

Southeast Milk Incorporated: Educating Tomorrow's Dairy Farmers

Farm Credit customer Southeast Milk Incorporated does an excellent job of reaching out to young dairy farmers to mentor them as they look to successfully manage a dairy herd of their own. One notable way they "reach out" is by holding a conference for these young, beginning farmers early in the spring. The Southeast Milk Leader's of Tomorrow Conference is a two-day event held in Jacksonville. This year, Farm Credit employees Chablee Edenfield and Torie Hardee attended to hear the issues and concerns of the young dairy farmers.

Scott Glover of Cleveland, Georgia was recognized as the Outstanding Young Dairyman at the conference banquet. At the age of nine, Scott began working on his grandfather's dairy farm with his grandfather and father. His passion for the dairy business stuck with him, and in 2000, Scott leased land to begin his own dairy farm: Glo-Crest Dairy. He now has a herd average of more than 24,000 pounds of milk and continuously works to ensure his herd is healthy and comfortable. Nine years later, Scott impressively has paid back all his loans and remains debt free. His wife, Jennifer, and six-year-old daughter, Eliza Jane, accepted the award with him.

Ron St. John, Farm Credit of North Florida Board Director and owner of Alliance Dairies, was a keynote speaker the second day of the conference. As an expert, Ron coached the young dairymen and women on best employment and management practices. Some of his advice: "Hire managers with similar philosophies as your own; be an optimist; be compassionate toward your employees; no one should work for you, they should work with you; surround yourself with good people; and training is critical." Ron also told the group Alliance Dairies doesn't use job descriptions. "Training and communication define everything. Job descriptions tell you what you don't have to do." ■



Dale Eade of Southeast Milk Inc., and Jennifer, Scott and Eliza Jane Glover

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