

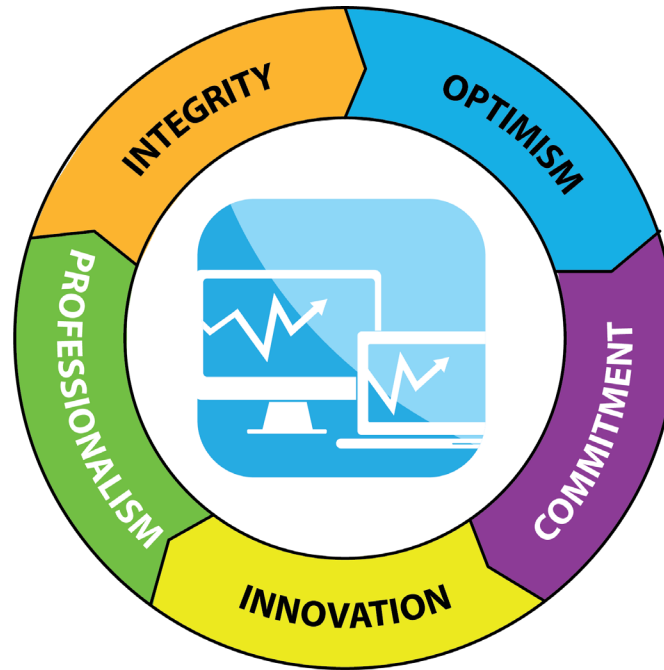


We Measure It, So You Can Manage It  
The Story of Dairy One  
Herd '23 Conference  
March 16, 2023

Thank you for the opportunity to  
be with you today!

# Dairy One exists to help farms succeed

The mission of Dairy One is to create and deliver data and information which will be used to make profit enhancing decisions for members of the agricultural community.

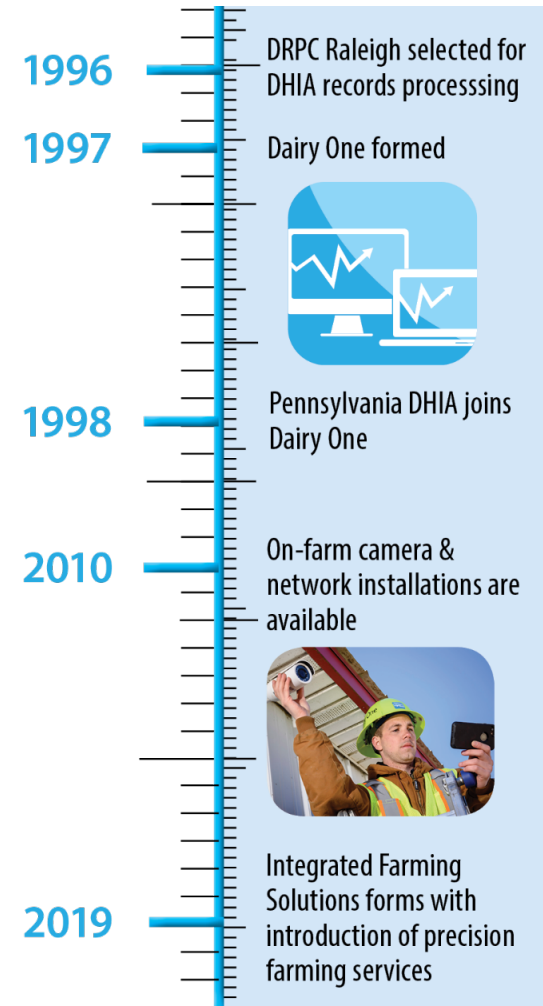
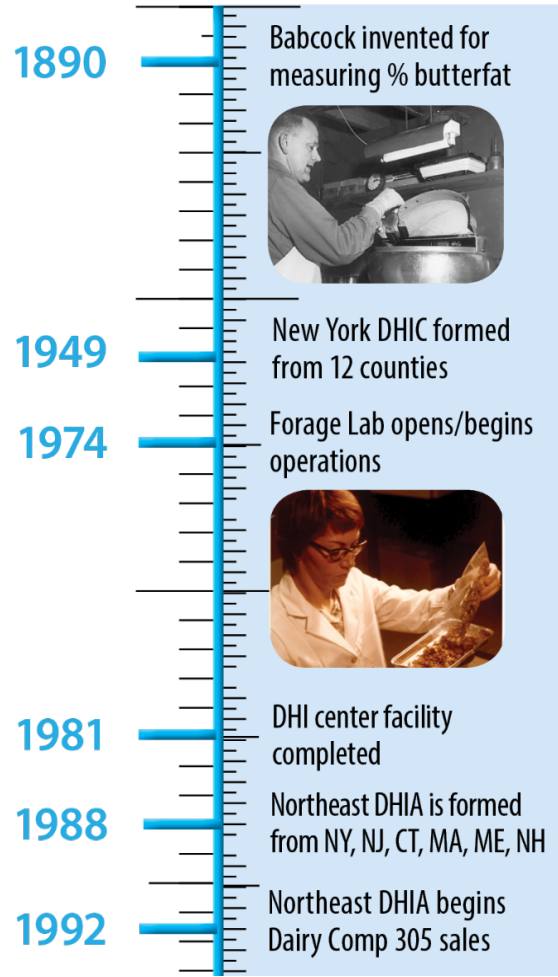


# The Dairy One “Why/Cause”

We believe in  
farming.  
We make a  
difference.



# History Timeline

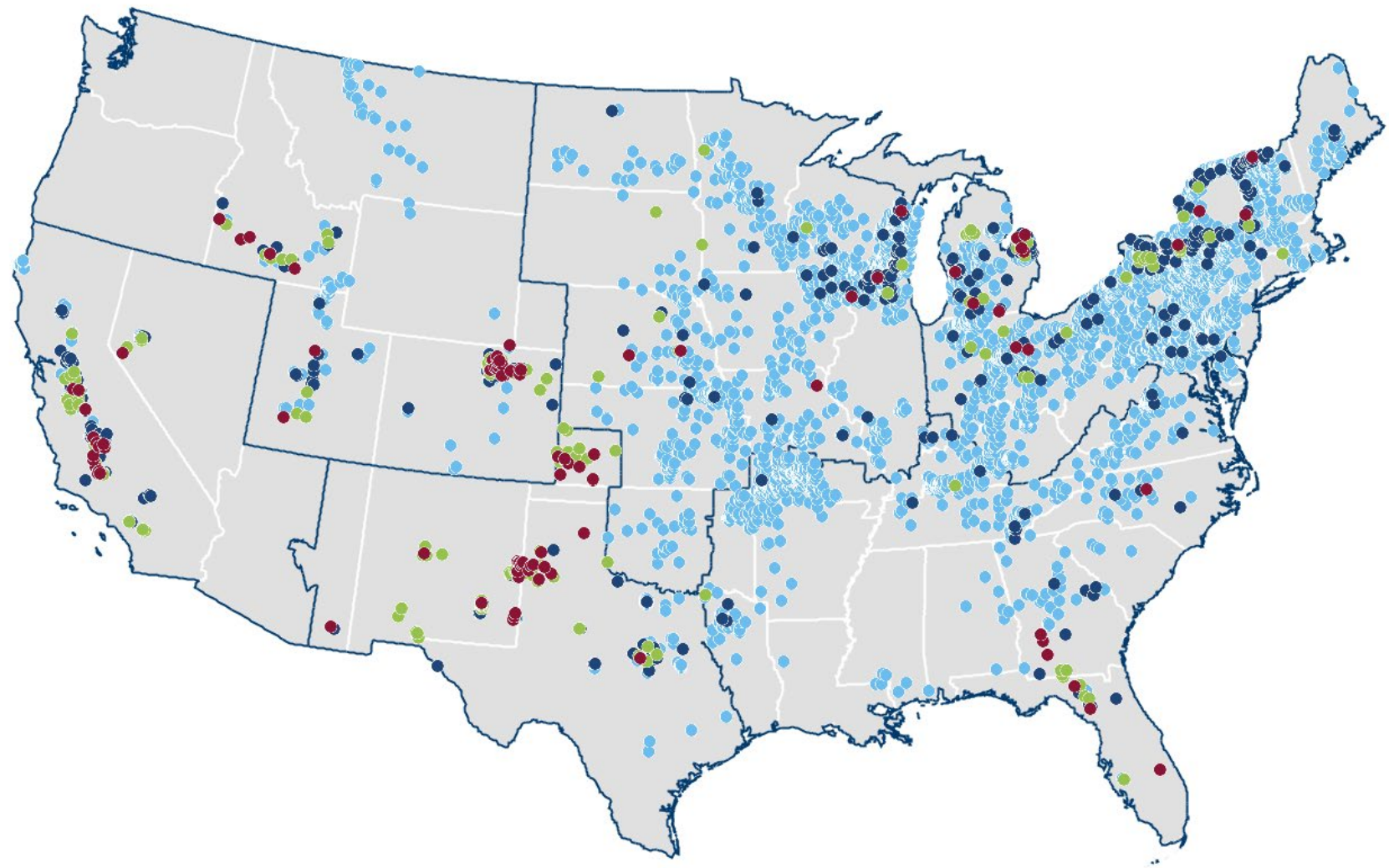


# Dairy One Today

- Farmer owned cooperative representing over 3,000 farms with 600,000 cows in the Northeast
- Governed by a farmer board of directors
- Affiliated with Dairy Farmers of America
  - Managed under contract by DFA
  - DFA is member organization of Dairy One
  - Significant business with DFA
- 250+/- employees
  - 140+ in herd recording/DHI services
  - 70 in laboratories
  - 40 in support roles
- Regional, national, and international activities



# DFA farmer-owner locations



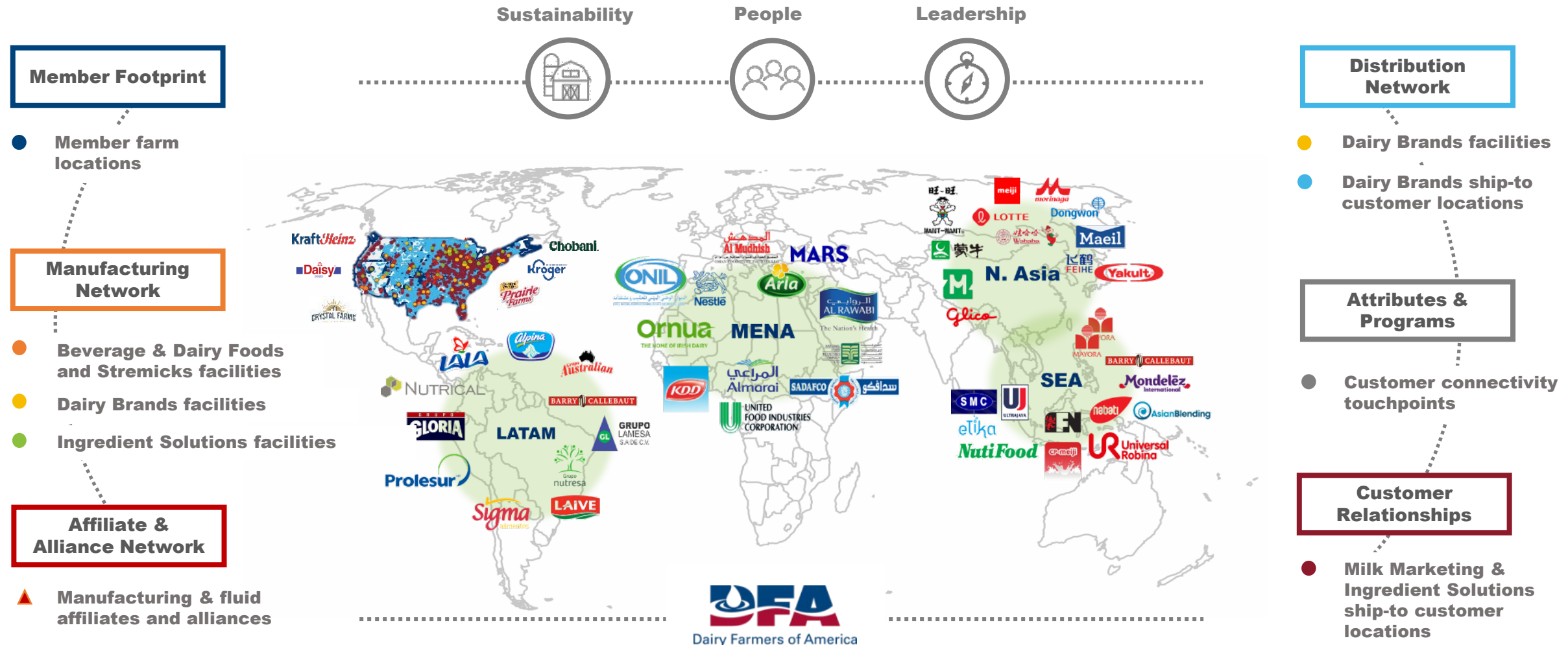
## LEGEND

Color	Quartile	Farms	% of Members	Average Cows
Red	1	104	1%	5,566
Green	2	191	3%	3,036
Dark Blue	3	430	7%	1,349
Light Blue	4	5,568	89%	104

## Top U.S. dairy cooperatives

Rank	Cooperative	Member milk volume (billion pounds)	Member farms
1	Dairy Farmers of America	57.1	6,293
2	California Dairies Inc.	16.7	359
3	Land O' Lakes Inc.	13.1	1,638
4	Northwest Dairy Association	9.0	351
5	Select Milk Producers Inc.	8.9	116
6	Foremost Farms USA	6.3	1,010
7	Associated Milk Producers Inc.	4.8	1,400
8	Michigan Milk Producers Association	4.5	751

# Global Dairy Organization Building Value for its Farmer-Owners

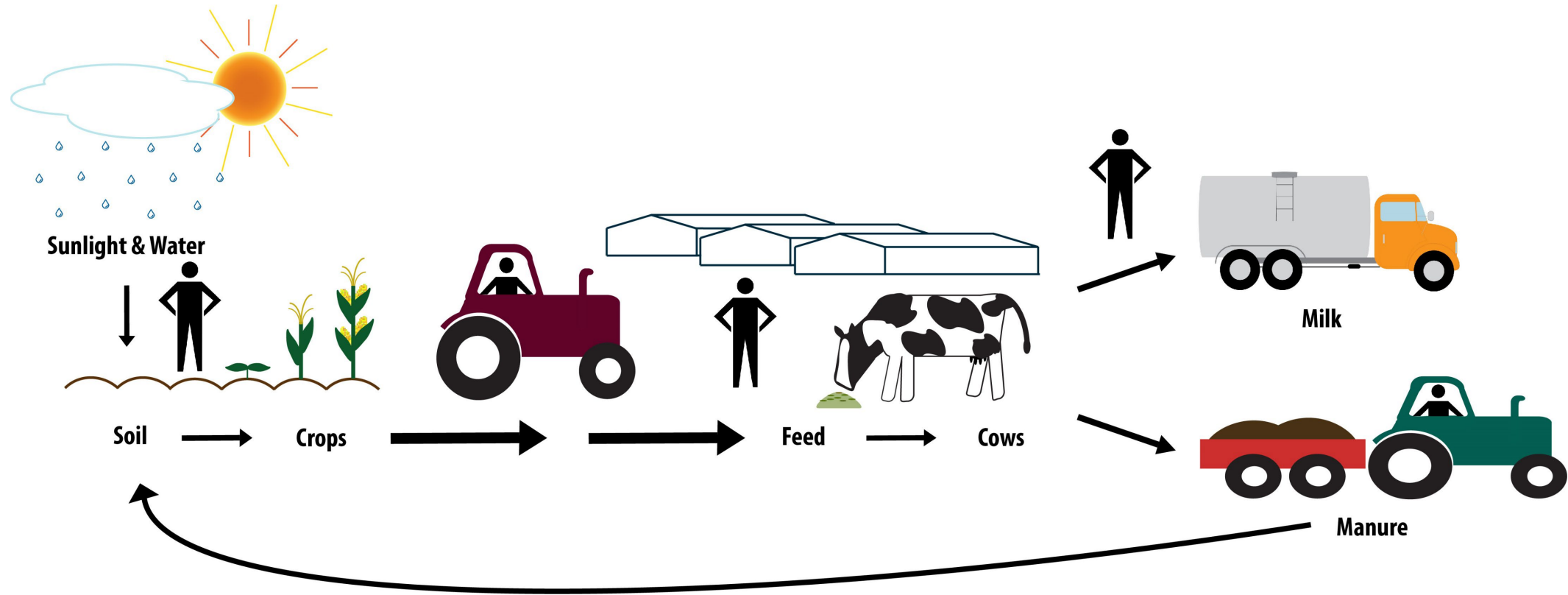


Dairy farming systems are growing in complexity and producers are asking for insights not just data

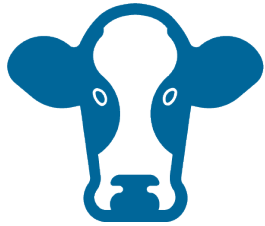


Information and insights are the  
new currency of progress

# Measurement to Management



# Service Segments



DHIA/Herd Recording



Lab Services

- Milk
- Forage/Feed
- Soil/Manure
- Water
- Wine/Juice



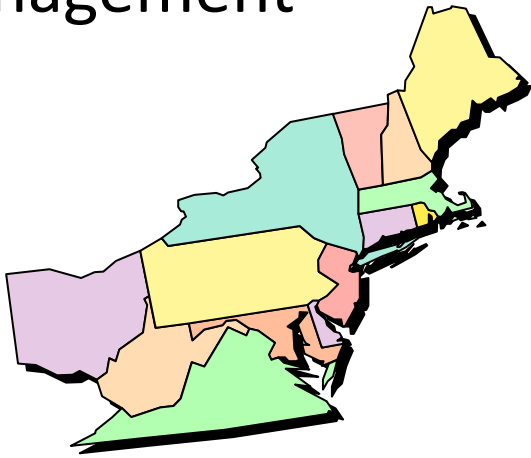
Integrated Farming  
Solutions



Agronomy & Nutrient  
Management

# DHIA/Herd Recording

- 3,000 farms, 600,000 cows
- 14 Northeast states
- All sized farms
- Basis for cattle and herd management



# Milk Labs

- Producer payment
- DHIA lab
- Animal Health Diagnostics



# Producer Payment

- All DFA NEA samples
- Closely connected with DFA data system
- Serving 33 outside groups
- ~5,500 farms served in total
- Consistently meet all regulatory requirements





# DHIA Lab & AHDL

- DHIA
  - Consistent performer – 500k+ samples/month
  - Leverage sample for information beyond components
- AHDL
  - Pregnancy (milk, blood)
  - Udder health - PCR
  - Johnes
  - Milk product wet chemistry
  - ISO certification for pregnancy & Johnes



# Dairy One Forage & Soil Labs

- Full panel of traditional wet chemistry and NIRS services
  - 200k samples/year
  - Foundation for cattle diets
- Water, manure, plant tissue analysis
- Focused brands
  -  **Equi-Analytical**  
Laboratory Services
  -  **Zooquarius**  
Laboratory Services
- Traditional soil testing & soil health
  - Foundation for crop fertility & productivity



## 30 affiliates representing 41 instruments across the globe in 12 countries

A world map with a light blue background and white landmasses. The map is overlaid with a grid of latitude and longitude lines. Twenty-five red location pins are placed across the map, indicating specific locations. The pins are distributed as follows: North America (USA: 5 pins, Canada: 3 pins, Mexico: 1 pin), South America (Venezuela: 1 pin, Colombia: 1 pin, Peru: 1 pin, Brazil: 1 pin, Bolivia: 1 pin, Chile: 1 pin, Argentina: 1 pin), Europe (Iceland: 1 pin, United Kingdom: 1 pin, Norway: 1 pin, Sweden: 1 pin, Finland: 1 pin, Germany: 1 pin, Poland: 1 pin, France: 1 pin, Spain: 1 pin, Italy: 1 pin, Turkey: 1 pin, Greece: 1 pin, Ukraine: 1 pin, Russia: 1 pin), Africa (Algeria: 1 pin, Libya: 1 pin, Egypt: 1 pin, Saudi Arabia: 1 pin, Iraq: 1 pin, Iran: 1 pin, Afghanistan: 1 pin, Pakistan: 1 pin, India: 1 pin, Thailand: 1 pin, Indonesia: 1 pin, Papua New Guinea: 1 pin, Australia: 1 pin, New Zealand: 1 pin), Asia (China: 1 pin, South Korea: 1 pin, Japan: 1 pin), and Oceania (Australia: 1 pin, New Zealand: 1 pin).

# Integrated Farming Solutions

- On-farm integration specialists
- Software
  - BoviSync, PCDart, SCR, Other
  - 1,400 users
- Farm IT (primarily dairy focused hardware)
  - Networks, cameras, computers, SCR, and more



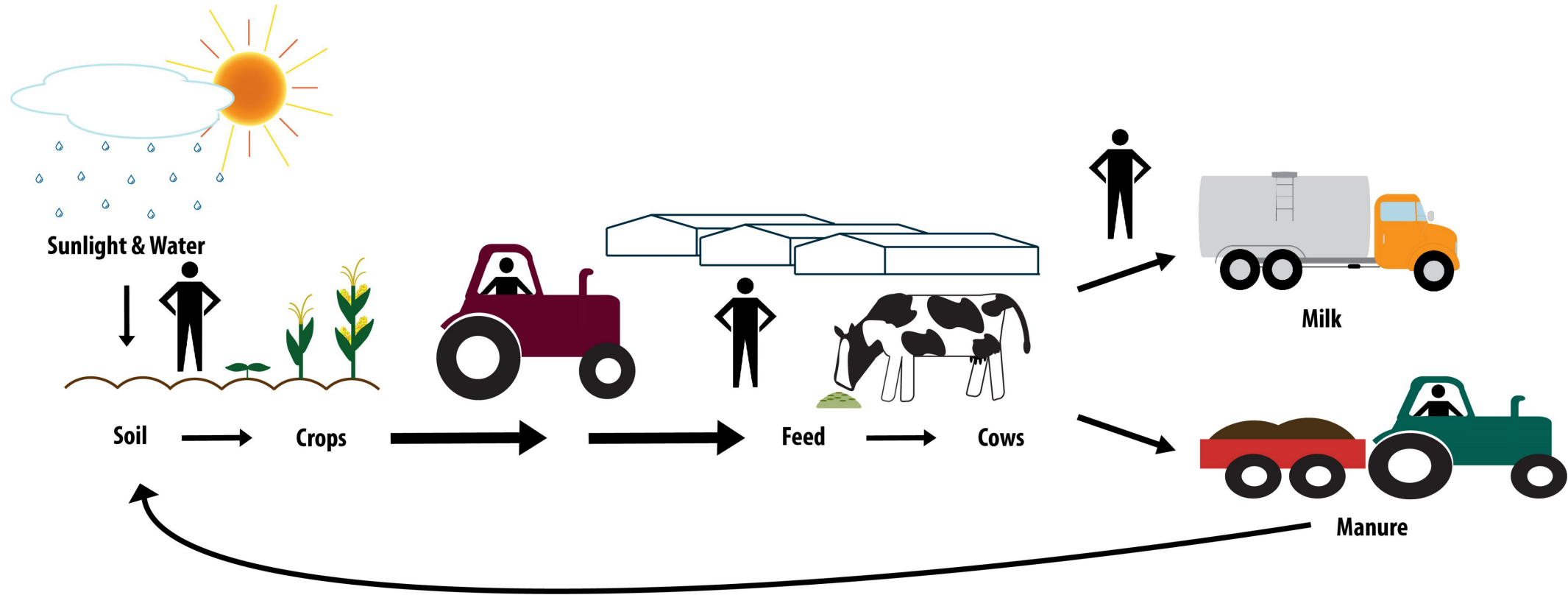


# Agronomy Services

- Agricultural Consulting Services team
  - Crop fertility, CAFO (regulatory), nutrient management, soil sampling, scouting
- Technology
  - Data integration platform
- Crop trial plots
  - Significant project with Cornell



# Measurement to Management





Thank You!