

Dairy One provides a variety of member opportunities



Who is Farmland Environmental?

Farmland Environmental is an initiative that combines the software, record keeping and marketing expertise of Dairy One with the agronomy, nutrient management and compliance expertise of Agricultural Consulting Services, Inc (ACS).

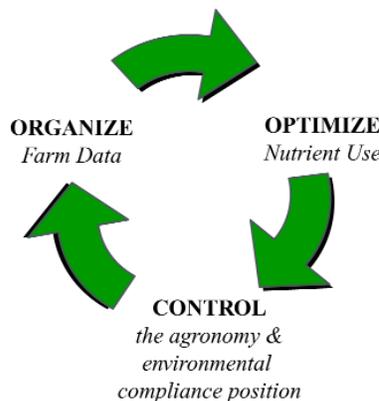
Farmland Environmental (FLE) exists to help farms organize their field and crop records, optimize their nutrient use and crop yields, and provide a way for farms to control the crop side of their business so they stay in compliance with environmental regulations.

Currently, FLE develops Comprehensive Nutrient Management Plans (CNMP's) and Nutrient Management Plans (NMP's) through an alliance with ACS, based in Rochester, New York. The specialized ACS staff is well established, and has the depth and range of experience that is necessary for developing high quality fertility plans and agricultural compliance products. Farmland Environmental also offers Fields and Crops software for farms that have high speed internet access, and allows us to deliver nutrient management recommendations more efficiently.

The focus of Farmland Environmental is to create and deliver products and services to help farms achieve long term economic and environmental sustainability.

CNMP/NMP development

- Optimize farm nutrient use and yields
- Control the farms agronomic and environmental compliance position
- Recognize areas that will benefit from improved efficiency and sustainability efforts
- Create opportunities for future innovative nutrient management plans
- Reduce fertilizer cost by fine tuning nutrient needs for specific fields



Field and Crops Software

- Organized records in one place and accessible
- Field and crop identification and histories, including sub field management, rotation planner, manure log, work lists and reports
- Fertility recommendations, updated electronically
- Ability to demonstrate on-going compliance with environmental regulations

Life cycle of a CNMP

In 2007 and 2008, Farmland Environmental conducted a pilot project in which we provided CNMP's and NMP's for farms in Pennsylvania and New York. It was through our follow up evaluation of the project's performance that we developed a standard process, including the timeline described below.

First 30 days

We will phone or visit to discuss your farm business, your needs, and what service option will be the best fit. We will also work with you to identify funding opportunities. The first 30 days is a time to lay the groundwork for how the process works and what you can expect from us.

Next 30-60 days

The majority of the data collection takes place in this 30-60 day window, including soil samples. While you have the option to either take your own soil samples, or have us do it, samples taken during this time frame will keep the process moving at a good pace. This is also when we complete the on-site Farmstead Evaluation, a necessary part of the completed CNMP.

Next 60-90 days

You will receive a draft of your CNMP within approximately 90 days. We will review it with you, and give you the opportunity to make any necessary revisions. Once the revisions are completed, we return the plan to you.

Final 90-120 days

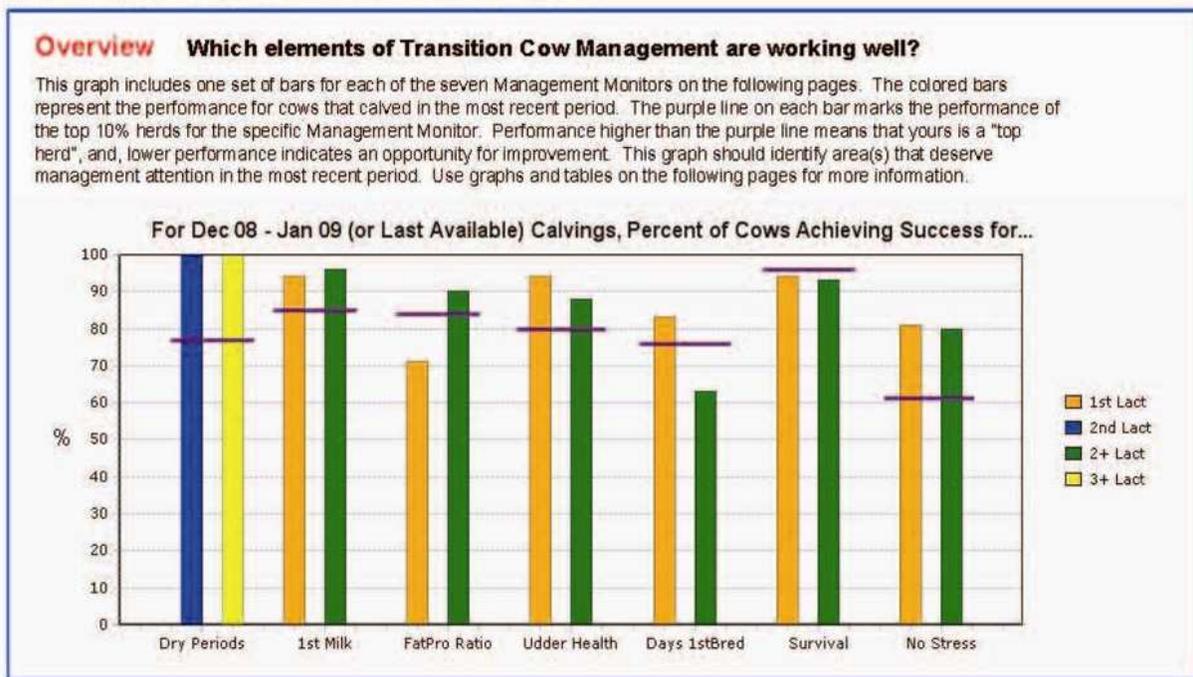
If you have internet access and would like to begin using Fields and Crops software, it is installed in this 90-120 day window. Our typical remote installation includes the field data and histories from your completed CNMP, as well as soil sample results and other components of your plan. We also include a training session to familiarize you with navigation and data entry.

New DHI-403, The Transition Cow Report

Over the past several months, we have been highlighting some of the newly developed management reports from DRMS Raleigh. In April you will begin seeing the DHI-403 Transition Cow Report. If you find this report useful, you can sign up for it through your technician and receive it as a regular part of your DHI report package.

The transition period is a critical time for cows. If we are able to identify and minimize problems in the transition period, we can greatly increase the chances that a healthy and productive lactation will follow.

The Transition Cow Management Report presents information in seven individual monitoring categories. These categories are dry periods, first milk, fat protein ratio, udder health, days to first breeding, survival, and stress. The report assesses information by calving period. Each period includes all cows that have calved. Each graph also includes the last corresponding period from the previous year. In each graph, a tall bar is better than a short bar, and 100% indicates that the management team has achieved a level that is optimal for success in that area.



The first page of this report provides an overview graph showing the yearly average for each management monitor.

Member Reminder - Dairy One has policies in place to provide optimal service

When Dairy One personnel come to your farm there are specific policies we need to follow. Should you see anyone in violation of these policies, you are urged to contact your Dairy One Market Manager, or call 800-344-2697. Our goal is to provide the best possible service which includes very specific sanitation and safety procedures.

Some common things to look for when we visit your farm:

- All Dairy One personnel should be wearing washable footwear. We should have our own boot bucket and sanitizing boot wash, and footwear is to be washed going on to the farm and leaving the farm.
- Dairy One technicians arriving to test, have a responsibility to arrive prior to your normal milking start time. If we are late and do not call, or you are consistently waiting to begin milking on test day, please let us know.
- When taking a bulk tank sample, we may ask you or the milk truck driver to get the sample. This is to avoid contamination of the tank by reaching in or by attaching something to the dipper to get the sample.
- Milk that is collected from meter flasks is at risk for contaminating bulk milk. For this reason Dairy One technicians are not allowed to introduce this milk back into your pipeline or tank. We recommend that this milk be discarded, or fed to calves.
- Meters used to weigh treated milk should be washed thoroughly or replaced with another meter. This extra flask milk should also be discarded.

