Endres Berryridge Farms LLC

Randy Endres

Modern Family Dairy Farm

- Waunakee
- 3rd Generation
  - Established in 1891
- Family Owned (1996)
  - Steve & Kathy
  - Jeff & Jenny
  - Randy & Karen
By the Numbers

- 350 milking cows
  - Milk 2 X day
  - Herd Average
    - 27,766
    - 4.3 Fat (1195)
    - 3.09 Protein (858)
    - SCC 185
- 300 young stock (3/4 raised onsite)
- 1000 acres (Own 500)
  - Corn
  - Hay
  - Soybeans
  - Winter Wheat
  - Canning Crops
- Staff
  - 5 full-time (3 – owners)
  - 3 part-time

Facilities

- Double 13 Parallel Milking Parlor
  - Boumatic Excalibur
  - 5 years old
- Direct Ship
- Sand Freestalls
- 2.5 million gallon manure structure
Four Keys to Success

- Business Plan
- Strong Consultant Partners
- Quality Cows
- Distinct Partner Job Responsibilities

Business Plan

- Diversification
  - Dairy Operation
    - Only small percentage of feed is purchased
  - Cropping Enterprise
  - Genetics Sales
    - Bulls to AI
    - Embryos Overseas
  - Forage Harvesting Company

- Managing Debt/ Maintaining High Level of Equity
- Use on farm information systems
  - Herd
  - Finances
  - Crops
Strong Consultant Partners

- Veterinarian
- Lender/Tax Consultant
- Nutritionist
- Reproduction Team
- Milk Quality Team
  - Milk Marketer
  - Equipment Service Team
- Agronomist/Nutrient Management

Quality Cows/ Milk Quality

- Breeding program that emphasizes
  - High milk production
  - Components
  - Longevity
- Provide training and incentives to our milking team for consistent milk quality
Distinct Partner Job Responsibilities

- Each owner has a specific area of responsibility/expertise
- Work together to accomplish daily tasks
- Good communication

Summary

- Have a business plan that all partners support and believe in
- Rely on expertise of consultants to continual improve business & implement changes
- Quality animals & breeding
- Partners have specific job responsibilities