

The Academy for Dairy Executives

Developing Leadership and Management Skills for Young Dairy Professionals



Session One

December 12 & 13, 2017
Colgate Inn, Hamilton, NY

Session Two

January 23 & 24, 2018
Hilton Garden Inn, Auburn, NY

Session Three

February 20 & 21, 2018
Holiday Inn, Oneonta, NY

Cornell Cooperative Extension and PRO-DAIRY Invite you to apply for this three-part educational program in Central New York

- Gain a better understanding of the fast-changing dairy industry
- Learn from and interact with other producers and dairy professionals
- Improve leadership and management skills of a successful dairy business during volatile times
- Develop skills necessary to lead your dairy business into the future

Program fee is \$750 paid in two installments of \$375 each. The first installment is payable upon notification of acceptance into the program. The second installment is due by January 1, 2018. **Some scholarships are available from our Platinum Sponsors.**

The program fee includes all meals, refreshment breaks, parking, meeting rooms, speaker fees, program materials, and lodging on the first night of each session. Additional lodging accommodations before or after the program are the responsibility of the participant. All lodging reservations will be handled by our office. *If double accommodations are desired, please contact us.*

The fee does not include expenses associated with traveling to and from the facility, expenses for recreation and entertainment, or other personal incidental expenses.

Class size is limited to 30 dairy professionals to maximize the small group interaction and peer-to-peer learning. Applications will be accepted until October 20, 2017. Qualified applicants will be selected in order of receipt of application. Guaranteed reservation into the program occurs when the first installment is received.

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Cornell University
Cooperative Extension

PRO-DAIRY

See page 2 for more information

Each session of the Academy begins at 11:30 am on day one with lunch and concludes on day two around 12:30 pm. A typical day includes individual study, small group discussions, informal networking, and roundtable discussions with faculty. With the fully-packed agenda and importance of group interaction to the program, participants are expected to spend the entire time at the Academy site.

Please be prepared to leave your business responsibilities at home. Break time will be built in to allow informal interaction with classmates and to respond to any urgent matters at home.

For an application & information go to:
<https://prodairy.cals.cornell.edu/conferences/academy>

Session 1

- Factors Affecting Your Dairy Farm: What Can You Actually Control?
- Personality and Management Styles
 - ◊ What are They and How Do You Fit?
 - ◊ Why Are They Important
- Introduction to Management Functions
- Economic Decision Making
 - ◊ Key Profit Measures and Goals
 - ◊ Tying finances and management together
- What is Happening in the Real World—Experience from a Successful Manager
- Partial Budgeting
 - ◊ Types
 - ◊ Limitations
 - ◊ Practical Examples

Session 2

- Risk Management
 - ◊ Identifying Areas of Risk
 - ◊ Self-Insurance vs. Risk Management Tools
- Whole Farm Budgeting
- Family Business Communication and Conflict Resolution
 - ◊ Tools and Approaches
 - ◊ Family and Non-family Interactions
- Proposing Change to the Senior Generation
- Operational Decision Making
- Employee Management and Employee Engagement

Session 3

- Managing Profits
 - ◊ High and Low Cycles
 - ◊ Long Term Business Planning
- Creating Job Descriptions, SOPs and Performance Evaluations
- Evaluating Financial Performance with the Legal 21 Ratio Analysis
- Risk Management 2
- Estate Planning and Management Transfer
- Building Successful Working Relationships with your Service Providers

Sponsors:

Platinum Level



Gold Level



Silver Level

