



# Dairy Dispatch

The official newsletter of the Kansas Dairy Association

*Providing a unified voice for Kansas Dairy Farmers*

**Volume 10, Issue 2**

**March - April 2003**

## 2003 Annual Meeting a success

More than 100 dairy producers, industry officials, and business groups attended the 9th Kansas Dairy Association Annual Meeting February 21-22 at the Best Western Inn in Park City.

Three new board members were elected. Christy Ratliff, Garnett; Jim Reed, Esbon; and Joe Schmitz, Axtell, will serve three years on the board. Mike Bodenhausen, Mutoscha, was reelected to another three year term.

Current KDA President Warren Winter was awarded the prestigious Dairy Leader Award. The award recognizes producers or industry professionals who display exemplary leadership and work to improve not only the Kansas dairy economy, but the national dairy and agricultural economy as well. Winter is the 27 recipient since 1952 to receive this award. A picture of Winter and a plaque will hang in Call Hall on the K-State campus.

The Reno County Dairy Herd Improvement Association received the traveling milk can for winning the Kansas Dairy Farm Family Award. With around 35 dairy farms all milking between 35-100 head each, producers in Reno County still have an active DHIA. The group holds annual banquets, keeps records, and assists dairy producers in several ways.

Sixteen exhibitors were on hand for the 2003 Dairy Expo to showcase the latest and the best industry products, innovations, and genetics.

Mike Kruger, CEO of Midwest Dairy Association, St. Paul, Minn., discussed promotional activities and vending machine opportunities that MDA is studying. Ten cents per cwt of Kansas milk goes to this regional office for promotional activities in a seven state area.

Also speaking for MDA was Kent Lehs, of the Des Moines field office. The two showcased several aspects of the MDA. Jane Byrnes-Bennett, of the MDA Wichita office, was on hand to answer questions and displayed



The 2003-04 Kansas Dairy Association Board of Directors. Seated: Christy Ratliff, Garnett, and Warren Winter, President, Hillsboro. Back row: Steve Ohlde, Linn; Tom McCarty, Rexford; Frank Pretz, Osawatomie; and Curtis Steenbock, Longford. Not pictured: Richard Benoit, Damar; Mike Bodenhausen, Muscotah; Tim Pauly, Conway Springs; Jim Reed, Esbon; and Joe Schmitz, Axtell.

several dairy products. She also handed out Kroger/Dillions bags with the 3-A-Day logo.

Others speaking at the Annual Meeting were Mike Christian, KSU Watershed Specialist and Mike Brouk, K-State Research and Extension Dairy Specialist. The two gave updates on the work their groups have done this past year. Brouk indicated budget shortfalls as a concern for Research and Extension.

The proposed Kansas Dairy Association and Kansas Dairy Commission budgets were approved.

The Board of Directors met Friday afternoon for the second meeting of the year. The Holstein Friesian Association board met on Friday as well. Saturday morning the Holstein and the Kansas Jersey Cattle Club held their Annual Meetings.

### KDA Mission

The mission of the Kansas Dairy Association is to:

- \* provide a unified voice for dairy farmers;
- \* cooperate with other organizations and agencies toward common goals;
- \* provide information and education;
- \* perform selected activities to improve the economic status of Kansas dairy producers.

### KDA Vision

The Kansas Dairy Association will be an organization devoted to supporting the Kansas dairy industry and family dairy farmers. It will be made up of committed and involved members led by active officers and supported by administrative staff. It will be an effective, visible organization promoting cooperation, education, and communication for the betterment of all Kansas dairy farmers.



**Kansas Dairy Association**

Kansas dairy producers who participate in the statewide, voluntary assessment to the Kansas Dairy Commission are automatically members of the Kansas Dairy Association. Non-producers and businesses may join as associate members.

Membership in the KDA entitles you to a subscription to *The Dairy Dispatch*, the official newsletter of the KDA, as well as other special membership mailings. You will also be invited to attend the KDA's Annual Meeting, held in February each year, and the KDA's annual Dairy Delights Legislative Reception.

Associate membership dues help the KDA provide a unified voice for all Kansas dairy producers. If you would like to join the Kansas Dairy Association, please complete the form below and submit it to: Kansas Dairy Association, 301 Broadway, Belvue, KS 66407.

### Kansas Dairy Association Associate Membership Form

Today's Date \_\_\_\_\_ Phone Number (\_\_\_\_) \_\_\_\_\_

Name \_\_\_\_\_

Farm or Business Name \_\_\_\_\_

Complete mailing address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

#### Level of Membership (Check one)

\_\_\_\_\_ \$ 25 Individual Associate Member

\_\_\_\_\_ \$ 50 Business Associate Member

\_\_\_\_\_ \$100 or more Gold Club Associate Member

### Kansas Dairy Association Board of Directors

**Warren Winter, President**

2354 Hwy K 15  
Hillsboro, KS 67063  
(620) 947-3429

**Richard Benoit**

HC 01 Box 3  
Damar, KS 67632  
(785) 839-4285

**Mike Bodenhausen**

2545 29th Road  
Muscotah, KS 66058  
(785) 872-3185 - Barn  
(785) 872-3197 - Home

**Tom McCarty**

2231 County Road 31  
Rexford, KS 67753  
(785) 462-9974

**Steve Ohlde**

898 Quivira Road  
Linn, KS 66953  
(785) 348-5454

**Tim Pauly**

1380 W 80th Avenue N  
Conway Springs, KS 67031  
(620) 456-2030

**Frank Pretz**

35101 Moonlight Road  
Osawatomie, KS 66064  
(913) 755-4532  
Fax (913) 755-2049

**Christy Ratliff**

23474 NW 1700 Road  
Garnett, KS 66032  
(785) 448-2603

**Jim Reed**

Rt. 1 Box 83  
Esbon, KS 66941  
(785) 725-4861

**Joe Schmitz**

2912 Limestone Road  
Axtell, KS 66503  
(785) 736-2226

**Curtis Steenbock**

881 3rd Road  
Longford, KS 67458  
(785) 388-2664

KDA Staff

**Ben Hopper, Director of Communications and Member Services**

**Chris Wilson, Chief Executive Officer**

**Tracy Ivy, Office Administrator**

301 Broadway  
Belvue, KS 66407  
(785) 456-8357 • Fax (785) 456-1654  
e-mail: bhopper@agresources.com  
info@ksdairy.org  
www.ksdairy.org

*The Dairy Dispatch* is published regularly by the Kansas Dairy Association. Comments, questions, suggestions or advertising inquiries may be sent to the Association at the address above.

# 2003 Dairy Expo Exhibitors & Sponsors

## Thank you exhibitors and sponsors for making the Kansas Dairy Association Annual Meeting a huge success!

### Exhibitors

- \* ABS Global - John Fisher, Buhler
- \* Accelerated Genetics - Kent Reinhardt, Bison
- \* Ag Processing - Thom Rossmanith, Hastings, NE
- \* Agricultural Engineering Associates - John George, Uniontown
- \* AltaGenetics - Terry Ohlde, Linn
- \* FC Stone, LLC - Steven Biehler, Abilene
- \* Genex Cooperative - Scott Mesik, Ottawa
- \* Midwest Livestock Systems - John McKeever and Klaus Dueck, Beatrice, NE
- \* Select Sires - Mike Pachta, Riley
- \* Semex, USA - Richard Scoby, Manhattan
- \* Weber Dairy Equipment - John Weber, Wichita
- \* Wheatland Ag, Inc., Brian Bentson, Bennington

### Social Sponsors

- Kansas Corn Growers Association
- Kansas Wheat Commission

### Breakfast Sponsors

- Kansas Farm Bureau, Manhattan
- Countryside Feeds, LLC - Kyle Cedarberg, Hillsboro

### Other Exhibitors

- DHIA - Dave Sukup, Manhattan
- K-State Research and Extension - Dr. Mike Brouk and Dr. John Smith, Manhattan
- Watershed Specialists - Mike Christian, Manhattan

## Kansas becomes 20th, 1st in production increase

Kansas dairymen have much to be proud of for their efforts in 2002, despite low prices and sagging economy.

Kansas moved up as the 20th largest dairy producing state on the USDA list of top dairy states. In 2000, Kansas was ranked 25th.

This accomplishment by itself is nothing to overlook. However, Kansas is now the fastest growing dairy state, with a 24.8% increase in milk production from 2001.

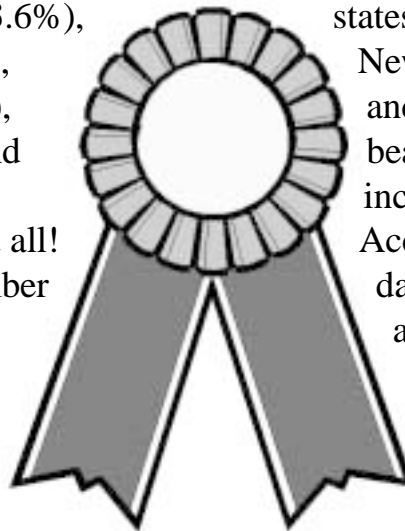
Other states recording a 5 percent increase or more in

production were Alaska (23.1%), Oregon (21.9%), New Mexico (13.6%), Arizona (11.6%), Colorado (9.6%), Idaho (5.1%), and California (5%).

But that's not all! Kansas was number 8 in per cow production and the number of cows increased by 11 percent.

Twenty-five states recorded milk production increases comparing 2002

with 1997. The average percentage increase for these states was 16.0%. Only New Mexico (57.5%) and Idaho (57.0%) beat out Kansas' increase of 56.4%. According to K-State dairy specialists, the average size of a traditional Kansas dairy herd is 110-120 cows.



Congratulations Kansas Dairy Producers for these accomplishments!

# Legislative Update from Chris Wilson

The Legislature wrapped up action on bills in their house of origin on Friday, February 28, 2003. So far, the Legislature has sent only two bills to the Governor for signature, one being the bill to balance the budget for the current fiscal year. It closes a \$300 million deficit. There are fewer bills than normal at this time of the session, despite a full hearing schedule in committees during the first half of the session.

Revenue reports on the February 28 showed tax receipts for February off \$22.7 million from expectations, making a total of \$55 million off since last November. Actual tax revenue was \$210 million in February, against estimates of \$232 million. Fiscal year-to-date actual receipts (since July 1) have been \$2.584 billion, and were estimated at \$2.640 billion.

Governor Sebelius proposed a balanced budget, and generally, that's fine with Republicans. But it's a budget she's not really happy with, because of the spending cuts and no new money for education. There's an attitude among Republican leaders in both houses to let her be the one to propose any additional spending. And with the decreased revenues, House Speaker Doug Mays has said that the House members are not spending a lot of time figuring out how to balance the budget, but instead are waiting on Sebelius. Senate President Dave Kerr is saying that the governor is going to have to propose a way out of the state's fiscal mess, and implying that she's going to have to admit to some level of campaign exaggeration in order to satisfy Republican legislators.

New Taxes? There's certainly going to be a big push by the education community for higher spending and generating revenue to do it. Governor Sebelius wants it. Some Senate leaders will probably say we don't want to raise taxes but have to in order to do what we want. House members will resist new taxes to a greater degree. House Education Committee members are reporting the Kansas Association of School Boards has a plan for an additional \$1 billion in education spending, but it is yet to be made public. Yes, that's \$1 Billion.

So – where does Kansas come up with that kind of money? During this first half of the Session, House Tax Committee members and lobbyists have spent a lot of time in the review of all the sales tax exemptions. We've made the arguments, one by one, as to why all our sales tax exemptions are in the law and should be preserved. House Tax Chair John Edmonds has a bill which would tax all goods and services in Kansas. So, there won't be action in the Committee on all those bills we've been testifying on for weeks. A bill has been introduced, HB 2421, that simply says everything's taxed. Hearings on that bill were March 10 and 11. We are participating in several coalitions of groups working on this legislation. I just can't see that even eliminating all the sales tax exemptions and taxing all the services would generate the kind of revenue expected; there would be a significant negative impact on the

economy resulting in lower sales of goods and services to be taxed. Or as one of you told me, "The turnip is dry."

A lot of the push for more education dollars seems to be from Johnson County. A Rep. House member told me as she went door-to-door campaigning last fall, people repeatedly told her they wouldn't mind paying more taxes; they just want to maintain the quality of their schools. That sentiment is often heard from Johnson County legislators.

Talk of school consolidations grows, and there will be an interim on the subject. This is a growing concern to our members. There is a school administrators' estimate that school consolidations could result in savings of \$240-480 million. Legislators ask, if rural areas don't want increased taxes, does that mean they support consolidation.

Since the funding for the Kansas Water Plan was passed over a decade ago, the mix of state general fund revenues and fees has generated about \$16 million per year to fund water plan projects. The state general fund amount is \$6 million annually, by statute, and the remainder comes from fees on municipal, industrial and agricultural water users. In the current fiscal year, FY03, the SGF amount is reduced to \$3.77 million, and the same amount was budgeted by Governor Sebelius and has been approved by budget committees. With carry over amounts and fees generated, the total Water Plan Fund revenues are still expected to be in the \$16 million range or higher.

There has been some talk, however, about how to increase revenue to the Water Plan Fund. Increasing fees has been discussed, and the Water Authority has instructed the Water Office to explore this option. The Water Office is gathering data and looking at this idea. In Senate Ways and Means subcommittee, former Speaker Robin Jennison was looking for funding for a project he's working on, and Senators began to talk about the

possibility of raising fees. Discussion at that point seemed to center on municipal fees. However, since that time there has been agency discussion about other fees, such as fertilizer fees.

Saturday, March 29, is the last day to consider bills not in the house of origin, except by the following committees: House Appropriations, Calendar and Printing, and Taxation; House and Senate Federal and State Affairs; Senate Ways and Means; or other select committee, when authorized. No bills will be considered after Saturday April 12 except House Appropriations, Calendar and Printing and Taxation, House and Senate Federal and State Affairs, Senate Ways and Means, or other select committee, when authorized. bills vetoed by the Governor, Omnibus Appropriations Act, and Omnibus Reconciliations Spending Limit Bill. So, we are on the down hill slide, but we will be busy. If you have any questions or comments, please contact us.

*If you would like to receive weekly email updates from our Lobbyists, please email Chris Wilson at [chris@agresources.com](mailto:chris@agresources.com).*

## Important Contact Information

KDA office - 785-456-8357

Lobbyist message center -  
785-234-5500

Chris' cell phone - 785-456-5835  
[chris@agresources.com](mailto:chris@agresources.com)

Ben's cell phone - 785-456-3247  
[bhopper@agresources.com](mailto:bhopper@agresources.com)



# Dairy in the News

The makers of Dr. Pepper and 7 Up are trying their hand in milk sales. The soda company is marketing five flavors of a new drink, Raging Cow. The company plans to sell milk in flavors like chocolate caramel and pina colada. Hoping to reach young adults, the 14-ounce drinks will be sold at concerts, on college campuses, and on the internet. Raging Cow will also be available in the dairy section of stores and in vending machines. Sold cold, the drinks can be stored at room temperature for 180 days. The new milk drinks will be introduced in Texas and the Midwest first, with expansion to the rest of the country by mid- to late 2004.

Americans eat about 100 acres of pizza each day or about 350 slices per second, and each man, woman, and child eats an average of 46 slices, or 23 pounds of pizza each year. According to Business Trend Analysts, the average per capita consumption of mozzarella cheese was 7.93 pounds in 1994 and is predicted to reach 12.51 pounds per person by 2004. This means manufacturer's sale of pizza cheese should top \$32 billion by 2004.

## Belleville Farmer, Seedsman new Secretary of Ag

Adrian J. Polansky was appointed secretary of the Kansas Department of Agriculture by Governor Kathleen Sebelius in February 2003. He is serving as acting secretary pending confirmation by the Senate.

Polansky brings a lifetime of agricultural experience to the Governor's Cabinet. He is owner of Polansky Farms and Polansky Seed, both in Belleville. Until 2001, he served as state executive director of the Kansas Farm Service Agency. Since 1964, he has been a member of the Kansas Crop Improvement Association and served as president of that organization from 1986-87. He was on the Agriculture Council of America from 1979 to 1985 and served as chairman from 1983-84. In 1985 he was chairman of the U.S. Wheat Associates and was a member of that group for seven years. Polansky also served as secretary-treasurer of the National Association of Wheat Growers Education Foundation in 1987. Earlier in his career, he served as president of the Republic County Farmers Union and policy chairman of the Kansas Farmers Union.

Polansky is a lifelong Kansan who graduated from K-State in 1972 with a bachelor of science degree in agronomy. Among his honors and awards are the USDA Hammer Award, which recognized his efforts to build a government that works better and costs less; a USDA distinguished service award for outstanding leadership and management contributions made to the Farm Service Agency; the 1986 Kansas Association of Wheat Growers wheat man of the year; and the outstanding service to agriculture award in 1986 by the Kansas Crops and Soils Industry Council. In 1994, he received the outstanding young alumnus award from the KSU Ag Alumni Association.

Polansky and his wife Kristine, an attorney, live in Topeka. The couple married in January 2003. Polansky's first wife, Joyce, passed away in 1993 after 18 years of marriage. A daughter, Amber, is a third-year pharmacy student at Kansas University. A son, Adam, is a 2002 graduate of K-State who is involved in managing the family farm and seed business. Adam's twin, A.J., died in an automobile accident in January 2001. Benjamin Larscheid, Polansky's stepson, attended Washburn University.

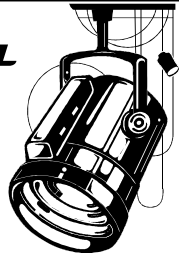
In his role as Secretary of Agriculture, Polansky believes it is important to be a leading advocate for Kansas agriculture.

## 2003 Dairy Delights Legislative Reception



Above: Chris Wilson, Kansas Dairy Association CEO, discuss legislation and industry concerns with legislators, staff, and dairymen. Right: Rep. Joann Freeborn, R-Concordia, enjoys Maggie Moos ice cream. Rep. Freeborn chairs the House Environment Committee and serves on the House Agricultural Committee.

## KDA Member Spotlight



### Warren Winter KDA President and 2003 Kansas Dairy Leader

Warren Winter, Hillsboro, Kan., was named the 2003 Kansas Dairy Leader at the 9th Kansas Dairy Association Annual Meeting Saturday February 22.

This prestigious designation is awarded only when an individual is deemed worthy and has been awarded to only 27 dairy producers since 1952.

Winter's family farm, Rock Home Holsteins, is known nation-wide for its outstanding dairy type and milk production. Not only do they milk cattle, but also sell fine cattle, embryos, and young stock from deep cow families. In 2000, his farm received the Kansas Distinguished Dairy Award.

Winter started dairying with his father-in-law in 1970 and bought him out in 1990. Rock Home Holsteins milk 120 cows in the state's oldest herringbone barn. His father-in-law said he installed the State's first herringbone barn, a 1959 innovation.

Winter has strived to keep it updated, by installing innovations like automatic takeoffs, while maintaining around 150 Simmental cattle and farming more than 2600 acres of diversified crops, alfalfa, and pasture.

Winter is current president of the Kansas Dairy Association, and was instrumental in establishing the Kansas Dairy Commission in 1995 and is still on the Board of Directors. He has represented the Association in Washington D.C. on important dairy legislation.

Winter is active in the Kansas Holstein Association, where he has served as president and a delegate to the National Holstein Association's National Convention.

Winter has served many years as a 4-H dairy youth leader and county fair superintendent. He has helped many youth by volunteering as a youth advisor. His family has also hosted Inter-national Dairy Farm Trainees from Peru, Nicaragua and Hungary.

Winter has also served on the Southern Division of AMPI board and the original Dairy Farmers of America Cooperative board of directors, as well as on boards that encourages the utilization of dairy products with the Midwest Dairy Association and the Kansas City Dairy Nutrition Advisory Council.

Winter graduated from Emporia State University with business education and accounting degrees and taught for four years in Lyons, Kan.

Winter and his wife, Jean, raised three children; Dalina, a school teacher in New Danville, Penn.; Kevin, a partner with the dairy; and Krista, a senior majoring in music at Eastern University in St. David's Penn.

## What Is AgrAbility?

Kansas AgrAbility is a partnership between Kansas State University's Extension Agricultural Safety & Health Program and Southeast Kansas Independent Living in Parsons. Funding for the project comes through a United States Department of Agriculture grant. The purpose of Kansas AgrAbility is to provide information and resources to help Kansas farmers with disabilities locate and access appropriate assistive occupational technologies.

National AgrAbility received its first Federal funding in 1991 and was implemented as recommended in the 1990 Farm Bill. Each year, competitive projects have been awarded to Cooperative Extension Services, based at land-grant universities, that have joined with nonprofit disability organizations to educate and assist agricultural workers with disabilities and their families.

In addition to the state project grants, one national grant provides additional support for a National AgrAbility Project involving the University of Wisconsin - Madison and the National Easter Seal Society. These national partners combined to provide technical assistance and professional training for the state projects, and to produce resource materials and conduct information dissemination activities related to the project.

The activities of the AgrAbility Program demonstrate the ability of Extension to respond to local needs and make a difference through collaborative partnerships. Perhaps most importantly, the project illustrates how much we can collectively benefit by providing opportunities, expanding boundaries, and making it possible for people to hope.

Contact Kerri Ebert, Kansas AgrAbility Assistant at (800) KAN DO IT (800-526-3648) or check out [www.oznet.ksu.edu/agrability](http://www.oznet.ksu.edu/agrability).



Promoting Success in Agriculture for People with Disabilities  
and Their Families

# 2002 Kansas Dairy Association Year in Review

## State Fair

This year, the Kansas Dairy Association took over the Dairy Bar in the Grandstand at the Kansas State Fair. Several improvements were made to the look and the management of the Dairy Bar. Red gingham curtains were hung and "got milk?" posters decorated this freshly painted Fair attraction. Two managers worked hard in maintaining staff, restocking supplies, and serving customers. Besides long lines at peak times, the Dairy Bar was a huge success at the 2002 Kansas State Fair. Steps are being taken to make the Dairy Bar more efficient and profitable for the 2003 Fair.

## Dairy Producer Handbook

With a grant from the Kansas Department of Agriculture, the Kansas Dairy Association's Dairy Producer Handbook was developed. The original idea for this project came from producer's concerns on where to look for information on how to comply with environmental regulations of the Kansas Department of Agriculture, the Kansas Department of Health and Environment, and the Environmental Protection Agency. We decided to put together a resource of information, forms, and contacts that are important to Kansas dairy producers. This project would not have been possible without Secretary of Agriculture Jamie Clover-Adams, Kerri Ebert, Carolyn Dunn, Tracy Ivy, Ben Hopper, Chris Wilson, and the Kansas Dairy Association and Kansas Dairy Commission Boards for their hard work and dedication in making the Kansas Dairy Association Dairy Producer Handbook. The handbooks are being distributed at dairy meetings and functions.

## Dairy Dispatch

Five association newsletters, The Dairy Dispatch, were sent out in 2002 informing members of the Kansas Dairy Association and Kansas Dairy Commission activities, industry trends, features of dairy producers and operations, updates of legislative actions, and advertisement from Business Associates and friends of the Kansas dairy industry. The Dispatch is an excellent way for producers to stay connected and up-to-date with the happenings of the Kansas Dairy Association.

## Dairy Delights Legislative Reception

After an ice and snowstorm canceled Dairy Delights, the 9th Annual Dairy Delights Legislative Reception was rescheduled for Wednesday March 13, 2002 at the Dillon House in Topeka. The Kansas Dairy Association and Kansas Dairy Commission Board of Directors and other Kansas dairymen met and discussed issues with Kansas Legislators and their staff while enjoying delicious dairy products catered by Aboud's and Maggie Moos of Topeka. The Dairy Delights is very popular among the Legislators for its uniqueness and the products that the Kansas Dairy Association serves.

## Annual Meeting

The 8th Annual Meeting of the Kansas Dairy Association was Saturday February 16, 2002 at Valentino's in Seneca. Dave Sukup, Heart of America DHIA updated the members on the activities of his association. Doug Musick, watershed specialist for the Lower Kansas River, presented an update on the activities of the five watershed specialists. National Dairy Board Representative Lynda Foster reported on the activities and initiatives of the National Dairy Board. Kent Lehs, Midwest Dairy Association, talked about the results and responses to recent market research done by Dairy Management, Inc. O.A. Olson was recognized with the Kansas Dairy Leader Award and the Distinguished Dairy Family Award went to Gary and Lynda Foster and family from Fort Scott.

## 2002 Legislative Session

The 2002 Legislative Session dealt with several issues facing Kansas. There were several water issues including efforts to increase taxes on water users. The Kansas Dairy Association was a leading organization in the successful effort in opposing that change and worked to reform Groundwater Management District law. The Kansas Dairy Association again was involved with the Kansas Agricultural Alliance, a group of more than 20 agriculture groups that meet weekly and take positions on bills facing agricultural and rural Kansas.

## Kansas Dairy Association Board of Directors

The 11 board members met six times in 2002 to discuss issues facing the Kansas Dairy Association. Members include: President Warren Winter, Hillsboro; Vice President Elwood Schmidt, Riley; Richard Benoit, Damar; Mike Bodenhausen, Muscotah; Dennis Metz, Wellington; Steve Ohlde, Linn; Tim Pauly, Conway Springs; Frank Pretz, Osawatomie; and Jerry Spielman, Seneca.

## Staff

Last March, Kerri Ebert left the staff of the Kansas Dairy Association and Kansas Dairy Commission, but has continued to offer assistance and advice in several capacities. Ben Hopper joined the staff in the fall.

## Sunflower AgriPAC

During the 2002 Legislative elections, the Sunflower AgriPAC, the Kansas Dairy Association's political action committee, donated \$100 to 44 House candidates and \$200 to other candidates for their ties to the dairy industry. One Senate candidate received \$100. We lost three races, including our two dairymen, but all were by small margins. Thank you to those who contributed to Sunflower AgriPAC.

# 2002 Kansas Dairy Commission Year in Review

## Dairy Days

The Kansas Dairy Commission sponsored the meals at the three K-State Dairy Days in Seneca, Whiteside, and Ottawa in October. Chris Wilson and Ben Hopper discussed issues facing Kansas Dairy Association and Kansas Dairy Commission and handed out the Dairy Producer Handbook. The Handbook was produced by Kansas Dairy Association staff and made possible by a grant from the Kansas Department of Agriculture.

## Annual Meeting

The 8th Annual Meeting of the Kansas Dairy Association was Saturday February 16, 2002 at Valentino's in Seneca. Dave Sukup, Heart of America DHIA updated the members on the activities of his association. Doug Musick, watershed specialist for the Lower Kansas River, presented an update on the activities of the five watershed specialists. National Dairy Board Representative Lynda Foster reported on the activities and initiatives of the National Dairy Board. Kent Lehs, Midwest Dairy Association, talked about the results and responses to recent market research done by Dairy Management, Inc. O.A. Olson was recognized with the Kansas Dairy Leader Award and the Distinguished Dairy Family Award went to Gary and Lynda Foster and family from Fort Scott.

## Kansas Dairy Commission Board of Directors

The seven board members met six times in 2002 and discussed issues facing the Kansas Dairy Commission, grant proposals, and approved sponsorships to several events, groups, and functions throughout the year. Members include: Chairman Dennis Metz, Wellington; Vice Chairman Richard Benoit, Damar; Mike Bodenhausen, Muscotah; Joe Hinton, Ft. Scott; Tim Pauly, Conway Springs; Jerry Spielman, Seneca; and Warren Winter, Hillsboro.

## Sponsorships

The Kansas Dairy Commission sponsored several events in 2002 to promote dairy products and the industry as a whole. From serving chocolate and white milk at the Kansas Farm Bureau Annual Meeting in Manhattan, to donating ice cream to the Kansas Association of Wheat Growers and Kansas Corn Growers Association's Commodity Classic in Wichita, to cheese for the American Royal in Kansas City. The Commission also sponsored the State 4-H Dairy Quiz Bowl team to the national competition, the KSU Dairy Science club, and provided scholarships at Kansas State University, Ft. Hays State University, and to regional FFA Dairy Judging winners.

## State Fair

The Kansas Dairy Commission provided funding for promotion and educational activities including improvements at the Dairy Bar in the Grandstand, educational exhibits in the milking parlor, and Interbreeds Dairy Cattle

Council awards for the Dairy Judging Contests. The milking parlor exhibit is a very popular and we have been privileged to have Stephanie Eckroat from Ft. Hays State University managing the parlor.

## Interbreeds Dairy Cattle Council

The Interbreeds Dairy Cattle Council met in November for their Annual Meeting. The Council provides assistance and recommendations to the Kansas State Fair. The Council consists of representation from all Kansas dairy breeds. Frank Pretz represents the Council on the Kansas Dairy Association board of directors. Dale Klausen is serving as the 2002-2003 president.

## Dairy Facts Sheets

The Kansas Dairy Commission staff developed at Kansas Dairy Facts Sheet, filled with up-to-date information of Kansas dairy products, dairy cattle, and the dairy industry. The Facts Sheets have been handed out at several functions from dairy meetings, to the Dairy Delights Legislative Reception, to the Kansas State Fair. The Commission also provided producers with items and materials for their use, farm visits, and other local promotions.



put some  
**lighter fluid**  
on the charcoal...

---

Get sugars into your cows' ration by  
adding **TMR Silver** liquid feed from  
Double S Liquid Feed Services, Inc.  
**TMR Silver** contains 28% sugars and  
12% natural protein.

Feed 2-3 lbs./head/day to:

- ◆ Reduce feed sorting
- ◆ Increase dry matter intake
- ◆ Improve herd health
- ◆ Produce more milk

We offer a free 90-day trial on equipment installed at your farm; delivery anywhere in Kansas for 5-gallon containers to full truck loads; and an unconditional guarantee.



**Wheatland Ag, Inc.**  
410 N. Lincoln • Bennington, KS 67422  
Brian Benton • Phone: (785) 488-3390

**KANSAS DAIRY ASSOCIATION  
ANNUAL MEETING MINUTES  
BEST WESTERN INN, PARK CITY  
FEBRUARY 22, 2003 - 11:00 A.M.**

President Warren Winter called the meeting to order. Byron Lehman introduced Lynda Foster, National Dairy Board member, who discussed activities of the National Dairy Board.

Mike Kruger, CEO of the Midwest Dairy Association, presented a power point presentation on the work the Midwest Dairy Association and Council conducts in several states in the Midwest.

Following lunch, Kent Lehs, Midwest Dairy Council, provided information on activities in Kansas.

John Smith, K-State Research and Extension Dairy Specialist, presented the 2003 Kansas Dairy Leader Award to Warren Winter and the 2003 Distinguished Dairy Family Award to the Reno County DHIA.

Jerry Rottinghaus presented the Mike Brouk and Smith the 2002 State Herd banner from the 2002 National Holstein Show that producers won last year.

Winter read the minutes from the 2002 Annual Meeting. Rottinghaus moved to accept the minute of the 2002 Annual Meeting, Steve Ohlde seconded, motion passed.

Chairmen Metz gave a year in review report of the Kansas Dairy Commission and it's activities.

President Winter gave a Kansas Dairy Association year in review.

Mike Christian, KSU Watershed Specialist, discussed TMDL's, water quality, and issues facing Kansas water.

Brouk, K-State Research and Extension Dairy Specialist, and thanked the Commission and their support. Brouk reported on the Dairy Days and the research the Extension specialists have conducted this past year.

Chris Wilson, Chief Executive Officer of the Kansas Dairy Association, gave a Legislative report of the 2003 Legislative Session. She discussed current legislation dealing from sales tax exemption, the budget crisis, the Governor's proposed budget, and other proposals from the Legislature.

Ben Hopper, Director of Communications and Member Services, distributed the National Milk Producers Federation Environmental Handbook from NMPF and the Kansas Dairy Producer Handbook and discussed its content.

There was no old business.

In new business, new board members were elected. Elwood Schmidt gave the nominating committee report. Jim Reed, Christy Ratliff, Mike Bodenhausen, and Joe Schmitz were nominated as directors. There was a motion to cease nominations and cast a unanimous ballot.

Frank Pretz discussed the 2002 Budget and the 2003 Proposed Budgets for the Kansas Dairy Association and the 2002 Budget and the 2003 Proposed Budget. Metz moved to accept the motion, Foster seconded, and the motion passed.

The meeting adjourned at 1:50.



Central Federal Milk Order #32  
Announcement of "Advanced" Class Prices  
for March 2003

Released February 21, 2003

<b>Class I Price @ 3.5% Butterfat (cwt)</b>	
\$2 location adjustment, Jackson Co. (MO)	\$11.81
Fluid milk promotion order processor assessment	+0.20
	\$12.01

<b>Class I Butterfat Price (lb)</b>	
\$2.00 location adjustment, Jackson Co. (MO)	\$1.1574

<b>Class I Skim Price (cwt)</b>	
\$2.00 location adjustment, Jackson Co. (MO)	\$8.04

<b>Class II Skim Price (cwt)</b>	\$6.74
----------------------------------	--------

<b>Class II Nonfat Solids Price (lb)</b>	\$0.7489
--	----------

"Advanced" Pricing Factors for March 2003

Released February 21, 2003

Used only in calculating advanced Class I & II prices

Advanced Class III Skim Milk Price (cwt)	\$5.90
Advanced Butterfat Price (lb)	\$1.1374
Advanced Class III Price @ 3.5% Butterfat (cwt)	\$9.67
Advanced Class IV Skim Milk Price (cwt)	\$6.04
Advanced Class IV Price @3.5% Butterfat (cwt)	\$9.81

**Base Price @ 3.5% Butterfat for Class I (cwt) \$9.81**

*Released by the United States Department of Agriculture, Agricultural Marketing Services, Dairy Programs, by Donald R. Nicholson, Market Administrator, Central Federal Order No. 32, Lenexa, Kansas.*



**J Bar J, Inc.**

*Hoof Care*

101 W. Red Rock Road ♦ Partridge, KS 67566  
**(620) 567-2697**

John A. Riehl Professional Hoof Care Since 1987	Beef and Dairy Hoof Care
---	-----------------------------



# Kansas Dairy Commission News

## *Kansas Dairy Assessment Dollars At Work*

*By state statute, the Kansas Dairy Commission is charged with conducting a statewide campaign of dairy industry development through research, education and information. If you have a project that meets any of these three criteria, you can submit a request for funding to the Kansas Dairy Commission at 301 Broadway, Belvue, KS 66407.*

## Kansas Dairy Commission Highlights

The Kansas Dairy Commission Board of Directors met February 21, 2003 in Regency V at the Best Western Inn, Park City, Kansas.

Mike Kruger, Midwest Dairy Association, made a presentation about MDA activities. MDA operates in North Dakota, South Dakota, Minnesota, Iowa, Illinois, Missouri, Arkansas, Kansas, and Eastern Oklahoma.

Kent Lehs discussed MDA efforts in Kansas. Discussion with Kruger and Lehs followed on MDA's focus on big cities and big schools.

Several sponsorships were discussed. The Board approved to give product away up to \$100 per location (5 total) during the Osteoporosis Service, Inc. May 2-3 tour where they will bring awareness to osteoporosis and conduct bone density scans. The Board also approved a \$200 donation to Dairy Relief

Fund, an organization that aids hungry people overseas with nonfat dried milk.

The All Kansas Dairy Show was discussed. David Whitehill will volunteer for the May 2-3 show in Hutchinson. Hopper and Agricultural Resources and Communications intern, Annie Whitehill, as well as members of the KSU Dairy Science Club, will help with the show.

The KSU Dairy Science Club request was discussed. The Board approved \$1,000 for the upcoming trip and asked that Dairy Science Club members help out at the Spring Show, as well as during the State Fair. Two K-State Research and Extension research proposals were tabled. A third request will be discussed at the next meeting.

The Board will have \$400 of radio ads during the K-State Lady Cats post-season play on Mid-America Sports Network.

---

## Kansas Dairy Association Highlights

---

The Kansas Dairy Association Board of Directors met February 21, 2003 in Regency V at the Best Western Inn, Park City, Kansas.

CEO Wilson gave a report on the tax appraisal issues.

The Annual Meeting and officer duties during the meeting were discussed.

During announcements, Minnesota legislation on the fair pricing of milk was discussed. The legislation makes the price for fluid milk unconscionably excessive if the price charged by a processor to a retailer

exceeds one hundred forty per cent of the price actually paid to the producer by the processor for the same fluid milk. Wilson also discussed the work she and Hopper were doing in Topeka.

There was discussion regarding K-State Extension Dairy Specialists.

The next meeting was also discussed. It will be during the 2003 All Kansas Dairy Show May 2-3 in Hutchinson.

Kansas Dairy Association Annual Meeting Social was after the meeting.

**Kansas Dairy Association**  
**301 Broadway**  
**Belvue, KS 66407**

**Presorted**  
**First Class**  
**U.S. Postage Paid**  
**Permit No. 9**  
**Topeka, KS**

## **KDA Associate Members**

*Please thank the following businesses and individuals for supporting KDA as Associate Members.*

### **Gold Club Associate Members**

Accelerated Genetics, Bethany, MO  
Ag Engineering Associates, Uniontown & Garden City  
Heinen True Value Farm Supply, Seneca  
Holstein-Friesian Association of Kansas  
Countryside Feed, LLC, Hillsboro  
Nu-Ag Bosko, Nickerson  
PerforMix High Plains, LLC, Garden City  
Wheatland Ag, Inc., Bennington  
Will Thompson Consulting, Tulsa, OK

### **Business Associate Members**

Ag Engineering Associates, Uniontown  
Ag Processing, Inc., Hastings, NE  
Cattle Wise, Inc., Manhattan  
Central Plains Ag Bag, McPherson  
Custom Tech Blends, Inc., Sublette  
Dairy Business Communications, Westmont, IL  
Excel Soybean Technologies, Oskaloosa  
FC Stone LLC, Abilene  
Hamilton Supply, Hillsboro  
Kansas State Fair, Hutchinson  
Midwest Farm & Dairy Supply, Hutchinson  
Midwest Livestock Systems, Inc., Beatrice, NE  
Miguel Dairy Service, Syracuse  
Mueting Engineering & Surveying, Seneca  
Joe Mitchell Dairy Service, Seneca  
Power Tech Industries, Olathe  
Professional Cleaning Services, Hillsboro  
Sedgwick County Fire District #1, Wichita  
Sioux Automation Center, Sioux Center, IA

Sunrise Commodities, Levelland, TX  
Swihart Sales, Quinter  
Vision Quest Dairy Solutions, Paola  
Wildcat Feeds, LLC, Topeka

### **Individual Associate Members**

ABS Global, DeForest, WI  
Berry Companies, Wichita  
DFA Financing Services, Anthony E. Brauer, Haven  
Mike Brouk, Manhattan  
Burton-Fellers Sales, Inc., Berryton  
Jane Byrnes-Bennett, Midwest Dairy Council, Wichita  
Ed Call, Manhattan  
Dick Dunham, Manhattan  
Genex/CRI, Scott Mesik, Ottawa  
J Bar J Inc., John Riehl, Partridge  
Dick James, Verdon, NE  
M. and K. Keil Cattle Co., Russell  
Kleeman Sales Service, Pryor, OK  
Jim Morrill, Manhattan  
Sheila Leiker Page, DHIA Field Tech, Victoria  
S.O.O. Trucking Co., Okeene, OK  
Biozyme, Inc., Roger Schlick, Hoxie  
Richard Scoby, Manhattan  
Sealey Trucking, Ron Sealey, Sedgwick  
Select Sires, Al Funk, Nortonville  
John Shirley, Manhattan  
Dan Smith, Montpelier, VT  
John Smith, Manhattan  
SMS Nutrition, George Miller, Greeley  
Thousand Hills Dairy Services, Newton  
Wiley Oliver Sales, Wiley, CO