



# the C.A.L.P 411

COLORADO'S AGRICULTURAL  
LEADERSHIP PROGRAM NEWSLETTER

## ALUMNI SPOTLIGHT



**MARY KRAFT, CLASS 7  
FT. MORGAN, CO**

Mary Kraft is CFO for the 5500 milking Holstein dairy enterprises of Badger Creek Farm and Quail Ridge Dairies at Fort Morgan Co. The two dairies employ 75 people, deliver 25-30 calves a day and market 5-7 semi's of milk daily. The operations directly farm 850 acres, and contract another 3500 acres for forage production to feed cows on the dairies.

She has written for leading dairy magazines, been selected as the National Young Farmers Spokesperson for Agriculture, and named to the Colorado 4-H Hall of Fame. She was (the first female) President of the Colorado Livestock Assoc., serves on the Western Dairy Association's milk promotions board and the PERA Advisory Council.

She has served on Morgan County's Economic Development Corporation Board, The Morgan County Hospital Foundation Board, the School for the Performing Arts Board and Adult Basic Literacy Education Board (ABLE).

Mary has spoken extensively across the country to dairy groups about building Middle Management and developing a productive work culture, and testified before the legislature on good animal husbandry practices and immigration issues. She and her husband, Chris (CALP Alumn, Class 4), actively recruit legislators to tour their dairies and learn first-hand about the issues in Agriculture. Mary gives tours to school groups, civic and social groups at both dairy facilities, as well as Common Ground (agriculturalists connecting to mommy bloggers).

"My time in CALP helped me hone my negotiation and management skills, and life in the blender of the dairy industry has made me careful with resources and a very good planner."

## CSU AG DAY CALP TAILGATE



Colorado  
State  
University

**SATURDAY, SEPT. 21**

**WEST LAWN, LORY STUDENT CENTER**

Stop for a visit with CALP alumni at CSU AG Day!

The Rams play University of Toledo Rockets following a celebration of agricultural heritage with food, fun and educational activities!

# CLASS 14 SCHEDULE

- Seminar 4 - Washington DC/ Georgia  
Sept. 16 - 22, 2019
- Seminar 5 - Fort Collins  
Nov. 10 - 12, 2019
- Seminar 6 - Ag Forum, Denver  
Feb. 26, 2020
- Seminar 7 - Fort Morgan  
April 19 - 21, 2020
- Seminar 8 - Durango  
June 14 - 16, 2020
- Seminar 9 - Alamosa  
September 20 - 22, 2020
- Seminar 10 - Netherlands  
Oct. 25 - Nov. 3, 2020



## MIX & LEARN

**WHEN:** Sat. Nov. 9, 2019  
**WHERE:** CSU, Fort Collins  
**WHAT:** Socialize with fellow alumni, meet the new class of Fellows, CALP board members and stakeholders. Enjoy a micro-seminar in true CALP fashion.

# GET YOUR CALP HAT! \$25 PLUS SHIPPING OR WE'LL DELIVER WHEN WE'RE IN YOUR AREA!



**TRUCKER SNAPBACK** with trucker mesh back.  
**CROWN:** Mid-Profile  
**VISOR:** Curved  
**CLOSURE:** Snapback Adjustable



**SOFT TRUCKER MESH**  
**CROWN:** Mid-Profile  
**VISOR:** Curved  
**CLOSURE:** Hook-and-Loop Adjustable



*"Even though we still are just starting, I am learning so much about Agriculture in Colorado. During the on-farm visits, we learn of their individual challenges and opportunities and I'm realizing we have more in common across the commodities than I realized. These experiences are also helping me to think more creatively with my own challenges."*

Melissa Bischoff, Class 14

Associate Director, Raw Dairy Ingredient Sales  
 Leprino Foods

## DID IS NOT DO!

By Damian Mason

"We are a product of what we do on a daily basis, not what we once did or worse yet, do only when the mood strikes" states Mr. Mason. He refers to this statement as an explanation, "A person who writes when a creative mood strikes is a doodler. Whereas a person who writes every day is a writer. Do you suppose Michael Jordan practiced basketball when the mood struck? Or did Michael Jordan work on his basketball skills daily?"

### Two Questions for Continual Self-Improvement

1. What are you doing on a regular basis to make yourself personally and professionally better?

2. Are you really "doing " those things or "did" you do those things at one time and now you've slacked off?

It's natural to lose interest or even get bored with certain activities. Distractions happen. Business happens. Life happens. Next thing you know, you're telling yourself (and others) that you "do" what you really haven't done in months or even years.

Lasting success comes from actually doing the career and personal building activities you say you do. Did is past tens. DO is current. Harsh as it may be, the world doesn't care what you did, all that matters is what you do.

*The Colorado Agricultural Leadership Program is a 501c.3 non-profit organization with the mission to develop leaders that will become a strong, unified voice for agricultural issues.*

## We Are The Result of Our Habits

Mr. Mason maps out ten habits of success in his book, *Do Business Better*. He points out that habits, unlike routines, are active, deliberate behaviors. Routines, on the other hand, are generally mindless and unwavering. In other words, routines are what we "do" even when we say we're doing something else.

Our habits make us what we are. Good or bad, the habits we possess accumulate over time. they're like compound interest in this regard. When we create good daily habits, we reap the reward. But good habits are only habitual if you DO them.

If your goal is to keep getting better (as it should be?), adopt his new slogan: Did Is Not Do.

*Damian Mason speaks at meetings (and spoke at the Governor's Forum on Colorado Agriculture in 2019) throughout North America on the two subjects he knows best; Business and Agriculture. He's the host and producer of the Do Business Better podcast and The Business of Agriculture podcast. Damian's latest book, Do Business Better, released this spring.*

## Do you have a short story to share?

If you would like to submit a short one-page story to be included in this newsletter, please send to [dani@coloagleaders.org](mailto:dani@coloagleaders.org). Stories can be motivational, funny, informative, etc. We will not publish anything intended to serve a political agenda.

**SAVE THE DATE!**  
*The Future of Farming and Water in Colorado*  
 The Ag Water Summit  
 December 2-3, 2019  
 The Ranch - Larimer County Fairgrounds  
 Loveland, Colorado  
 Colorado Ag Water Alliance

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**Governor's Forum for Colorado Agriculture**  
**BRAND IT AGRICULTURE**

Keynote Speaker: Michele Payn

**SAVE THE DATE**

**FEB 26 2020**

Renaissance Hotel  
 Denver, CO  
 8:00 am to 4:30 pm

<http://www.governorsagforum.com/>

**SPONSOR SPOTLIGHT**

**COLORADO DAIRY FARMERS**

“Colorado Dairy Farmers has been proud, and continues to be proud, to support the Colorado Agricultural Leadership Program. The dairy industry believes educating and training the next generation of leaders is critical. The efforts of CALP to expose leaders to different ways, and cultures, of producing food and fiber is critical to ensure Colorado and the USA continue to produce the most bountiful, safe, high quality food in the world.”

- Colorado Dairy Farmers

**Governorsagforum.com**

Discounted hotel rates available by clicking the link at [Governorsagforum.com](http://www.governorsagforum.com).

**THANK YOU TO OUR 2019 SPONSORS AND SUPPORTERS:**

**PREMIER**

**GOLD**

**SILVER**

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