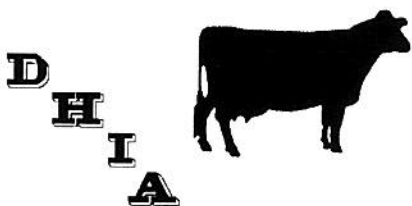


HEART OF AMERICA



2016 Annual Summary

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Sometimes it's interesting to look back at where you've been and compare it to where you are now. Heart of America DHIA was formed by the merger of six state DHIA's twenty one years ago. At the time of the merger, we had about 1500 member herds. Now we have about 360 members. In 1995, there were about 125,000 cows with an average herd size of 83 animals. In 2016, there were about 120,000 cows with a much higher average herd size. When we began, there were around 75 field technician employees. Now, there are about 35 (certified) field techs, not including helpers at large herds.

The popular magazine, Hoard's Dairyman, recently released some data on numbers of all herds selling milk in the country. They listed seven states that have lost at least 88 percent of their dairies since 1992. Four of those states (North Dakota, Arkansas, South Dakota, and Nebraska) are part of the core states that formed Heart of America DHIA.

Yet, all is not doom and gloom for Heart of America members. We continue to provide service to a group of very hard working members. A huge part of that service comes from the Field Technicians that we have. Their commitment to service is what makes Heart of America DHIA thrive.

Lower cow and herd numbers combined with increased costs made rate increases necessary recently. Be assured that HOA management and board try very hard to control costs without sacrificing service.

Board of Directors: (as of 12-31-2016)

Jon Qual – Lisbon, North Dakota

Kevin Souza – Milbank, South Dakota

John Temme – Wayne, Nebraska

Ben Steffen – Humboldt, Nebraska

Todd Pauly – Garden Plain, Kansas

Scott Murphy – Udall, Kansas

Garry Million – Tahlequah, Oklahoma

Heart of America DHIA 2016 Summary Tables

Table 1. Current and historical participation in various DHIA testing programs

Code	Type of Test	Herds	Cows	Cows/ Herd	2013	2014	2015	2016
0	DHI	1	43	43	6.1	13.9	0.04	0.04
2	DHI-APCS	27	22,963	850	16.7	10.0	25.5	19.2
20	DHIR	4	3,113	778	4.1	4.5	3.3	2.6
22	DHIR-APCS	12	4,773	398	5.4	4.5	6.4	4.0
23	DHIR-APCS	54	11,124	206	6.0	7.1	8.1	9.3
31	DHI-AP	156	39,390	253	31.7	29.8	27.7	32.9
40	OS	8	2,453	307	1.3	0.6	1.7	2.1
41	OS-AP	45	9,463	210	6.0	17.6	6.2	7.9
42	OS-APCS	12	3,034	253	2.5	5.8	2.2	2.5
43	OS-MO	1	219	219	0.2	0.5	0.2	0.2
45	OS-BA	1	527	527	0.4	0.1	0.4	0.4
71	SS-AP	26	16,716	643	18.3	4.6	15.0	14.0
72	SS-APCS	4	5,820	1,455	1.5	1.2	3.3	4.9

Table 2. HOA State Averages 2016

State	Cow/Herd	RHA Milk	RHA lbs Fat	RHA lbs Prot	SCC Actual
Arkansas	195	17,625	694	574	323
Colorado	1,024	24,948	886	775	242
Iowa	636	21,076	889	707	214
Kansas	174	20,827	800	681	262
Missouri	108	17,926	734	609	391
Nebraska	393	21,330	797	677	265
Oklahoma	147	17,139	674	552	324
N. Dakota	288	20,316	788	647	258
S. Dakota	473	20,965	816	666	266

Table 3. Total Herds and Total Cows by State 2013-16

State	Total Herds				Total Cows			
	2013	2014	2015	2016	2013	2014	2015	2016
Arkansas	5	5	4	5	1,083	1,096	859	856
CO	29	27	24	16	50,574	44,673	32,444	15,807
Iowa	19	16	14	13	9,723	8,449	7,881	8,077
Kansas	138	129	121	121	20,577	20,500	19,861	20,310
Missouri	3	3	3	3	350	323	327	320
Nebraska	91	85	85	76	25,062	24,535	27,897	29,938
N. Dakota	17	17	15	15	5,204	5,182	4,118	4,277
Oklahoma	33	32	32	32	4,781	4,434	4,589	4,571
S. Dakota	78	82	72	70	34,069	40,705	38,777	32,792
Totals	413	396	370	351	151,423	149,897	136,753	116,947

Heart of America DHIA 2016 Summary Tables

Table 4. HOA Breed Averages 2016

Breed	Cows	Cow/Herd	Milk	Fat	Protein	SCC Actual (1000)	Calving Interval (mo.)
Ayrshire	0	0	0	0	0	0	0.0
Brown Swiss	161	40	19,878	812	688	148	14.9
Guernsey	49	49	8,054	324	272	492	14.8
Holstein	82,824	334	21,752	805	686	266	13.9
Jersey	9,961	293	15,443	744	570	295	13.7
M. Shorthorn	213	53	15,956	584	508	297	13.8
Crossbred	23,739	396	20,054	808	660	264	13.4

Table 5. Total herds by breed 2012-2016

Breed	Total Herds				
	2012	2013	2014	2015	2016
Ayrshire	0	0	0	0	0
Brown Swiss	5	5	6	3	4
Guernsey	1	1	1	1	1
Holstein	329	304	289	271	248
Jersey	36	36	36	36	34
M. Shorthorn	3	3	4	4	4
Crossbred	65	64	60	55	60
Totals	439	413	396	370	351

Table 6. Statistical summary of HOA herds 2012-2016

Item	2012	2013	2014	2015	2016
Cow/herd	336	368	379	370	333
RHA milk, lbs.	22,878	20,173	20,702	21,015	20,750
Avg. milk fat %	3.8	3.9	4	3.9	3.9
Avg. milk protein %	3.2	3.2	3	3.2	3.2
Avg. SCC, (1000)	255	273	269	264	269
Calving Interval, months	14.2	14	14	13.8	13.8

Table 7. Production and SCC Quartiles by Herd Size 2016

Herd Size	Cows	Herds	RHA Milk	SCC Avg
1-69	4,018	87	18,006	300
70-119	7,918	87	19,929	266
120-269	15,268	89	20,579	250
270-7755	89,744	88	24,261	258

Heart of America DHIA 2016 Field Techs

Heart of America DHIA Field Technicians for 2016					
name	city	started	name	city	started
NORTH DAKOTA			KANSAS		
SAMANTHA OHMANN	MANDAN	2013	SHEILA LEIKER-PAGE	VICTORIA	1975
MARK PIRSIG	FARGO	2016	GALEN ENSZ	HILLSBORO	1983
SOUTH DAKOTA			DEAN FLEHARTY	PRAIRIE HOME, MO	1965
NOLA BAUER	MOUND CITY	1990	KELLY FRANKLIN	ATCHISON	1989
ORIN FREEMAN	ETHAN	1990	JIM WELLS	CLEARWATER	1988
DEB PEDERSON	MILBANK	2001	MARY KROPF	WESTPHALIA	1997
KEVIN PEDERSON	MILBANK	2003	CALVIN YODER	HUTCHINSON	1999
SARAH HOTCHKISS	PARKER	2006	GERALD WEISS	WAMEGO	2000
SARAH HOJER	OLDHAM	2016	MICKEY MITCHELL	HOLYOKE, CO	2006
OKLAHOMA			DOROTHY WYRICK	WAVERLEY	2007
DON MCLEMORE	CHANDLER	1986	NEBRASKA		
RICK & JANELL REID	CHICKASHA	1983	BETH STARK	HASTINGS	1983
RUSTY SHIPLEY	DEER CREEK	1988	RICHARD EILERS	NELIGH	1969
COLORADO			GERALD NOLTE	HUMBOLDT	1987
VIKI MCLAIN	GILL	2009	GREGG ROESLER	WESTERN	1996
HEATHER BRANDNER	YUMA	2009	MITCH SWANSON	O'NEILL	1989
AIMEE BOND	ROGGEN	2016	RICK SCHEELE	ODELL	2002
LINDSAY DYE	KERSEY	2011	PEG STRONG	STANTON	2007
			RANDY HEIKES	HARTINGTON	2014
			IOWA		
			CHARLOTTE ROLLEFSON	SIBLEY	2012