

Speaker Resource Guide

Invite a Dairy Alliance team member to speak at your next dairy event



Sandy Costello, Ph.D.

Dairy herd health Extension educator – Southeast Region

Based in Cumberland County, Sandy serves multiple counties in southeastern Pa.

Sandy's formal education includes a Masters in Dairy Cattle Nutrition from the University of Florida – Gainesville, and Ph.D. in Mastitis and Decision Analysis from the

University of Wisconsin-Madison. Work experience includes herd health and people management on dairies in Florida, Dairy Management Instructor/Assistant Professor at University of Wisconsin-River Falls, nutrition technical specialist for a commercial feed company in the Midwest, and private dairy management and udder health consulting.

Sandy provides herd health education for producers and consultants and specializes in on-farm mastitis and milk quality troubleshooting and small group training. Current field education projects include an investigation with the Northeast Center for Risk Management Education and industry collaborators to study risk factors and economic impact of high PI counts on non-electric dairies.

Presentation Topics:

Sandy is available within the Southeast Region of Pennsylvania to provide mastitis, milking management, and/or milk quality risk assessments to individual farms and herd health education in the areas of milk quality, health records analysis, and calf health to producer and consultant groups.

Contact Information:

Phone: 717-240-6500 Email: ssc10@psu.edu



Mark Douglass

Farm financial management Extension educator

Mark Douglass is a farm financial management Extension educator in the Penn State Cooperative Extension Office in Jefferson County. Based in Brookville, Pa., he serves Penn State Extension's Central Region.

Mark graduated from Clarion University in 2005 with an MBA and from Mansfield University in 2000 with a degree in economics and business and with minors in statistics and mathematics. Past experience includes



Sarah Dinh, Ph.D.

Dairy/environment Extension educator

Sarah Dinh is the dairy/environment educator stationed at Penn State's Cooperative Extension Office in Lancaster County and serves the Southeast Region.

She received her bachelor of science from Ohio State University in 2001,

her M.S. from the University of Nebraska-Lincoln in 2003 focusing on dairy cattle nutrition and forage utilization, and her Ph.D. from the University of Maryland in 2007 focusing on nitrogen utilization in dairy cows. Sarah started with Penn State in 2007 and has been a member of the dairy team since 2007 and the water resources team since 2008.

She has conducted farm visits, worked with Profit Teams, and utilized the PA Dairy Tool to troubleshoot nutrition and other herd management concerns on farms along with conducting educational trainings to dairy producers and feed industry professionals. Sarah is involved in the Feed Management Program as well as research projects focusing on dietary manipulations to reduce air and water quality concerns.

Presentation Topics:

Precision feeding, feed management, and forage utilization

Contact Information

Phone: 717-394-6851 Email: skd16@psu.edu

working for a dairy and livestock feed company in the Lancaster area as a feed salesman, and operating and owning a 90-cow dairy for 12 years. He grew up on a 100-cow dairy in New Jersey.

Presentation Topics:

Cash flow projections, income statements, balance sheets, benchmarks, enterprise analyses, and financial ratios. Mark also provides training on the Penn State Profitability Assessment (PA) Dairy Tool.

Contact Information:

Phone: 814-849-7361 Email: mbd10@psu.edu

Speaker Resource Guide

Invite a Dairy Alliance team member to speak at your next dairy event

These Dairy Alliance team members are available to share their expertise at your next dairy meeting or event. Presentation topics for each speaker are listed. To schedule a presentation, contact the team member at the phone number or email address listed.



Robert C. Goodling, Jr.
**Dairy farm/data management
Extension educator**

Rob Goodling is a dairy data management extension educator in the Penn State Cooperative Extension Office in Lebanon County. Based in Lebanon, Pa., he serves the Penn State Extension's Southeast Region.

Rob graduated from University of Wisconsin-Madison in 2004 with a M.S. in Dairy Science, and from the

Pennsylvania State University in 2001 with a B.S. in Animal Science, Science Option. Rob provides education for dairy producers and consultants interested in learning more about managing dairy records (both financial and general herd data), troubleshooting dairy reproductive concerns, and information on dairy cattle breeding and genetics.

Presentation Topics:

Dairy reproductive management, dairy breeding and genetics management, dairy test day record analysis, and large animal composting sessions.

Contact Information:

Phone: 717-270-4391 Email: rcg133@psu.edu



Bradley J. Hilty
**Business and information
management specialist**

Brad Hilty's long history in Extension and as a private consultant have allowed him to develop a systematic and organized approach to examining information. He possesses a unique ability to integrate the financial and production aspects of the dairy business, which he presents in a

manner that producers and industry professionals can easily relate to. Lately, Brad has conducted research on dairy farm business models and has evaluated the economic feasibility of both anaerobic digesters and robotic milking systems.

Educational Presentation Topics:

Know Your Numbers: Keys to Evaluating Your Dairy
Cash Flow Management - Surviving Volatile Markets
The Economics of Anaerobic Digesters on Dairy Farms
The Economics of Robotic Milking Systems
Defining Your Business Model: Can You Compete?
Changing Business Models for Improved Profitability
Is Your Operation Ready for Managerial Cost Accounting?
Top 10 Keys to Building a Profitable Dairy Business
Monitoring Herd Performance Using DHI Data
Strategic and Tactical Management for Sound Decisions
Managing the Margin: Factors Impacting Profitability

Contact Information:

Phone: 717-948-6612 Email: bhilty@psu.edu



Virginia Ishler
**Nutrient management specialist
and Penn State Dairy Complex
manager**

Virginia Ishler is the nutrient management specialist with Dairy Alliance and the dairy unit manager at Penn State University. She received her B.S. from Delaware Valley College in 1982 and her M.S. from Penn State in 1984. She has worked in the area of dairy cattle

nutrition for 20 years. At Penn State, she is responsible for developing educational programs and materials related to precision feeding and nutrient management. She is involved

in research projects conducted at Penn State and implements nutrition and feeding practices for the Penn State dairy herd to demonstrate practices that are economical and environmentally friendly.

Presentation Topics:

Precision feeding; phosphorus, nutrition, and the P-index; protein and carbohydrate nutrition – effects on ammonia emissions; strategies to improve milk production and components

Contact Information:

Phone: 814-863-3912 Email: vishler@psu.edu

Speaker Resource Guide

Invite a Dairy Alliance team member to speak at your next dairy event



Lisa Holden, Ph.D.

Associate professor of dairy and animal science

Lisa Holden received her MS in Animal Science from the University of Maryland and her PhD in Animal Science from Penn State University. She has responsibility in Extension, teaching and research in the area of dairy management and profitability.

Lisa's research focuses on operational efficiency and improvements in profitability with an emphasis on whole farm systems. Her Extension work is also in dairy management, including dairy profit teams, team facilitation and strategies for enhancing dairy profitability.

Her Extension programs are taught in an interactive workshop style for both dairy producers and agribusiness professionals. Lisa team teaches two courses in the dairy management capstone series — a fall management course and a spring dairy systems course which includes on farm evaluations. She is one of the coaches for the Dairy Challenge team. She works with numerous groups and organizations in the dairy industry and is the Penn State liaison to the Professional Dairy Managers of Pennsylvania.

Presentation Topics:

Building Team Skills
Guidelines for Effective Team Facilitation
Understanding your Leadership Style
Performance Management

Contact Information:

Phone: 814-863-3672 Email: lah7@psu.edu



Mike O'Connor

Professor of dairy science

In collaboration with colleagues in the Department of Veterinary and Biomedical Sciences, Dr. Mike O'Connor conducts reproductive management workshops for dairy producers. He also conducts educational programs for artificial breeding personnel, veterinarians, and the feed industry and has presented invited papers at state, regional, and national conferences.

Dr. O'Connor has organized numerous Pennsylvania and multi-state dairy management conferences and a national convention. Throughout the year, he conducts farm visits to assist producers in trouble-shooting herd reproductive problems. His research has included projects on integrated reproductive management and evaluation of the accuracy of artificial insemination techniques. He also teaches portions of two dairy management courses and advises undergraduate students.

Presentation Topics:

Systematic Approach to Reproductive Management
Trouble-shooting Causes of Poor Reproductive Performance
Factors Affecting Conception Rate
Update on Timed Breeding Programs
Alternative Methods for Determining Pregnancy Status

Contact Information:

Phone: 814-863-3913 Email: moconnor@psu.edu



Brian M. Kelly

Extension educator

Brian Kelly focuses his Extension programming in Blair, Bedford, and Somerset counties. He brings a wide range of dairy and business management experience to his clients. With more than 20 years of experience, most in the artificial insemination industry, Brian has served dairy producers in six states. He has personally driven to dairy

farms in 19 states, and worked with owners and managers of

30- to 3,000-cow herds. Brian received a B.S. degree in dairy science from Virginia Tech and an MBA from Saint Francis University.

Presentation Topics:

Reproduction Management
Labor Management
Value-Added Dairy Product Production, Marketing, and Business Planning

Contact Information:

Phone: 814-940-5989 Email: briankelly@psu.edu

Speaker Resource Guide

Invite a Dairy Alliance team member to speak at your next dairy event



Gabriella Varga
Distinguished professor of animal science

Gabriella Varga is a Distinguished Professor in the Department of Dairy and Animal Science at Penn State University and has been a member of the faculty since 1985.

Dr. Varga has a research, teaching, and Extension appointment in the department. Her research focuses on management strategies for late gestation and early postpartum dairy cows that will minimize the incidence of periparturient metabolic disorders and enhance profitability on the dairy farm. Her research also focuses on the impact of forage sources on nitrogen balance, ammonia emission from manure, dry matter intake, nitrogen efficiency, and milk production in lactating dairy cows.

Educational Presentation Topics:

Carbohydrate Nutrition for Dairy Cows
Transition Cow Nutrition and Management
Protein Nutrition for Dairy Cows
Forage Quality

Contact Information:

Phone: 814-863-4195 Email: GVarga@psu.edu



J. Craig Williams
Dairy / agronomy Extension educator

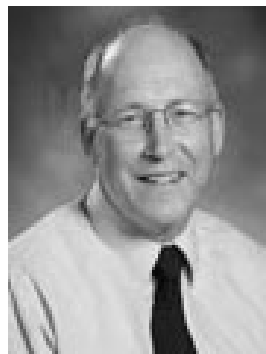
Based in Tioga County, Craig has served Penn State Cooperative Extension for 19 years in the areas of dairy, agronomy, intensive grazing and mortality management.

Presentation Topics:

Mortality Management and Natural Rendering
Mass Mortality Compost Planning
MIG and Intensive Grazing
Crop and Dairy Insurance

Contact Information:

Phone: 570-724-9120 Email: jcw17@psu.edu



David Wolfgang, VMD
Extension veterinarian and director of field investigations

David Wolfgang is a 1982 graduate of the University of Pennsylvania School of Veterinary Medicine. He was in mixed animal private practice from 1982 through 1995. Since 1995 he has been Director of Field

Investigations and Extension Veterinarian in the Department of Veterinary and Biomedical Sciences at Penn State. His primary areas of professional emphasis have been to encourage cost-effective preventative health and diagnostic programs for livestock species, animal welfare and quality assurance, on farm food safety, and continuing education.

Presentation Topics:

Animal Welfare and Quality Assurance
Euthanasia, Animal Mortalities and Composting
Diagnostic and Control Strategies for Infectious Diseases (e.g., Salmonella, BVD, Mycoplasma, Johne's)

Contact Information:

Phone: 814-863-5849 Email: drw12@psu.edu



Amber Yutz
Dairy herd health Extension educator

Amber Yutz is a dairy herd health educator within the central region of Pennsylvania. She received her Bachelor of Science degree in Animal Bioscience from Penn State in 2003. After working in the AI industry, she joined Penn State Cooperative Extension and has been a member of the dairy team for the past four years. Throughout the year, she conducts farm visits and assists dairy profit teams with troubleshooting herd reproductive problems, and milk quality problems, as well as various other herd management details.

Presentation Topics:

Reproductive Management on your Farm
Factors Affecting Heat Detection Rate
Timed Breeding Programs
Managing Milk Quality on your Farm

Contact Information:

Phone: 814-643-1660 Email: anl113@psu.edu