake values. These calculations and recommendations consider current soil nutrient levels, crop uptake values, and nutrient levels in the manure whether that be compost or lagoon water. Not only do dairy farmers work with their certified nutrient management planner to get these rates, most also work with certified crop advisors and agronomists to ensure that they are doing not only what is best for the soil but for their crops as well.

Here at Idaho Dairymen's Association, we are happy to provide nutrient management services and consulting. Please reach out if you have any questions or are looking for sampling services or nutrient management plan writing! ■

Katlyn Scarrow
katlyn@idahodairymens.org

It's Not That Cows are Coming – **It's That They Aren't Leaving**

Colin Kadis | Ever.Ag

As we push past the halfway mark of 2025, it's fair to say that this year is shaping up to be a good year for the majority of US dairymen. Milk prices have generally been at or above cost of production, feed prices are well off the highs of previous years, and beef income has skyrocketed. In fact, I've heard from several producers that they are already discussing deferring milk checks with tax planners. It's nice to see that many dairymen are doing well financially, and we hope the good times keep rolling!

When producers sit down to evaluate first-half financials, perhaps the largest point of conversation will be beef calf revenue. In our network, we recently heard about beef-dairy cross calves selling for more than \$1,500 as day olds, and springers selling above \$4,100. These prices are astronomical – and frankly, they're so high that we suspect they may even be changing the economics of dairy production as we knew it.

As of late June, weekly dairy cattle slaughter data shows that US dairymen have culled approximately 4,000 fewer cattle each week. To put that in perspective, if that trend continues for the whole year, that's 200,000 more dairy animals by the end of the year – and that's just talking about increasing cow numbers through reduced culling, not adding additional heifers. In fact, weekly slaughter officially hit its lowest point since 2008 in June.

So, why are so many cattle being retained by dairymen when cull cow prices are at all-time highs? A suggestion offered by Matt Gould on our weekly market update is that beef-on-dairy calf revenue has become so lucrative that, in many cases, dairymen are incentivized to act like beef producers first and dairy producers second by retaining otherwise underperforming dairy cattle for the beef calf they carry.



Let's take a look at the numbers. We'll assume that the average dairyman in Idaho is receiving \$1,200 for his beef calves and half of his current pregnancies are to beef semen. On the revenue side, that's $\$1,200 \times 50\%$, or \$600 of beef calf revenue per cow across the entire herd. While costs will vary, our conversations indicate that expenses from longer dry periods and/or additional straws of semen will let dairymen retain at least 50% of their beef calf revenue as profit. In our rough example, that's \$300 of additional profit per cow. Looking at historical data, average annual profitability per cow is generally around \$200. For the average dairyman, beef calves offer the opportunity to double profits.

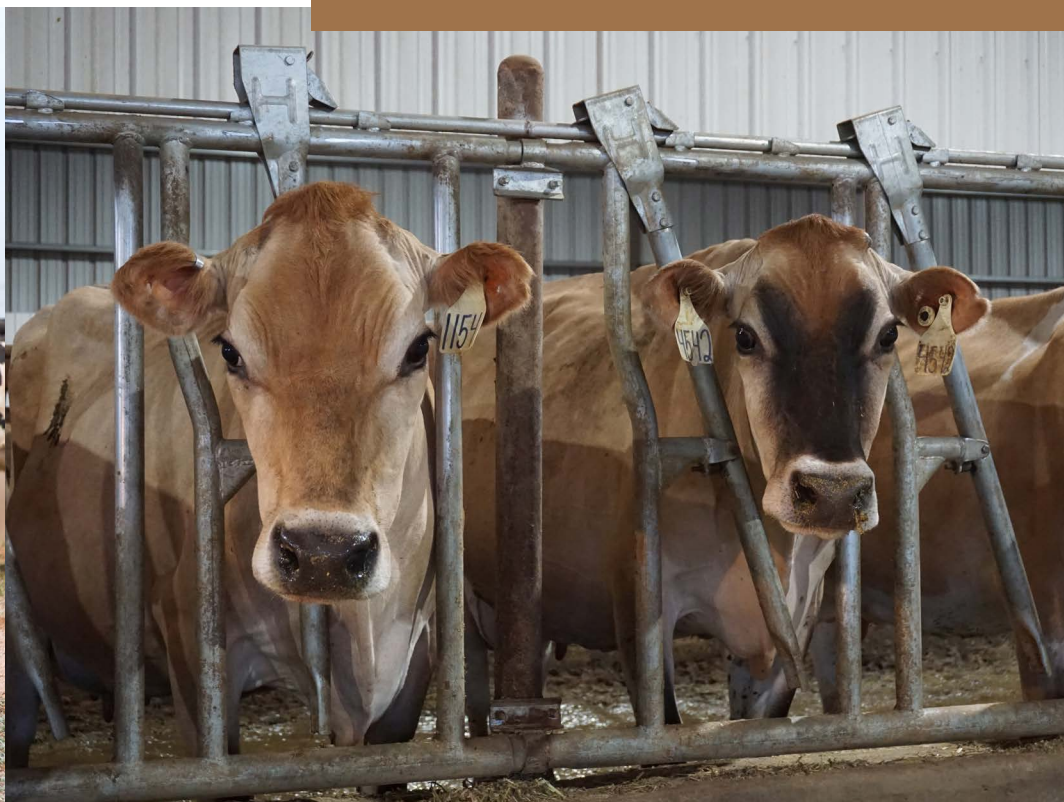
What might be the anticipated effects of these economics then? Producers are likely to keep as many cattle as they are able to get pregnant with beef semen, with less thought given to milk production or reproduction statistics. Assuming calf prices stay constant, dairy profitability may be driven more by beef calves than marginal milk production.

For those producers who are concerned about future prices for beef calves, the Risk Management Agency recently updated the LRP-Cattle program to fit beef-dairy cross calves. This program may offer producers a way to change current management

decisions around beef calves by allowing them to protect calf prices into the future. To learn more, consider reaching out to Matthew Wolf on our team at mrw@ever.ag or (312) 492-4260.

* The risk of loss trading commodity futures and options can be substantial. Investors should carefully consider the inherent risks in light of their financial condition. The information contained herein has been obtained from sources deemed to be reliable, however, no independent verification has been made. The information contained herein is strictly the opinion of its author and not necessarily of ever.ag and is intended to be a solicitation. Past performance is not indicative of future results. ■

Colin Kadis
clk@ever.ag



Changes to Worker Training and **Safety Program**

Katlyn Scarrow | Idaho Dairywomen's Association

Over the years, the Idaho Dairywomen's Association has had the privilege of offering worker training and safety services to dairywomen throughout Idaho. Over the last several months, we have been working with Dairy West to transition these services over to their staff. Worker training is an essential and valuable service, and we're confident that Dairy West's farmer relations team will not only uphold this standard of excellence—but also build on it for the future.

What will the program look like now?

All in-person and iPad-based training previously provided by IDA will now be facilitated by Dairy West's new employee, Celina Matuk. Dairy West's vision for the transition is to maintain the integrity of the current worker training and safety services while enhancing both delivery methods and training content.

One of Dairy West's goals is to develop more focused trainings that can be delivered efficiently at the farm level. These new topics will be tailored to provide relevant information for each employee, ensuring content directly applies to their specific role. Dairy West aims to take a strong program and make it even better, with a continued commitment to serving the dairy farmers they represent.

IDA's role moving forward

All IDA training resources currently available on our website will remain accessible for the time being, with the plan to phase them out gradually as Dairy West's program expands. We will be working closely with the Dairy West team to ensure that no resources are removed before new and improved options are available.

We also still have a large inventory of Tailgate Talks—manager-led training kits—available at our joint office in Twin Falls. These resources, developed in partnership with Dairy West, will remain available upon request. If you would like more information on these kits, please visit IDA's website.

The new face of worker training and safety

The IDA team is excited about this transition and pleased to introduce Celina Matuk as the new point of contact for worker training.

Celina Matuk is a manager of farmer relations at Dairy West based out of the Twin Falls office. She will be coordinating and facilitating staff training at dairy farms, with special focus on workforce development.



Originally from Durango, Mexico, Celina received a veterinary degree from the Universidad Juarez del Estado de Durango and a M.S. in animal sciences from the University of Idaho. She is fluent in both English and Spanish and has experience in dairy workforce training, including calf raising, animal health, reproduction, milk quality, dairy cattle behavior and dairy management.

Earlier in her career, she worked as a liaison between consultants, contractors and management on a multimillion-dollar renovation project at a dairy in Delicias, Chihuahua. She also served as the dairy farm manager at Washington State University for five years where she taught and mentored students in the Cooperative University Dairy Students (CUDS) program on breeding and best practices.

Her additional prior experience includes roles as a milk quality manager at the Box Canyon Dairy in Wendell, ID, and a health/reproduction manager at Sawtooth Cattle Co. in Dietrich, ID. She has also aided in educational programs through the University of Idaho Extension, coordinating meetings and delivering educational materials for the bilingual dairy workforce in the state of Idaho. Celina is grateful to be part of the Dairy West team supporting dairy farmers. She looks forward to leveraging her experience to advance Dairy West's mission: to inspire trust in dairy and build demand for dairy products around the world.

Questions? We're here to help

As we work through this transition, please do not hesitate to contact us with questions regarding how to receive the style of training you are looking for.

For online resources, visit IDA's website

- <https://idahodairymens.org/worker-training-safety>

For in-person trainings, Tailgate Talks and any other

questions regarding worker training please contact Celina Matuk.

- cmatuk@dairywest.com
- (520) 450-0366

It has truly been a pleasure stepping into this role over the past several months and working with dairymen on training and safety alongside my other responsibilities. Coming from a dairy background, I know how important training and safety are and I am incredibly excited to see Dairy West continue to grow and develop this program! ■

Katlyn Scarrow

katlyn@idahodairymens.org

Strategic Accounting at the Center of Your Business Strategy

Eide Bailly

Accounting is so much more than an administrative requirement. It's the cornerstone of your organization's success. And when you approach it strategically, applying the most relevant, effective technology, your accounting function can deliver timely insight into your financial operations.

A strategic approach to your financial operations will ensure you have the information needed to make data-driven decisions, the latest technology to streamline your processes, and a team with specialized accounting knowledge so you can focus on what matters – your mission.

The Importance of Prioritizing Strategic Accounting Practices

Regularly reviewing your organization's accounting practices will ensure your financial operations run efficiently. In addition, providing education so that every senior leader, executive director, or business owner understands the basics of accounting and your strategy will help build key internal support so that you can take the steps needed to ensure your organization's accounting is up-to-date and accurate. If not, the consequences could be detrimental to your organization.

Benefits of Strategic Accounting Practices

Strategic accounting practices can improve financial operations and enhance organizational value.

Taking a strategic approach to your financial operations can help you:

- Gain oversight of your finances and operations, which can lead to valuable insight into your business and its future
- Use your financial data to evaluate risk and help avoid the time-consuming and costly consequences that can disrupt your financial operations
- Boost your organization's profitability and increase its value

- Identify and address cash flow issues
- Forecast returns on investment of capital expenditures

Consequences of Inefficient Accounting Practices

Inefficient accounting practices within your organization may:

- Limit growth potential and your ability to recover in the event of an economic downturn
- Increase stress and employee turnover in your accounting department
- Negatively impact or eliminate potential buy-sell transaction opportunities for your organization
- Create significant cash flow problems that can disrupt your business operations

If your organization is not prioritizing accounting and following best practices, it could veer off course and negatively impact critical business decisions.

When your organization optimizes accounting, you'll optimize your business. You'll find that taking a strategic approach to getting ahead of any disruptions and capitalizing on opportunities will ultimately result in improved financial operations.

Good business decisions are born out of having the right strategy in place. Your senior leaders, executive directors, and business owners can help move the strategic agenda forward when they stay involved and support the accounting department.

How to Take a Strategic Approach to Your Financial Operations

To take a strategic approach to your financial operations, you should:

- Create goals and objectives: Your leaders and the accounting team should clearly

understand your organization's vision and mission before designing goals and objectives.

- Gather and analyze data: Gather data from your organization's leadership team and other sources, then analyze and translate it into goals, objectives, and a tangible plan. This analysis should provide you with the details that will support your strategic plan.
- Formulate a strategy, then implement it: After you've analyzed the data, design and implement your strategic plan. Monitor and evaluate your plan to ensure it aligns with the agreed-upon goals and objectives. Refine it when needed.
- Monitor and evaluate the strategy: Developing a strategic approach is circular rather than linear. The data in your plan should align with your organization's overall strategy.

The right digital solutions are essential to keep your organization running smoothly. Digital solutions can improve operations and increase organizational value by automating your processes, helping ensure regulatory compliance, providing secure transactions, and better managing the risk of fraud. Access to updated technology can also empower you with real-time insights critical for strategic decision-making.

With rapid changes in the digital economy year after year, your organization may need to rethink your traditional policies and operations. Making changes now will improve your efficiency in the present, increase your value, and allow you to be better prepared for the future. If you have plans to scale in the coming years, recent research shows that improving your organization's ability to learn, innovate, and seek good ideas regardless of their origin is one key to thriving in the future.

Strategic Accounting is a Good Business Strategy

If your organization lacks the technology, industry knowledge, market expertise or strategic foresight to achieve your vision for the future – you're not alone.

Hiring an in-house accounting team is not always easy or affordable. And individuals with specialized accounting expertise can be difficult

to find in an ever-changing job market. This is why some organizations choose to outsource their accounting and finance needs.

Rather than hiring internal employees or specialists, many organizations outsource to complement their team's skill sets and knowledge and raise the level of what their organization can do.

Outsourcing is simply hiring a trusted advisor such as a consultant, freelancer, or accounting firm. These experienced professionals can add value to your organization in either an interim or full-time capacity.

Outsourcing allows your organization to:

- Successfully scale quickly and strategically
- Plan and prepare for the future – including the unexpected
- Provide specialized expertise, resources, and technology
- Support the organization's long-term goals

Raise the Level of What Your Organization Can Do

Taking a strategic approach to your accounting functions can provide valuable insights into your organization's financial operations. By utilizing the latest technology, specialized accounting knowledge, and data-driven decision-making, you can focus on achieving your mission with confidence and success.

We understand your financial needs may be ever-changing that's why our experienced advisors come at all levels: chief financial officer, controller, bookkeeper, accountant, payroll, and other more. Our team is here help you prioritize strategic accounting and make data-driven decisions that will improve your operations and enhance organizational value. ■

Tyler Carringer
tcarringer@eidebailly.com

The Evolution of Dairy Prices in the U.S.

Dustin Winston | StoneX Group

We have now reached June which means the first of two changes issued at the end of 2024 to the FMMO (Federal Milk Marketing Order) milk price calculations have been applied. While Idaho is not in a FMMO, the price implications do impact the milk produced in the state.

The June changes will adjust the make allowances for the FMMO calculation while the December changes will impact the standardized component levels for milk solids. We have broken out the overall changes below.

Make Allowances

The USDA is raising the assumed cost of converting milk into bulk dairy products. That means a greater proportion of the revenue from selling bulk dairy products will stay with the processor and less of the revenue will be passed back to farmers which lowers the price of milk across the board.

Make Allowances (USD/lb.)			
	Current	New	Change
Cheese	0.2003	0.2519	0.0516
Butter	0.1715	0.2272	0.0557
NFDM	0.1678	0.2393	0.0715
Dry Whey	0.1991	0.2668	0.0677

Source: USDA, StoneX

Butterfat Retention

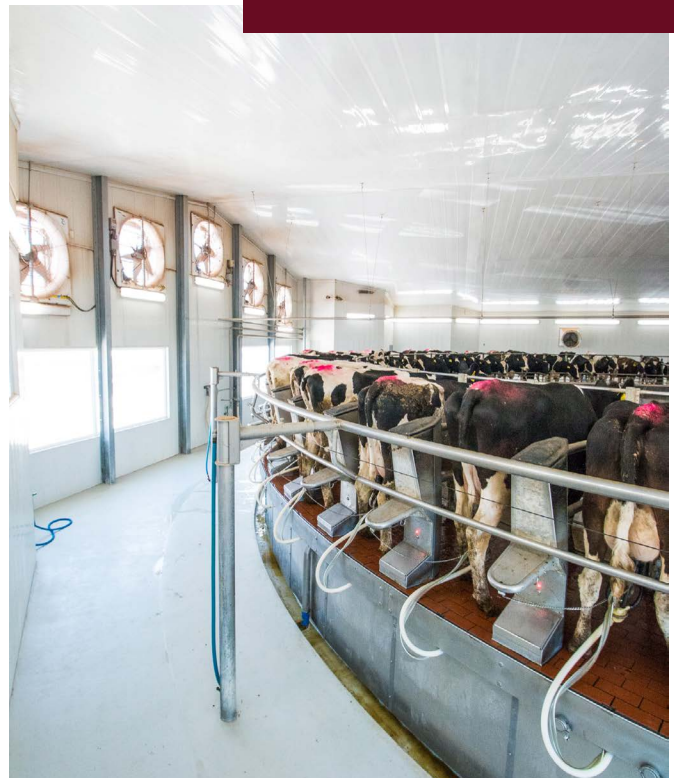
The USDA is (correctly) assuming cheese plants have become more efficient over time and a larger percentage of the fat in milk is getting converted into cheese, which helps to raise Class III and (consequently) the Class I price a little.

Solids

The USDA is raising the assumed protein and other solids content of milk. Assumed protein content is raised from 3.1% to 3.3% and other solids from 5.9% to 6.0%. With higher solids in the milk, the yield of bulk commodities is higher and there is more revenue that should be passed back to the dairy farmer and it raises the announced Class I, II, III, and IV milk prices.

Milk Solids (cwt.)			
	Current	New	Change
Non-Fat Solids	9.00	9.30	0.30
Protein	3.10	3.30	0.20
Other Solids	5.90	6.00	0.10

Source: USDA, StoneX



Impact on Class III Milk Price (USD/cwt.)							
	Make Allowance	Butterfat Retention	Solids	Remove Barrels	Class I Mover	Total Impact	Total w/o Solids
2012	-\$0.92	\$0.03	\$0.63	-\$0.10	\$0.00	-\$0.36	-\$0.99
2013	-\$0.92	\$0.03	\$0.68	-\$0.06	\$0.00	-\$0.27	-\$0.94
2014	-\$0.92	\$0.03	\$0.78	-\$0.11	\$0.00	-\$0.21	-\$0.99
2015	-\$0.92	\$0.00	\$0.45	-\$0.06	\$0.00	-\$0.52	-\$0.97
2016	-\$0.92	\$0.00	\$0.41	-\$0.15	\$0.00	-\$0.66	-\$1.07
2017	-\$0.92	\$0.00	\$0.38	\$0.16	\$0.00	-\$0.38	-\$0.76
2018	-\$0.92	-\$0.01	\$0.33	\$0.43	\$0.00	-\$0.16	-\$0.50
2019	-\$0.92	\$0.01	\$0.48	\$0.23	\$0.00	-\$0.20	-\$0.68
2020	-\$0.92	\$0.05	\$0.74	\$1.16	\$0.00	\$1.03	\$0.29
2021	-\$0.92	\$0.02	\$0.57	\$0.53	\$0.00	\$0.21	-\$0.36
2022	-\$0.92	\$0.00	\$0.57	-\$0.11	\$0.00	-\$0.46	-\$1.03
2023	-\$0.92	-\$0.01	\$0.38	\$0.54	\$0.00	\$0.00	-\$0.39
Average:	-\$0.92	\$0.01	\$0.53	\$0.21	\$0.00	-\$0.16	-\$0.70

Source: USDA, StoneX Calculations

Other changes include removing barrels from the cheese price calculation, reverting the Class I mover to be the higher-of Class III or Class IV skim milk price, and increasing the Class I differential (location basis) based on where a dairy producer is.

Once the changes in assumed solids content are implemented, the impact to the Class III milk price would be roughly neutral over the past 12 years. The new formulas would have resulted in a higher Class III milk price in 2020 and 2021 when barrel cheese was at a big discount to blocks, but if you assume a spread around 3 cents the changes would reduce the Class III milk price slightly compared to the old formula. With the six-month delay in implementing the increase in assumed solids content, the new formula does shift Class III lower by something around \$0.62/cwt. for six months (June-December).

If you are interested in further information about this topic or any other factors impacting the dairy industry here in the U.S. – we can help, please reach out. ■

This material should be construed as the solicitation of an account, order, and/or services provided by the FCM Division of StoneX Financial Inc. (“SFI”) (NFA ID: 0476094) and represents the opinions and viewpoints of the individual authors or presenters. It does not constitute an individualized recommendation or take into account the particular trading objectives, financial situations, or needs of individual customers. Additionally, this material should not be construed as research material. The trading of derivatives such as futures, options, and over-the-counter (OTC) products or “swaps” may not be suitable for all investors. Derivatives trading involves substantial risk of loss, and you should fully understand the risks prior to trading. Past results are not necessarily indicative of future results. All references to futures and options on futures trading are made solely on behalf of SFI. SFI is not responsible for any redistribution of this material by third parties, or any trading decisions taken by persons not intended to view this material. Information contained herein was obtained from sources believed to be reliable, but is not guaranteed as to its accuracy. Contact designated personnel from SFI for specific trading advice to meet your trading preferences.

Reproduction or use in any format without authorization is forbidden. © Copyright 2025. All rights reserved.

Dustin Winston
dustin.winston@stonex.com

FARM Continues Sustainability Support for Farmers

FARM Program Staff | National Milk Producers Federation

The National Dairy Farmers Assuring Responsible Management (FARM) Program continues to support dairy farmers' sustainability journey through science-based approaches to on-farm emission reduction. The FARM Environmental Stewardship program area released new informational resources for farmers and field staff about the Version 3 updates and capabilities made possible through use of the whole-farm, Ruminant Farm System (RuFaS) model.

FARM ES launched Version 3 in October 2024, using the latest research and science to support producers in assessing sustainability opportunities that align with their business goals. FARM ES Version 3 enables robust scenario analysis, allowing farms to gauge the potential impacts of a new technology or practice on milk productivity and greenhouse gas (GHG) emissions. Through this process, FARM ES results can highlight potential opportunities for improved efficiency and cost savings.

In March, the program released the Version 3 User Guide to provide key information about the evaluation tool. The guide details the data inputs of an evaluation to foster consistency and confidence in data collection, including a dedicated chapter on interpreting outputs from the Version 3 assessment.

More recently, the program released the Preparatory Guide, helping farmers and evaluators prepare for on-farm evaluations using the updated platform. The prep guide outlines Version 3 data collection, tips for completing the evaluation and program expectations. The program also released its documentation to describe how the platform leverages the RuFaS model, what default values are used, and a high-level summary of pertinent information for corporate GHG reporting purposes.

The RuFaS model is expected to release its full scientific documentation this summer, which will provide details on methodology. FARM ES will incorporate scientific updates from the RuFaS model over time, ensuring decisions can be made using the latest science.

U.S. dairy farmers are actively involved in shaping the FARM ES Program. It unifies industry response to customer requests for sustainability data, helping to streamline sustainability measurement into one program. The FARM Environmental Stewardship Task Force is comprised of cooperative staff that review, recommend and provide counsel on the governance of the FARM Program. Five new task force members were voted in during the National Milk Producers Federation's Executive Committee meeting on June 11.

The FARM Program continues its mission in fostering a culture of continuous improvement by providing farmers with tools and resources for on-farm best management practices. The FARM ES tool provides a unified platform built for and by the U.S. dairy community, powered by peer-reviewed, credible science.

For more information on FARM Environmental Stewardship, please visit nationaldairyfarm.com. ■

FARM Program Staff
nationaldairyfarm.com

Dairy Hall of Fame Nominations **Now Open**

Lacey Papageorge | Dairy West

The Idaho and Utah Dairy Hall of Fame Awards recognize one outstanding dairy farmer from each state who has made a lasting impact on the industry. Nominees may be current, retired or deceased dairy farmers who have significantly contributed to the long-term success of dairy.

To submit a nomination, please complete the application form by August 1. Only fully completed applications will be considered. The application can be found at <https://dairywest.formstack.com/forms/hofnomination>.

Nominations will be reviewed by the Dairy Hall of Fame Committee, with one honoree selected from each state. Inductees will be recognized at the Dairy Hall of Fame Banquet during the 2025 Dairy West Annual Meeting on November 6.

If you have questions about the application, please reach out Lacey or Shawna. ■

Lacey Papageorge
lpapageorge@dairywest.com

Past Idaho Dairy Hall of Fame Recipients (2015-2024)

- 2024 Terry Ketterling, Mountain Home
- 2023 Dan Gilbert, Blackfoot
- 2022 Frank Veenstra, Wendell
- 2021 Brian Esplin, Shelley
- 2020 John Brubaker, Buhl
- 2019 Blair Parker, St. Anthony
- 2018 Brent Jackson, Meridian
- 2017 John Schilder, Buhl
- 2016 Lynn Pack, Idaho Falls
- 2015 Adrian Boer, Twin Falls



Camp Rainbow Gold Fundraiser

Bob Naerebout | Idaho Dairymen's Association

We invite you to join us on Friday, August 9 for a special evening at Camp Rainbow Gold's Hidden Paradise in Fairfield, where Idaho's agriculture community is coming together to support something truly meaningful—a new kitchen and dining hall for the children and families served by this remarkable place.

Camp Rainbow Gold is Idaho's only medical camp, providing a safe, welcoming environment for children diagnosed with cancer and their families. What began over 40 years ago as a weeklong summer camp has grown into a year-round support system offering camps for siblings, family retreats, teen programming, and ongoing community connection.

But Camp Rainbow Gold isn't the only organization that calls Hidden Paradise home. The camp now serves as a hub for healing for dozens of other nonprofits who use the site to host their own programming—helping children and adults with a wide range of medical, emotional, and life challenges. It's quickly becoming a statewide resource for families in need of rest, recovery, and community.

The property is growing—but one key piece is still missing: a proper kitchen and dining hall. Right now, meals are made in a small, outdated kitchen and served outdoors. This dinner and fundraiser will help change that.

Event Details:

- Friday, August 9
 - Camp activities begin at 3:00 p.m.
 - Dinner served at 5:30 p.m.
 - Fundraiser program begins at 6:15 p.m.

Bring the whole family—**children are welcome and encouraged to attend!** We'll have fun activities for all ages, including archery, arts and crafts, boating, water activities, fishing, and more.

Lodging:

We know it's a bit of a journey to reach camp, so a limited number of cabins will be available for

overnight stays on August 9. Cabins will be assigned on a first-come, first-served basis. Please note in your RSVP if you'd like to reserve one.

Location:

Camp Rainbow Gold – Hidden Paradise
470 W 500 N, Fairfield, ID 83327

RSVP by August 4 to crgfundraiser@gmail.com and include the total number of guests in your party.

Idaho agriculture is setting the table—let's build something lasting together, for the kids and families who need it most. ■

Bob Naerebout
bnaerebout@gmail.com



What to Think About When Expanding Your Dairy Operation

Chad teVelde, Valene Cauhorn, and Matt Thompson | AGPROfessionals

Processing, Manure Management, Land Base, and Water Rights are the Top Considerations for Expansion Plans

When considering an expansion, the main starting point should be the processor. Can the processor handle more milk at your current location? Is there additional capacity coming online, or is there a plan to ship out of state? The answer to this question is the driving factor for the expansion plans. An additional, but often overlooked consideration is the farm's available manure management land base and water availability/rights.

Expansion in dairy operations can take several forms, including increasing herd size within the existing footprint, upgrading or enlarging current facilities, adding a new production site to boost capacity, or constructing an entirely new facility to support long-term growth.

It's All About Math – Start at the Milk Barn

When it comes to considering expansion and the best path to take, it boils down to math. The first place to look is at the milk barn. Here are questions to consider, which will help to determine if you can maximize your current barn or if it is necessary to increase the size of your milk barn:

- How many cows are you currently milking?
- How many times per day are you milking?
- Are you maximizing production per milking stall?

Let's say you have a double 30 milk barn. If you milk three times per day, you should be able to achieve five turns per hour, which means you can milk approximately 300 cows per hour within an 8-hour shift. The math equates to a current milk barn (double 30) with a maximum capacity of 2,400 cows. If you are milking less than your maximum capacity, you can expand with minimal capital investment in facilities by taking some steps to increase efficiencies. If you are already at capacity for your milk barn and want to increase production, you will

need to expand your milking facilities.

If you want to increase efficiency so you can add more cows without investing in extra facilities, you might consider switching from milking three times a day to twice a day. This gives you more time to milk cows and improves the efficiency of your double 30 milk barn to handle 3,600 head. This change from three to two milkings per day may result in 10 to 15% less milk produced per cow, but in the end, you'll see a significant improvement because you'll be able to milk many more cows in the same facility.

You've Determined That You Need to Invest in A New or Additional Milk Barn – What is the Best Choice?

There are positives and negatives to different styles of milk barns. Knowing these attributes provides the information needed to make the decision that works best for your operation.

- Rotary Barns – While rotary barns have a lot of positive attributes, we find that they are not as efficient as other methods if you are going to be milking less than 2,500 cows. The positive aspects of rotary barns are that they allow for flexible pen sizes, you can milk more cows per employee, you have pre- and post-dip robot options, and all of the cows exit in one lane. On the negative side, a rotary has more moving parts, and if it goes out of service, milking efficiently could become very difficult while it is down.
- Parallel Parlors – These parlors require significantly less initial capital investment and offer greater flexibility for future expansion. The ability to expand is the number one feature of a parallel parlor. More labor is required in comparison to a rotary – parallel parlors can typically milk about 100 cows per employee. However, if a cow is having a problem that requires attention while milking, it is easier to spend time with them in a parallel system rather than a rotary because they are

stationary and not moving.

- Robot Milking Unit – The most significant disadvantage of a robot milking unit is the high initial investment and ongoing maintenance costs. However, there are many advantages, such as no labor costs for milkers, reduced stress on cows since they can be milked where they eat, and generally high production levels with a robot milking system. Another major benefit is the increased efficiency they provide, especially when considering expansion. Many producers have added a robot milking box, a cross-vent next to their milk barn to add 400-800 cows without impacting their existing milking facility. This is a high-cost option, but it is non-invasive to the existing facility.

Cow Housing Considerations

There are several different types of housing available; some operations may stick with one style, while others may use a combination or be transitioning from one housing style to another. These housing styles range from open lots to traditional free stall, tunnel vent free stall, and cross-vent free stall barns.

- Open Lot Housing – Open lot housing is the least expensive to construct. Some of the benefits of open lot housing are good foot and leg health for cows and the ease in detecting heat cycles in cows. The negatives are that the cows and employees are impacted by weather, and there is typically a longer travel distance for cows from housing to the milking barn. Open lots require a larger square footage per cow than building housing.
- Traditional Free Stalls – This style of barn requires a slightly larger capital investment, with concrete floors and running two pens per building. They offer protection for both the cows and employees from the weather, can take advantage of natural ventilation, and can be incorporated with open lots, allowing cows to go outside. However, maintaining the environment becomes much more intensive due to the need to manage manure as a liquid and bedding on a daily basis.
- Tunnel Vent – These barns offer four pens per building, and they are designed so that air is blown down the building from one end to the other. The cows and employees are protected from the environment, and the cows are constantly kept cool. These barns require more capital investment over open lots, but the advantage is the smaller footprint, allowing for housing more cows on a smaller piece of property. Cows have a shorter travel distance to the milk barn. Like the traditional free-stall

barn, the tunnel vent requires more intensive management of the environment, including manure management and bedding.

- Cross Vent – The cross vent barn provides air flow across 6 to 8 pens in one building. While they are more expensive to build than open lots, the housing cost per cow is reduced; more cows per building footprint means less cost per cow compared to other free stall barn styles. These barns have concrete flooring and have the same intensity requirements for managing manure and bedding.

The energy cost for tunnel vent and cross vent barns will be higher because fans are moving air across the buildings at all times.

Manure Management Considerations

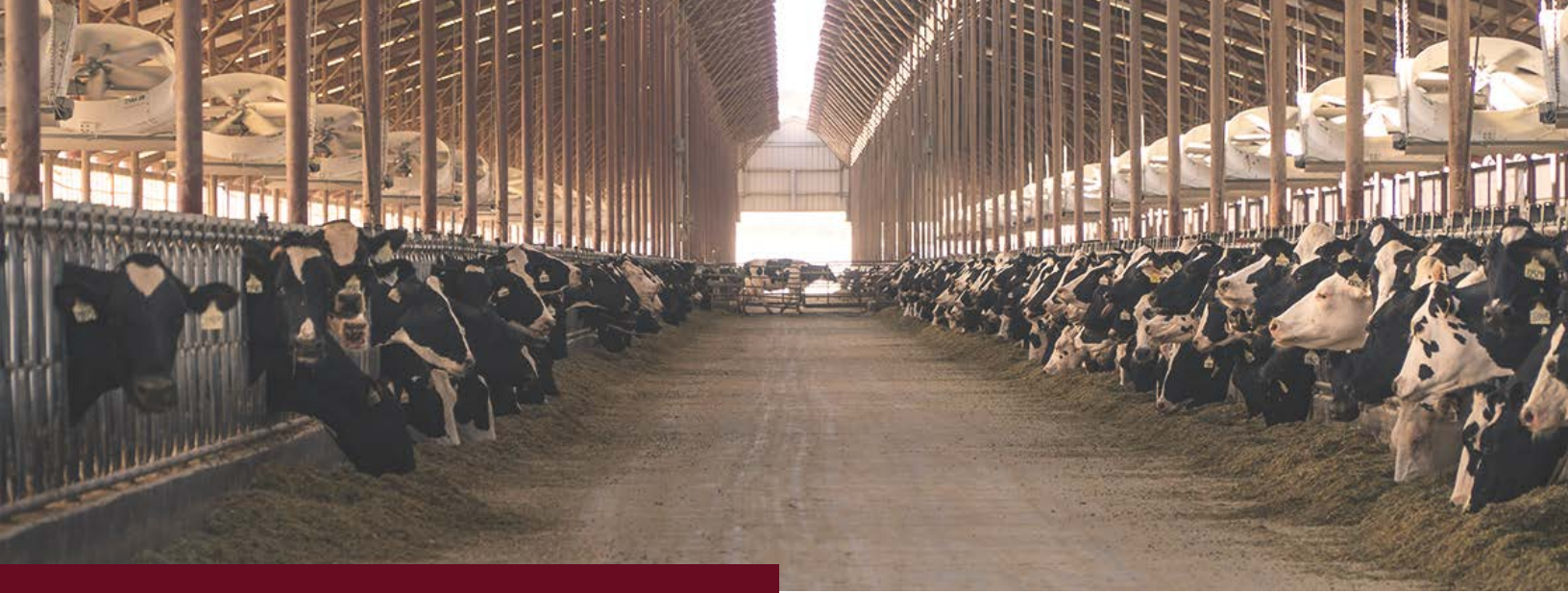
Regardless of the type of expansion planned, the current manure management system will need to be evaluated to determine the impacts on the manure separation and storage, and land application systems. Any addition of cows to a site will impact storage and land application needs. These changes can be magnified if a new parlor or housing type is also implemented.

Housing changes from open lot to covered pens will result in double the amount of manure that is harvested off of concrete. Storage areas for scraped solids or flush/slurry storage will need to be expanded to accommodate these additional volumes. Land application of lagoon liquids and nutrients to surrounding fields needs to be accounted for, as all CAFO facilities have nutrient management plans and requirements. Increased hauling and separation technology upgrades need to be considered in the overall budget, as they will increase operating costs.

Parlor updates and changes can have increased or decreased impacts on water use and corresponding storage requirements. Any changes from water-cooled equipment or to reuse may negate moderate increases to cow throughput. The lagoon storage system will need to be enlarged to accommodate an increase in overall water use.

A preliminary nutrient management plan for a proposed change is always advisable to give guidance on liquid and solid application land base. These plans should also assess the storage system and determine whether any expansion is necessary. Slope and drainage within and around the facility should be addressed within these plans.

Another consideration of any expansion or conversion is the impact on environmental



conditions. Barn systems may open opportunities for future energy projects like digesters or other technologies. Changes in manure management may impact facility odor and nuisance conditions, and proximity to neighbors and populated areas should be considered.

Water availability and water rights must be considered. Both facility water use and cropping changes to water use need to be considered. In Idaho, water can be changed from irrigation to stock and commercial uses, but this water needs to come from a primary groundwater right. Water right priority dates need to be considered, as any area cutbacks, etc., will typically impact junior/newer rights over older senior rights.

Navigating the Permitting Process When It Comes to Expansion

Prior to construction, it is important that all the permits are in place. Most counties in the state of Idaho require a land use permit for the expansion of a Confined Animal Feeding Operation (CAFO). Remodels and site plan changes can often be addressed through an administrative change; however, if animal numbers or the footprint are changing, a land use permit will likely be required. When preparing for an expansion, the following information will be needed for a land use permit:

- Water rights (will a water transfer be needed)
- Approved NMP of the expansion
- Site Plan
- Acres for Density requirements (not all counties have this requirement)
- Setback restraints
 - Well location
 - Neighbor location

Additionally, collaboration with local highway departments will be necessary.

Other permits that may be required are:

- Public Drinking Water
- Septic
- Building Permits
- Access permits

This list outlines the basic steps to start the process. It is not a comprehensive list due to the fact that permitting requirements are county and site-specific.

The Most Important Step - Assemble A Trusted Team

The most crucial step when planning to expand your dairy is to assemble a trusted team to develop a solid plan. The individuals who should be involved include your herd veterinarian, herd manager, a dairy engineer, land planner, construction team, and a dairy banker.

Our team at AGPROfessionals has designed and engineered some of the best dairy operations in the nation. For more than twenty-five years, we have focused on helping our clients reach their goals and supporting their success. If you're considering expanding your dairy operation, we would be honored to become a trusted part of your team. ■

Chad teVelde
ctevelde@agpros.com

Valene Cauhorn
vcauhorn@agpros.com

Matt Thompson
mthompson@agpros.com

FIELD DAY

Research for Building a Roadmap to 2050 Dairy Environmental Stewardship Goals

Who: Producers, nutrient management planners, crop consultants/agronomists and industry partners.

What: Please join us to learn about collaborative research efforts to help the dairy industry address resource challenges and advance its 2050 environmental stewardship goals.

AGENDA

Wednesday, September 3, 2025 | 8:30 A.M. – 1:00 P.M.

Northwest Irrigation and Soils Research Station
3793 North 3600 East, Kimberly, Idaho 83341

STOPS	TIME	TOPIC
	8:30 – 9:00 A.M.	Arrival Registration, coffee and travel to the North Farm
STOP 1: NORTH FARM	9:00 – 9:15 A.M.	Welcome & Opening Remarks Introduction to Dairy Checkoff and DSWR* project overview
	9:15 – 9:45 A.M.	Manure Byproducts as Fertilizers – Evaluating Sedron Solids and LWR Byproducts in a Forage Rotation Dr. April Leytem, USDA-ARS
	9:45 – 10:00 A.M.	Travel to the South Farm
STOP 2: SOUTH FARM	10:00 – 10:20 A.M.	Manure Priming – A One Time Manure Application Provides Years of Benefits to Subsequent Crops Dr. David Tarkalson, USDA-ARS
	10:20 – 10:45 A.M.	Deficit Irrigation – How Much Water Can You Save Without Impacting Yields and Quality? Brad King, USDA-ARS
	10:45 – 11:00 A.M.	Walk to the South Farm Shop
STOP 3: ARS RESEARCH STATION – SOUTH FARM SHOP	11:00 – 11:20 A.M.	Phosphorus Drawdown – How Long Does It Take to Remove Soil Test P With Forage Rotations? Megan Satterwhite, Idaho Dairywomen's Association
	11:20 – 11:40 A.M.	Methane Potential of Manure – How Does Feed Composition and How You Handle Manure Change the Potential for Methane Losses in Storage? Dr. April Leytem, USDA-ARS
	11:40 A.M. – 12:00 P.M.	DSWR Task 1 Results: Survey of Soil Health and Soil Carbon on Idaho Dairy Farms Dr. Dan Liptzin, Soil Health Institute
	12:00 – 1:00 P.M.	Wrap-Up & Lunch Q&A and Networking

RSVP



*See Page 2 to learn more about DSWR

Questions? Contact:

April Leytem | april.leytem@usda.gov
Megan Satterwhite | megan@idahodairywomen.org



What is DSWR?

Dairy Soil & Water Regeneration (DSWR) is a key collaboration between Dairy Management, Inc., the Soil Health Institute, and eight institutions to advance progress toward the dairy industry's collective 2050 environmental stewardship goals, which were established through the Innovation Center for U.S. Dairy. The nation-wide project assesses how field practices affect soil health, greenhouse gases, water quality and agronomic factors such as yield and forage quality in dairy feed production.

What's happening in Idaho?

The USDA-ARS site in Kimberly, Idaho, is investigating the impact of novel manure products, evaporated and flocculated solids, in soils with and without a history of manure application in a corn silage and triticale rotation. The research site is also evaluating the nitrogen fertilizer replacement value of manure.



DSWR PARTNERS:



IDAHO PARTNERS:



For further information on:

Site-specific projects – contact april.leytem@usda.gov | DSWR – visit dairysoilwater.org

Thank you to partners, funders, and other supporters for contributing to U.S. dairy sustainability!



195 River Vista Place
Suite #308
Twin Falls, Idaho 83301

UPCOMING EVENTS

- JULY 16-17** IDA/ DAIRY WEST BOARD MEETINGS - *Salt Lake City, UT*
- AUGUST 16-17** IDAHO MILK PROCESSORS ASSOCIATION ANNUAL MEETING - *Sun Valley, ID*
- SEPTEMBER 3** DAIRY SUSTAINABILITY FIELD DAY - *Kimberly, ID*
- OCTOBER** PACIFIC NORTHWEST PARTNERSHIP MEETING - *Oregon*

IDA BOARD OF DIRECTORS

Pete Wiersma, President (Buhl, ID)
Arie Roeloffs, Vice President (Wendell, ID)
Ted Vander Schaaf, Secretary/Treasurer (Kuna, ID)
Andrew VanderWoude (Parma, ID)
Rudi DeWinkle (Melba, ID)
Alan Branch (Malta, ID)
Hank Hafliger (Filer, ID)
Lael Schoessler (Kimberly, ID)
Willie Bokma (Twin Falls, ID)
Allan Swainston (Preston, ID)
Justin Engberson (Monteview, ID)
Lynn Keetch (Montpelier, ID)
Rick Naerebout, CEO

IDPC BOARD OF DIRECTORS

Don Gaalswyk, Chairman (Castleford, ID)
Brian Esplin Vice Chairman (Shelley, ID)
Jeff Lund Secretary (Wendall, ID)
Mike Siegersma (Nampa, ID)
Pete Doornenbal (Caldwell, ID)
Tom Kasper (Melba, ID)
Paxton Robinson (Oakley, ID)
Kim Korn (Terreton, ID)
Devin Boehme (Geneva, ID)
Steve Seppi, CEO

DAIRY WEST BOARD OF DIRECTORS

Chace Fullmer, Chairman (Sigurd, UT)
Siska Reese, Vice Chairman (Melba, ID)
Deb Easterday-Reeves, Treasurer (Buhl, ID)
Tom Kasper (Melba, ID)
Don Gaalswyk (Castleford, ID)
Donnie De Vries (Bliss, ID)
Jeff Lund (Wendall, ID)
Pete Wiersma (Buhl, ID)
Kim Korn (Terreton, ID)
Winfield Anderson (Blackfoot, ID)
David Roberts (Beaver, UT)
Daniel Buttars (Lewiston, UT)
Steve Seppi, CEO