

DANIEL E. LITTLE, MS, DVM

OBJECTIVE

To promote sustainable animal production and processing systems by applying current technology, nutrition management, and proactive business practices to assure animal comfort, environmental quality, food safety, production efficiency, and client profitability.

EXPERIENCE - PROJECTS

Causation Analysis and Economic Loss / Business Interruption

- Expert Witness: Livestock - Dairy, Swine, Beef, Equine, Poultry, and Small Ruminants
- Causation Analysis, Reports, and Testimony
- Reproduction, Nutrition, Grain and Feed Quality, Product Quality, Facility Design, System Analysis, Animal Health, Stray Voltage, Veterinary Malpractice, and Animal Behavior

Animal Health and Management

- Clinical / Consultative Practice specializing in Diagnostics and Preventive Animal Health
- Contract Dairy Management and Implementation of Quality Management Systems
- Dairy Quality Assurance – Residue Avoidance Compliance
- Milk Quality – Procedure / Protocol Development and Employee Training
- Dairy Nutrition Services Implementation
- Multi-Species Nutrition Research; AAFCO New Ingredient Definition; FDA/CVM (VeraSun)
- Dairy Research Site Development and Implementation (ADViSYS)
- Milk Quality Diagnostic Laboratory Services; Product Development, Marketing, and Technical Support (Biovet)
- Patron Milk Quality and Audit Consultations (ForeMost Farms USA)
- Project Manager, Development of International Diagnostic Database and Reporting System (ESAPII) for Swine Serology (Oxford Labs)
- Immunizations and Vaccine Development with process validation (GalaGen)

Dairy Development

- Design and Feasibility of Renewable Energy Centers (BME Management LLC)
- Project Lead for Business Development and Financing (Green Meadows Foods LLC)
- Lead Consultant for Dairy Development, Permitting, and Business Planning (Lansdowne LLP)
- Dairy Feasibility Study for South Dakota Governor's Office of Economic Development (GOED)
- Dairy Expansion – Feasibility, Business Plans, and Loan Request Packages
- Dairy Replacement Heifer Facility - Feasibility and Business Plan
- Family Succession and Transition Planning

Lender Support - Consultation

- Loan Structure and Refinance
- Development and Evaluation of Projected Scenarios
- Financial Assessment and Chapter 12 Reorganization
- Resale Valuation of Acquired Property
- Evaluation and Assessment Audits of Livestock Operations

Applications Database Development and Implementation

- Project Manager, National Internet Tracking System for Pacemaker Patients (Medtronic)
- Project Manager, Design and Implementation (Dairy Profit Analyzer)
- Project Manager, Design, Training, and Implementation for Diagnostic Teams (Profit Teams)
- Project Manager, Permitting Pilot Project (Olmsted County)
- Project Manager, Website Development

EXPERIENCE - POSITIONS

President & CEO	D. E. Little, DVM / AVS Associates, LLC	Brookings, SD	2014-
Livestock Industry Consultant – Diagnostics, Process Development, and Management Consultation			
<ul style="list-style-type: none"> ◆ Preventive health system; design, implementation, auditing, and product marketing ◆ Feasibility and business planning; financial analysis of production systems ◆ Contract CFO activities; project management ◆ Coordination of contract research ◆ Litigation support; causation and economic loss in livestock cases ◆ Development of Internet based applications; RADAR 			
Vice President Agribusiness	LiveLeaf Bioscience	Brookings, SD	2013-2014
Market Development, Sales, and Distribution of Grazix Dietary Supplement			
Livestock Systems Consultant	DairyNet Inc /AVS Associates, LLC	Rochester, MN	1992-2014
Livestock Management Consultant			
<ul style="list-style-type: none"> ◆ Integration of financial, production, management, and health systems ◆ Collection and interpretation of swine and dairy computerized records ◆ Reproductive management and nutrition consulting ◆ Feasibility, SWOT analysis, and business planning for dairies and dairy diagnostic teams ◆ Causation and loss analysis for swine and dairy litigation ◆ Dairy system analysis and business planning 			
Project Management			
<ul style="list-style-type: none"> ◆ Development of internet based applications for management ◆ Development of an international swine diagnostic database and reporting system ◆ Develop software solutions for financial and production analysis ◆ Coordinate on-farm clinical research trials 			
Large Herd Dairy Consultant	Kaneohe Veterinary Clinic	Kaneohe, HI	1991-1992
Provided production medicine services to dairies with 300-1800 cows			
Veterinary Consultant	Agri-Vet Animal Health	Spring Valley, MN	1989-1992
Specialized in dairy and swine production medicine			
Veterinary Clinical Practice	Spring Valley Veterinary Clinic	Spring Valley, MN	1984-1989
Dairy, swine, beef, and mixed animal clinical practice			
DairyCHAMP Data Coordinator	University of Minnesota	St. Paul, MN	1980-1984
Data entry and interpretation of dairy records maintained on a mainframe database			
PigCHAMP Data Coordinator	University of Minnesota	St. Paul, MN	1980-1984
Data entry and interpretation of swine records maintained on a mainframe database			
Senior Laboratory Technician	College of Veterinary Medicine	St. Paul, MN	1980-1984
Radioimmunoassay, data analysis, and indwelling jugular catheterization of sows			
A.I. Relief Technician	21 st Century Genetics	Stewartville, MN	1978, 1980
Summer relief work for dairy and beef A.I. in the Minnesota / Northern Iowa region			
Instructor	Texas A&M University	College Station, TX	1979-1980
Coordinated undergraduate Physiology of Reproduction (Senior level) labs			
Teaching Assistant	Texas A&M University	College Station, TX	1978-1979
Undergraduate Physiology of Reproduction labs			

EDUCATION

DVM	College of Veterinary Medicine, University of Minnesota, St. Paul, MN	1984
BS	Veterinary Science, College of Veterinary Medicine, University of Minnesota	1982
MS	Physiology of Reproduction, Texas A&M University, <i>Cum laude</i> , College Station, TX	1980
BA	Biology with Chemistry emphasis, Gustavus Adolphus College, St. Peter, MN	1978
Diploma	Faribault High School, <i>Cum laude</i> , Faribault, MN	1974

CURRENT STATES OF LICENSURE

Minnesota, Iowa, South Dakota, North Dakota, Wisconsin, Texas, and Hawaii

PUBLICATIONS

Hoard's Dairyman, *The Day FDA Called*, December, 2012.

Progressive Dairyman, *Profit in the Details: Generate Creative Solutions*, January, 2012.

Progressive Dairyman, Columnist, September, 2011.

Jacela, J.Y., J.M. DeRouchey, S.S. Dritz, M.D. Tokach, R.D. Goodband, J.M. Nelssen, R.C. Sulabo, R.C. Thaler, L. Brandts, D. Peters, D.E. Little, and K.J. Prusa. Amino acid digestibility and energy content of deoiled corn dried distillers grains with solubles, solvent extracted, for swine and its effects on growth performance and carcass characteristics. *Journal of Animal Science* 89: 1817-1829. 2011.

Tollefsrud, R.P., R.L. Larson, H.M. Scott, G.A. Hanzlicek, D.E. Little. Effects of fresh cow diseases on reproduction in a large commercial dairy herd. (Abstract, 2011).

Mjoun, K., K.F. Kalscheur, A.R. Hippen, D.J. Schingoethe, and D.E. Little. Lactation performance and amino acid utilization of cows fed increasing amounts of reduced-fat dried distillers grains with soluble. *Journal of Dairy Science* 93 (1):288-303. 2010.

Dairy Today – Elite Producer, Monthly Columnist for *Profit in the Details*, 2002 - 2011.

Schroer, R.C., T.D. Nennich, T.S. Dennis, M. M. Schutz, S.S. Donkin, and D.E. Little. Intake and growth of prepubertal dairy heifers fed reduced fat dried distillers grains with solubles. Tri-State Nutrition Conference. 2009.

Dairy Herd Management, Contributing Columnist for *Profit Tips*, 2000.

Little, D.E., C.H. Rahe, J.L. Fleeger, and P.G. Harms. Episodic release of (LH) during gestation of the cow. *Journal of Reproduction and Fertility* 66:687-690. 1982.

Rahe, C.H., D.E. Little, H.J. Newton, J.L. Fleeger and P.G. Harms. The effect of milking stimuli on the pattern of circulating luteinizing hormone (LH) levels in postpartum Holstein cows. *Journal of Animal Science* 51: Supplement 1:317. (Abstract 511). 1980.

Little, D.E., C.H. Rahe, H.J. Newton, J.L. Fleeger and P.G. Harms. Patterns of peripheral plasma LH during early and late gestation in the bovine. *Journal of Animal Science* 51: Supplement 1:229. (Abstract 468). 1980.

Little, D.E. Evidence for pulsatile release of LH during early and late gestation in Holstein cows. Thesis, Texas A&M University. 1980.

PRESENTATIONS - SEMINARS

Farming and Food - Operation Main Street	Sioux Falls Kiwanis	Aug-14
Farming and Food - Operation Main Street	Volga Lions Club	Jun-14
Harnessing the Genius of Nature	Brookings Rotary	Jul-13
Opportunities for Alternative Energy Production in Agriculture	Leadership Brookings	Feb-11&13
Opportunities for South Dakota Dairy	SDBA Ag Lenders Seminar	Apr-12
Using IOFC to Measure Changes in Profitability	Siouxland Dairy Producers	Feb-11
Using Technology to Advance the Dairy Industry	Worthington REDC	Apr-11
Understanding the Analytical Loop	AABP Pre-Convention Seminar	Sep-11
A Winning Partnership	SD Bankers Association	Apr-10
FDA Audits – What to Expect	AABP General Session	Sep-09
SD Dairy Industry – The I-29 Corridor	Brookings Rotary	Jun-09
Personality Inventory	AABP Pre-Convention Seminar	Sep-07&08
Beyond Partial Budgets – Managing Dairy Profitability	AABP Pre-Convention Seminar	Sep-07&08
Monitoring Dairy Profitability & Workshop	Danish Veterinarians	Jan-06
Managing Dairy Profitability	AABP Pre-Convention Seminar	Sep-05
Fine Tuning Dairy Profitability Seminar & Workshop	Central Plains Dairy Assoc.	Mar-05
Profitable Dairy Management	Alltech Road Show	Feb-05
Profitable Dairy Management	Student ADSA Seminar	Feb-05
Technologies to Improve Animal Health and Production	SDSU Diagnostic Lab	Jan-05
Integrating Financial and Production Data to Improve Profitability	Elite Producers Conference, Dairy Today	Nov-04
Integrating Financial and Production Records	AABP Pre-Convention Seminar	Sep-04
Ready, Set, Go!! – Power Communication with your Clients	AABP Pre-Convention Seminar	Sep-04
Calf Care – Disease Control	ND Heifer Growers	Aug-04
Promoting Dairy Development in South Dakota	Brookings Chamber Luncheon	Jun-04
South Dakota Dairy Development	Ag Forum	Apr-04
Welcome to South Dakota!	SD Dairy Tour	Apr-04
Dairy Systems Analysis	SDSU Dairy Challenge	Feb-04
Dairy Development	First District Association	Sep-03
Ready, Set, Go!! – Power Communication with your Clients	AABP Seminar	Sep-03
Evaluating the Profitability of High Quality Forage	Tri-State Dairy Conference	Apr-03
5 Ideas to Take Home to Improve Profitability	Central Plains Dairy Expo	Mar-03
SDSU Walkthrough Evaluation	SDSU Dairy Challenge	Mar-03
DairyNet2000, Dairy Development	SDSU Dairy Science	Jan-03
DairyNet2000, Dairy Development	SD Canadian Dairy Tour	Aug-02
Ag in the Classroom	Rochester Public Schools	Apr-02
How is Your Business Doing?	Profitability Workshop	Nov-01
How is Your Business Doing?	Rochester, MN	Jul-01
Internet Applications for Cows, Corn, and Pacemakers	MVMA Annual Meeting	Feb-01
Profit Teams: A Web-based Team Monitoring System	Central MN Diagnostic Team	Feb-01
Ag in the Classroom	Rochester Public Schools	Apr-01
Measuring Changes in Profitability to Maximize Management Efficiency	MN Dairy Extravaganza	Nov-00
Profit Teams: A Web-based Team Monitoring System	MVMA Annual Meeting	Nov-00
Biovet Quality Quantity Milk Programs for Swiss Valley Farms	Biovet Marketing	Sep-00
Profit Teams Web Based Team Reporting	MN Dairy Extension	Sep-00
Tools for Profitability Analysis in Dairy Production	MN Farm Business Management	Jul-00
Opportunities in Production Animal Medicine	U of MN Bovine Club	Feb-00

POSITIONS - OFFICES HELD

2015- Brookings Rotary - President Elect, President
2014- Brookings Rotary - Board of Directors, Membership Chair, Program Chair
2013- Brookings Aerosports Unlimited Inc - Vice President, President
2012-13 SD Agriculture Summit Presenter - Livestock Development Task Force
2012-15 Church Council Member; Liaison to Church and Community Committee
2011-13 Board Member, Brookings Economic Development Corporation
2011 CEO Search Committee, Brookings Health Systems
2010-11 President, Brookings Area Chamber of Commerce
2007-09 Trustee, Brookings Health Systems - Strategic Planning & Finance Committees
2006-12 Vision Brookings I and II Management Committee
2006-09 Chair, AABP Information Management Committee
2006-12 Executive Board, Brookings Area Chamber of Commerce
2006-08 Chair, Brookings Area Chamber of Commerce, Government Affairs Committee
2005-08 Chair, National Mastitis Council, Education Committee
2004-05 Chair, AVMA, Committee on Veterinary Medical Informatics
2004-05 Chair, Brookings Rotary, Fundraising Committee
2005 Chair, Brookings Area Chamber of Commerce, Ag Relations Committee
2004 Vice-Chair, Brookings Area Chamber of Commerce, Ag Relations Committee
2004-06 Church Stewardship Committee
2004-08 Church Building Committee
2001-02 Chair, Rochester Area Chamber of Commerce, Agri-Business Committee
2000-02 Greater Rochester Area University Center, Advisory Board
1998-2004 American Association of Bovine Practitioners, Information Management Committee
1997-2010 National Mastitis Council, Education Committee
1997-2002 Vice-Chair & Chair, Rochester Area Chamber of Commerce, Agri-Business Committee
1997-99 Co-Chair, Minnesota Dairy Advisors Education Committee
1997-2002 Steering Committee, Minnesota Dairy Leaders Round Table, MVMA Representative
1994 Database Coordinator, Minnesota Dairy Advisors
1994 Head Coach, Traveling Soccer, Rochester, MN
1994 Chairman, Spring Valley Ag Days Celebration, Spring Valley, MN
1993-94 Co-President, Gage Elementary PTSA, Rochester Public Schools
1992-94 Steering Committee, Dairy Production Medicine Group, Raleigh, NC
1987-94 Board of Directors, Spring Valley Chamber of Commerce
1991 Graduate Assistant, Dale Carnegie Course, Rochester MN
1991-93 PigPro Advisory Board, Oxford Veterinary Laboratories
1991 Omnibus Instructor, Animal Behavior, Spring Valley Public Schools
1990-91 Chair, Computer Task Force, Spring Valley, MN Public Schools
1988-89 Sub-Committee Chair, Community Task Force, SV Levy
1988-89 President, Southeast MN Veterinary Medical Association
1976-77 President, MN Student Chapter of the American Veterinary Medical Association

CERTIFICATIONS and HONORS

2016 Food Armor Certification
2014- Operation Main Street - National Pork Checkoff Certified Presenter
2013- Pork PQA Plus Quality Assurance; Trainer/Advisor
2010, 2013 Private Pilot's License (SEL), Instrument Rating
1997 D Level Soccer Coaching Certificate – Minnesota Youth Soccer Association
1995 Certified Evaluator – 5 Star Dairy Quality Assurance Program
1994 1st Degree Black Belt, TwaeKwonDo Family Fitness, Rochester, MN
1979 Delta Sigma Gamma Honor Society of Agriculture
1978 Guild of St. Ansgar Honor Society (Biology)
1978 Albert G. Swanson Award for Biological Research
1977, 1978 Reuben Anderson Award for Biological Research
1977-1978 Lavinia and Gustav Anderson Award in Physiology
1975-1978 Holcomb Research Fellow, Gustavus Adolphus College, St. Peter, MN

ORGANIZATIONS

American Veterinary Medical Association
American Association of Swine Veterinarians
American Dairy Science Association
South Dakota Veterinary Medical Association
National Mastitis Council
Academy of Veterinary Consultants

American Association of Bovine Practitioners
Minnesota Veterinary Medical Association
Brookings Economic Development Corporation
Rotary International, Brookings Rotary Club
Brookings Area Chamber of Commerce
Airplane Owners and Pilots Association

REFERENCES

Available upon request.