


2023 SOUTHEAST VALUE-ADDED DAIRY CONFERENCE NASHVILLE



Join us at the
Hilton Nashville Airport
2200 Elm Hill Pike,
Nashville, TN

**EARLY BIRD
REGISTRATION \$50
LATE REGISTRATION \$100**

Contact :  (860)-595-6053

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JULY 27-28

Hatcher Family Dairy Tour
Saturday, July 29



AGENDA

Day 1: July 27	
6:30 to 8:30am	Breakfast
7:30 to 8:30am	Registration
8:30 to 8:40am	Welcome, Dr. Liz Eckelkamp, Dr. Charlie Hatcher, UTIA Leadership
8:45 to 10:00am	Keynote Speaker, Peggy Smith: CowGirl Creamery, Founder; Topic TBD
10:00 to 10:30am	Break and Trade Show
10:30 to 11:30am	Producer panel discussion; “Selling the Story of Your Farm”
11:30 to 1:00pm	Lunch and Trade Show
1:00pm to 2:00pm	Buyer panel discussion; “Finding the Decision Maker and Giving Them What They Want”
2:00pm to 3:00pm	Ann Wilkinson: Origin Farms; “Feasibility Study Walk-Through for a Creamery”
3:00pm to 3:45pm	Poster Sessions and Trade Show
3:45pm to 5:00pm	Dr. Charles White: The University of Tennessee; “Tasting Dairy Products Like a Food Scientist”
5:00pm	Dairy Bar/Tasting & Evening Reception

Day 2 July 28 Day 1: July 27

6:30 to 8:30am	Breakfast
8:30 to 8:40am	Welcome, Announce the 2024 date and location
8:45 to 10:15am	Sarah Cornelisse: PENN State Extension; “Packaging Products to Ship and Making Sales by Mail”
10:15 to 10:45am	Break and Trade Show
10:45 to 11:50am	General Session (Request for Proposal announcement & Grant Schedule for New Processor and Specialty Processing Equipment Investment Grants)
11:50 to 1:00pm	Lunch and Trade Show
1:00 to 3:00pm (Workshop 1 & 2)	
<ul style="list-style-type: none">• Mastering Individual Leadership Knowledge (MILK) Training<ul style="list-style-type: none">• MarketReady Dairy Training	
3:30 to 5:30pm (Workshop 3, 4, & 5)	
<ul style="list-style-type: none">• Value-Added Dairy Producer group discussion<ul style="list-style-type: none">• Dairy Small Ruminant Resources• Listening session, industry impacts grant	
6:00 to 7:30pm	Dinner and presentation of Dairy Product Award Winners