

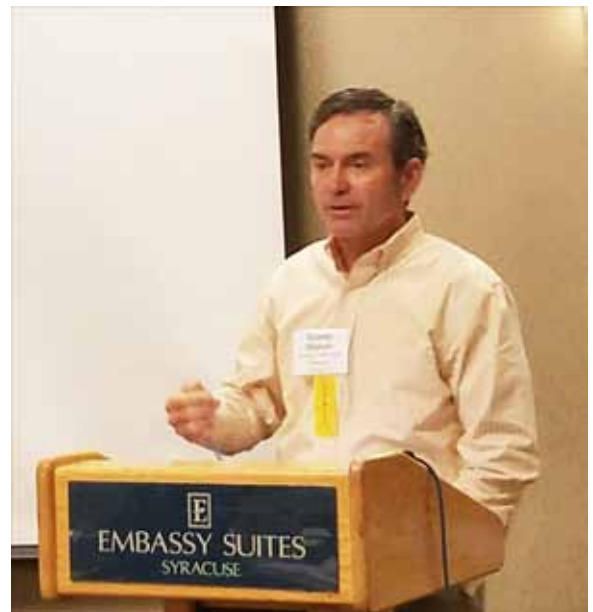
FFSC 2017 Syracuse, NY

Tending to Business

The program opened on July 27 with an overview of dairying in New York State and the role benchmarking is playing with successful dairy operations.



The presentation by Jason Karszes, Cornell University, is available online at www.ffsc.org. Other speakers that day included, clockwise from above: **Jeff Fetter**, partner with Scolaro, Fetter, Girzanti, McGeough & King, who gave a presentation on Succession Planning on Farms. His PowerPoint presentation is also available online at the Council's Web site; Council Member **Angela Chesley** provided an update on activities occupying the Technical Committee, particularly how proposed changes in GAAP will impact the *Guidelines* documents; **Scotty Elston**, co-chair of the Council's Finance Committee, discussed plans for expanding the Partnership Program and the importance of these sponsors in maintaining the financial where-with-all of the Council; the meeting room was at capacity during the Technical's Committees business session. The group unveiled the new *Implementation Guide* which will be soon be released to the membership and the public; **Cheri De Jong**, owner and CEO of Natural Prairie Dairy, describes her family's operation in Texas...it is one of the largest organic dairy in the United States; Marketing Committee co-chair **Brenda Duckworth** outlines the group's plans for participating in selected trade shows during 2018 including the ABA's National Ag Banking Conference, the annual conference held by the National Farm and Ranch Business Management Education Association and the 2018 Financial Boot Camp sponsored by *Farm Futures* magazine.



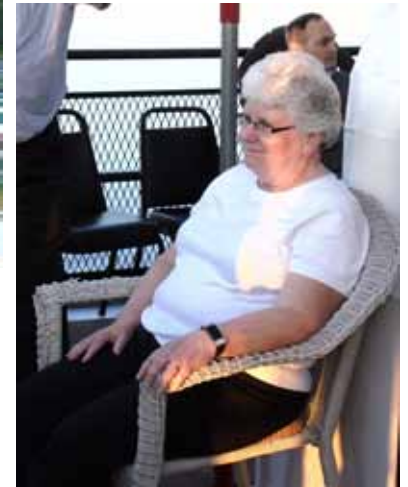


On Tour

Many conference attendees continued their participation in the conference by joining the local tour program on the afternoon of July 28. Locations and activities included, clockwise from right: lunch and a facilities tour at Beak & Skiff Apple Farm including the bottling line for the company's 1911 branded hard ciders; Then it was off to Cayuga Milk Ingredient's milk processing plant , a farmer-owned facility which produces skim milk powder, non-fat dry milk, protein powders, milk protein concentrates, condensed skim milk, cream, UF skim liquid protein, and special milk-product blends -- Marjean Olsen and her children are preparing for their visit to the plant -- Nice hat, Stephen -- The tour wrapped up late in the day at the organic dairy farm operated by Mike and Karen Hooper... Karen, in center at photo to left, briefs her audience.



Cruising on the Erie Canal



Thanks, Steve
2018 FFSC President Jan Bitter
presents a ceremonial gavel and plaque
to Stephen Severe as outgoing
president.

Thanks for all you've done for the
Council, Steve.

