

New York DHI Coop reports financial strength

ITHACA, NY — "New York Dairy Herd Improvement Cooperative (NY DHI) is back in a position as one of the strongest co-ops we serve in the Northeast," Dean Moreau of the Springfield bank for Cooperatives, told delegates at the New York DHI annual meeting held in Ithaca recently. Moreau also added, "The results of fee changes and management improvements are nothing short of remarkable. This financial strength gives you flexibility to roll with the punches. We hope you will preserve this at all costs."

In his opening remarks John Noble, vice-president of New York DHI, explained that the strong cash position and projected income made it possible for the board of directors to recommend approval of the budget without a fee increase on January 1. The delegates allowed the directors to implement a fee increase later in the year if the current rate structure cannot encompass changes in the dairy economy.

During the business session, Ron St. John, secretary-treasurer of New York DHI, announced that the cooperative had achieved a \$370,000 profit on \$9.6 million in sales for the 1985 fiscal year ending August 31. The management team and staff increased sales by \$500,000 while decreasing expenses by \$42,000. The co-op reduced its current liabilities by \$360,000 and increased current assets by \$270,000 resulting in total assets of nearly 2.8 million dollars. The cooperative's assets/liabilities ratio of 2.2 to 1.0 indicates a strong, solvent financial position, especially when compared with last year's ratio of 0.8 to 1.0.

Jerry Mickelson, representing New York DHI's auditing firm, also reported the \$118,000 growth in net equity gives members a five

percent return over the past two years.

Does this good financial news mean that New York DHI is successful? "Not in itself. The true measure of success is how well we help our members succeed," says Nelvin Empet, general manager of New York DHI. He lists six accomplishments indicating a successful year for the cooperative:

1. Several Northeast states are working together to provide lab and field management services. It is also important to note that the stated goal in these contracts is to move toward a merger within three years.

2. The quality of service has improved, especially the turnaround time (time from sampling of the herd to when records are mailed from Ithaca). New York ended the year with an average of 4.99 days.

3. The new official National DHIA rules recognize the dynamic nature of DHI and allow state boards to exercise reasonable judgment in enforcement.

4. Educational programs for DHI staff and dairy farmers are improving.

5. DHI had renewed its purpose and direction. New York DHI's statement of purpose is to help farmers increase their net profits.

6. New York DHI is moving toward sound finances. A financially sound organization is better able to help its members than one which is weakened, demoralized, and financially stressed.

To maintain sound finances the delegates passed a resolution which allows the board of directors to determine the operating fees.

Guest speaker Lew Mix, director of farm management research and development at Agway, charged the directors with the task of finding methods to deal with the

impact of changing technology on milk supply. Mix also said, "If we do not manage our milk supply, supply management will be forced upon us."

Terry Smith, extension dairyman for New York, explained six programs extension personnel are using to promote the use of DHI records for dairy farm management. Lyle Wadell, director of the Northeast Dairy Records Processing Lab (NE DRPL), described the way that Northeast dairy farmers have provided input into the DHI records package for 16 years through the NE DRPL advisory board.

During a panel discussion with the Northeast DHI presidents, New York delegates asked several questions regarding the formation of a Northeast DHI. Presidents participating in the panel were; Daniel Stevens of Massachusetts, Ronald Carty Sr. of New Jersey, Peter Jacquier of Connecticut, Richard Scott of Maine and David Porter of New York.

Eugene Brace, director from West Winfield, NY, and his wife, Irene, were honored upon his retirement after 27 years of service. Ray Noble, director from Belmont, NY, also retired. Directors John Noble of Linwood, NY, and Ron Sibbitts of Canton, NY, were both re-elected to three-year terms. Jon Klemme of Fort Plain, NY was elected to replace Eugene Brace.

Participants enjoyed the talk of banquet speaker Pat Leimbach, from Vermillion, OH, who provided many laughs with "old farm wives tales." Shari Johnson, New York State Dairy Princess, also spoke to delegates and their spouses about ways to promote the use of milk products.

Several production awards were presented to dairy farmers at the banquet. Ro La Farm of Steuben County was cited as the high milk and high protein herd of more than 100 cows. Their 221 cows averaged 24,532 pounds milk, 799 pounds fat, and 795 pounds protein.

The award for high milk and high protein in herds with fewer than 100 cows went to Mr. and Mrs. Vincent Bruno of Columbia

County, with 75 cows averaging 23,689 pounds milk, 835 pounds fat, and 808 pounds protein.

Fred LaVack and Family of St. Lawrence County, received the high butterfat award for herds over 100 cows. The LaVack herd of 108 cows average 21,593 pounds milk, 812 pounds fat, and 715 pounds protein.

Peter Kemmeren, Chenango County, had the high butterfat herd of fewer than 100 cows. Kemmeren's 66 cows average 21,973 pounds milk, 851 pounds fat, and 737 pounds protein.

Honored for the highest percentage increase in county DHI membership was Seneca County. In 1984-85, the membership increased over 10 percent.

Dairy information session planned

SYRACUSE, NY — Dale E. Paulhamus, Jersey Shore, PA, Eastern Milk Producers district 12 director and Raymond J. Diebold, Altoona, PA, Dairyalea Cooperative district 6 director have announced a public dairy education/information meeting will be held Monday, February 10 at 8 p.m. in Mifflinburg, PA, at the Middle School.

The meeting will be jointly

sponsored by Eastern Milk Producers Cooperative and Dairyalea Cooperative Inc., both headquartered in Syracuse, NY.

Topics for review and discussion will include the 1985 Farm Bill, rules and regulations of the whole herd buyout, marketing background and dairy price outlooks. Presentations will be made by one of the following economists: Joseph Mathis, Eastern Milk Producers; Art Little, Dairyalea Cooperative; George O'Brien, Dairyalea Cooperative.

All dairy farmers are invited to attend this open meeting and will have an opportunity to ask questions.

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