



CALUMET COUNTY HOLSTEIN BREEDERS

## 2017 Wisconsin Holstein Convention

February 24 & 25 • Radisson Paper Valley Hotel • Appleton, Wis.

333 W. College Ave., Appleton, WI 54911 • (920) 733-8000

A block of rooms has been reserved until **February 7**. Ask for the Wisconsin Holstein rate, \$115 for a double room or \$105 for a single. If registering online at the Radisson Paper Valley website, go to [www.radisson.com/wiholstein](http://www.radisson.com/wiholstein) to get the group rate.

### Convention Registration

	Number of Tickets	Price/Person Postmarked by <b>2/7/2017</b>	Price/Person Postmarked 2/8/2017 and after	Total
<b>Friday Evening Dinner</b> <i>The Avenue Buffet: Pork Loin &amp; Baked Haddock</i>	_____	\$25	\$35	_____
<b>Past President's Breakfast</b> <i>For Past WHA Presidents &amp; spouses only</i>	_____	\$18	\$28	_____
<b>Saturday Luncheon</b> <i>Traditional Italian Buffet</i>	_____	\$15	\$25	_____
<b>Sign Making Workshop</b> <i>by kreative knotts, Brillion</i> # of sign you've chosen	_____	\$40	pre-registration required	_____
<b>Farm Tours</b>	_____	N/C	N/C	_____
<b>Saturday Evening Banquet</b> <i>Duet Plated Dinner: Filet of Sirloin &amp; Chicken Champignon</i>	_____	\$30	\$40	_____
			Total Enclosed	_____

Registration forms must be postmarked by **February 7** to receive the lower rates. Ticket availability after the February 7 deadline will depend on the hotel caterer. There will be a trade board at the convention for extra ticket sales.

Names - as to appear on your name badge

Address

County

Phone

E-mail

**The Young Adult Committee will be doing a drawing for vouchers for \$100 rewards for use at the 2018 WHA Convention. If you are a first-time convention attendee and would like to be eligible for the rewards, please check the box below:**

I'm a first-time adult convention attendee

Mail your forms with checks payable to "Calumet County Holstein Convention" to  
Chris Brantmeier, N7592 Hwy. 114/55, Sherwood, WI 54169  
Questions? Please contact Chris Brantmeier at 920-989-1167.

**Parking** is available in the ramp that is connected to the Radisson Paper Valley via skywalk on Superior Street. The ramp takes cash or credit card and the entrances are marked accordingly. The maximum rate is \$5.00/day. If staying Friday night and into Saturday, instead of paying \$10.00, the Radisson will validate your parking, and the rate is \$7.00. Additional parking is available in the ramp across from the PAC on Division Street. The charge will be \$5.00/day with no validation available.

# WHA Adult Convention Schedule

## February 24 & 25

### Radisson Paper Valley, Appleton

hosted by Calumet County Holstein Breeders

#### Friday, February 24

Dairy Bar open throughout the day  
 11:30 a.m.-7 p.m. Registration open  
 1:00-3:00 p.m. WHA Committee Meetings  
 3:30-4:30 p.m. Seminar: "Transitioning Leadership of the Family Farm" with Andy Junkin  
 5:00-6:00 p.m. Pre-Sale Social Hour  
 6:00-7:00 p.m. Dinner  
 Top Performer and Lifetime Production Awards presented  
 7:00 p.m. WHA Futures Sale hosted by Young Adult Committee  
 Social with cash bar

#### Saturday, February 25

7:00-8:00 a.m. Past President's gathering (Past Presidents and spouses only)  
 8:00 a.m. Registration & Dairy Bar open throughout the day  
 8:00 a.m. Roundtable Discussion - "Financial Transition of the Farm" with Andy Junkin  
 9:00 a.m. WHA Annual Business Meeting  
 11:30 a.m. Luncheon; recognition of juniors to compete at National Convention; recognition of GMD and DOM, 40 & 50 Year Members, Wall of Fame inductees  
 1:00 p.m. Sign Making Workshop (pre-registration required)  
 1:30-5:00 p.m. Farm tours  
 5:30-6:30 p.m. Social Hour  
 6:30 p.m. Awards Banquet - WHA Board recognition; Advertising Contest winners; awards presented for Distinguished Young Holstein Breeder, Distinguished Service and Distinguished Breeder

Dessert Auction to benefit Scholarship Fund  
 Social with cash bar to follow banquet

#### Sunday, February 26

WHA Board Re-organizational Meeting

*please note some items may change up until convention*



## Junkin to Speak on "How to Overcome the Third-Generation Curse"

In farm succession, everyone looks at the transfer of assets, but nobody has ever looked at the transfer of management and how farm families work together during that decade of transition. This is broken!

Andy Junkin improves HOW farm families make decisions together by getting farm families to Focus on What Matters. His belief is that if the farm focuses on creating good successors and improving joint decision-making first, succession will be so much easier later on!

Junkin's own farm family fell apart due to farm succession/farm management issues. Over the past decade, Andy has been the best succession mediator in the country. Now he wants to get rid of the need for a mediator by evolving how farm families work together.

Andy meets with dairymen weekly across North America to chair a half-hour family business meeting over SKYPE. Each week the farm plans "who is going to do what" and everyone is held accountable to getting done what they said they'd do. Each week the family brainstorm one way to improve production and how they work together.

A subtle yet substantial part of the meeting is for both generations to contribute ideas to the meeting and make joint decisions. This both ensures that the next generation learns to critically think as a manager and learns family wisdom before succession starts. It also ensures that the farm makes sensible improvements and radically improves farm profitability. It gets everyone from butting heads to pulling together!

While Andy encourages farm families to adapt to his methods when the successors are in their early 20s; they have been used to resolve the most dire succession cases where 40-something year olds are trapped in impossible situations. He saves family farms!

In the three days after the convention, Andy will be delivering his workshop [www.farmingwithfamily.com](http://www.farmingwithfamily.com) in person in Appleton. This workshop focuses on how farm families should groom their sons/daughters into the operation. Those who wish to attend must register prior to January 31 @ [www.agriculturestrategy.com/workshops](http://www.agriculturestrategy.com/workshops). Sessions are 1:1 and limited to 9 spots.

## Evolution of Dairy Products highlighted at Dairy Bar

You're invited to experience the "Evolution of Dairy Products" that will be located in the Dairy Bar at the 2017 WHA Convention. We've partnered with local cheese plants to bring you timeless dairy favorites and a few fun new selections too. Add in the mix some vintage finds, a history lesson or two and passionate members of the dairy industry, our vision is to create a grand meeting place that feels both welcoming and inspirational as we share our legacy.

## Don't Miss the Sign Making Workshop!

Saturday afternoon kreative knotts of Brillion ([www.kreativeknotts.com](http://www.kreativeknotts.com)) will be offering a sign making workshop to be held at the Radisson Paper Valley. You will be creating your own custom wood sign, and no artistic ability is needed to be successful! As the artist, you will be able to pick your own colors, and choose from the pre-finished pine boards in the popular finishes of gray, black, antique white, barn red, and brown. The word layout cannot be changed and will look exactly as pictured. The more words selected, the more work/time it will take to complete your project. All necessary tools will be supplied including your 14 inch x 24 inch pre-finished pine board and aprons. So, let the artist in you come to the surface and create a custom design sign that you take home at the end of the workshop.

Must be pre-registered by February 7th; no walk-ins available. Please include your email address on the registration form along with the number of the sign you have chosen.

