

# Ohio Dairy Veterinarians Meeting

January 5-7, 2023 in Columbus Ohio

*“Farm Financial Consulting  
and Transition Planning”*

SPONSORS



## GOLD

Coba Select Sires  
Elanco Animal Health  
Huvepharma  
Merck Animal Health  
Ohio Veterinary Medical Association  
Zoetis

## SILVER

ABS Global  
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Cambridge Technologies  
DHIA  
Diamond V  
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IMV Imaging  
Land O' Lakes  
MWI Animal Health  
Midwest Veterinary Supply  
Multimin USA  
Norbrook  
Philbro  
PBS Animal Health  
Tech Mix



*Understanding the finances of dairy farms is critical to the veterinarian's integration into the operation. This year's conference will help veterinarians gain practical knowledge of farm finances and making sound financial decisions using data.*

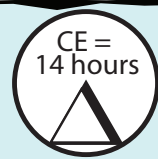


[www.ohiodairyvets.org](http://www.ohiodairyvets.org)

## Meeting Location and Cost

- Marriott Columbus University Area  
3100 Olentangy River Rd, Columbus OH
- ODV room rate is \$136.00 by 12/15.
- Conference registration is \$335.  
Veterinary students admitted FREE.
- Register online or mail your registration by 12/15 to secure your enrollment, handouts, and meals.

# Speakers



**BRUCE DEHM** is an agricultural economist and owns Dehm Associates, LLC, a farm business services company in Geneseo, New York. He has a Master of Science in Food and Resource Economics from the University of Florida in production economics, a Bachelor of Science degree from Cornell University, an Associates degree from SUNY at Delhi in veterinary science technology, and is a Class 11 graduate of LeadNY, a leadership development program for agriculture.

Originally from Wayne County, New York, Bruce spent four years in agricultural development work in the Philippines. Since 1986 he has worked with dairy producers in the Northeast, helping them understand and grow their businesses. Dehm Associates provides timely business management information to dairy farms with a family of reports called The Dairy Dashboard with clients in nine states.

**JASON HARTSCHUH** is the Dairy Management and Precision Livestock Field Specialist with OSU Extension. He works with dairy producers on risk management strategies for milk price, input cost, and milk production risks. He is also working to improve feed quality and decrease mycotoxins risks in corn. He is working with both technology providers and livestock producers to analyze how technologies can benefit Ohio farms.



**BRIAN REED** grew up on a livestock and crop farm in Minnesota. He attended the University of Wisconsin–River Falls for his pre-vet/ Animal Science studies before attending the University of Minnesota College of Veterinary Medicine, where he received his DVM degree in 1987. Since that time, he has served as a primarily dairy veterinarian for Agricultural Veterinary Associates, serving dairy clients in the southeastern region of Pennsylvania. Dr. Reed received his MBA (Masters in Business Administration) degree from Lebanon Valley College in 2001. Since that time, he has expanded the services he provides to include financial and business management consulting services such as farm transition planning, feasibility studies and strategic planning services. Dr. Reed has provided

business planning services to over 150 farms, veterinary practices and other businesses to date.

Dr. Reed currently serves as the Treasurer, Finance Committee Chair and a member of the Executive Board for the American Association of Bovine Practitioners, Director for Ephrata National Bank and is finishing up 15 years serving as a Commissioner on the Pennsylvania Animal Health and Diagnostic Commission. Dr. Reed served on the founding board and was founding treasurer for the Center for Dairy Excellence in its early years. Dr. Reed is currently serving as a Farm Transition and Transformation Consultant on a contract basis for the Center for Dairy Excellence. Dr. Reed has given numerous presentations to dairy and veterinary audiences on dairy management, financial management and succession and strategic planning.

**DAVID MARRISON** has worked for OSU Extension since 1997 serving as the Agricultural and Natural Resources Extension Educator in Ashtabula County (1997-2018) and Coshocton Counties (2018-2022). Recently, David transitioned into the role of Field Specialist – Farm Management for OSU Extension. He received his Bachelor of Science in Agricultural Education and Agricultural Economics from OSU and a Master's degree in Education from Purdue University in 1992. He is nationally known for his teaching in farm succession planning and has authored numerous publications in succession and estate planning. David received OSU Extension's highest honor when he received the 2007 Excellence in Extension Award. David has been working with the OSU Income Tax School Program since 2010.



# Ohio Dairy Veterinarians Meeting

**THURSDAY, January 5, 2023 Marriott Univ. Area**

- 1:00 WELCOME  
1:15 Unlocking the Hidden Secrets of Farm Financial Statements Bruce Dehm  
2:20 Dissecting the Milk Check and Supercharging Dairy Advisory Teams Bruce Dehm  
3:45 Break  
4:15 Risk Management Tools to Help Producers Set Milk Price Floors Instead of Being Price Takers Jason Hartschuh  
6:00 Dinner  
after Robotic Milking Facility Design & Machine Diagnostic Metrics to Improve Cow Health Jason Hartschuh

**FRIDAY, January 6, 2023 Marriott Univ. Area**

- 6:30 Breakfast  
7:15 State of OSU Dean Moore  
7:45 OSU Research Summaries  
9:00 Sponsor Intro and Displays  
10:00 Farm Transition/Succession Planning, Tax Planning with a Purpose, Helping Farmers Make Right Decisions for the Future David Marrison  
11:30 Lunch & Trade Show  
2:00 Farm Transition/Succession Planning, Tax Planning with a Purpose, Helping Farmers Make Right Decisions for the Future David Marrison  
3:30 Break  
4:00 Financial Consulting in Practice: Understanding Your Clients' Burdens Brian Reed  
5:00 Social Time with Students  
6:00 Dinner and Student Program  
after Practice Transition Brian Reed  
dinner

**SATURDAY, January 7, 2023 Marriott Univ. Area**

- 7:00 Breakfast  
7:30 Leading the Strategic Planning/ Farm Succession Planning Process Brian Reed  
9:00 Break  
9:30 Examples, Pitfalls, and Case Studies Consulting with Family Farms Brian Reed  
10:30 Annual Business Meeting  
12:00 Adjourn

The Ohio Dairy Veterinarians is not affiliated with The Ohio State University, although Veterinary Extension within the OSU Department of Veterinary Preventive Medicine has graciously accepted the responsibility for the program registration and treasury.

**Please feel free to copy/forward any of this information and pass it on to colleagues.**

**Registration Deadline - December 15, 2022**

## REGISTRATION FORM Ohio Dairy Veterinarians Meeting

**January 5 – 7, 2023**

**Marriott University Area • 3100 Olentangy River Road  
Columbus OH 43232**

**Phone: 614-447-9777 • Room Rate \$137.00**

**FEE: \$335.00**

**Veterinary Students FREE**

Everyone including students must register so we have a meal count.

**To register online:**

<https://tinyurl.com/2f2uajmh>

OR send form and remittance to  
(check payable to Ohio Dairy Veterinarians):

Kevin Jacque DVM  
OSU Large Animal Services at Marysville  
16410 County Home Road  
Marysville OH 43040

Questions: [Ohiodairyvets@gmail.com](mailto:Ohiodairyvets@gmail.com)

NAME \_\_\_\_\_

PRACTICE NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

STATE \_\_\_\_\_

PHONE \_\_\_\_\_

EMAIL \_\_\_\_\_

*\*We need your email address to provide you with our most current information.*

Check those meals for which you WILL BE PRESENT.

Thursday dinner  Friday Breakfast  Saturday Breakfast

ODV Registration @ \$335.00 = \_\_\_\_\_

Saturday Registration ONLY @ \$125.00 = \_\_\_\_\_

SUBTOTAL \_\_\_\_\_

TOTAL ENCLOSED \$ \_\_\_\_\_

Reserve hotel online at

<https://tinyurl.com/2p93954a>

Be sure to make your hotel reservation by **December 15, 2022** to get room rate of \$137.