

Extension Staffs Work on Financial Counseling Skills

Twenty-five extension professionals from Delaware, Maryland and New Jersey recently attended a two-day training session at the University of Delaware to learn how to use FINPAK, a series of computerized management programs designed to help economically hard-pressed farm families fight their way back to greater financial health.

FINPAK stands for Financial Planning and Analysis Package — a computer based system developed and distributed by the Center for Farm Financial Management at the University of Minnesota.

Delaware extension agricultural economists Dr. Don Tilmon and Carl German received FINPAK training in Minneapolis last June.

Since then, they have been using the set of four computer programs to help individual Delaware farmers conduct in-depth analyses of their farm operations.

The recent training session was sponsored by the Cooperative Extension Services of Delaware, Maryland and New Jersey and organized by Tilmon in order to teach more extension

professionals — especially county agricultural and home economics agents — how to use FINPAK in confidential financial counseling sessions with farm family clients. Nine professionals from New Jersey, 12 from Maryland and four from Delaware attended the session, which was held in a brand new computer laboratory on the University of Delaware campus. The training was provided by University of Minnesota extension economist Dr. Richard Hawkins, the developer of FINPAK.

According to Tilmon, a FINPAK analysis usually starts with an evaluation of a farmer's long-range economic plans and options. It then helps develop a three-year transition plan to move the farm from its current operation into the long-range plan. Finally, a

procedure is developed to monitor monthly cash flow and control the year-to-year financial affairs of the farm.

Six Delaware extension professionals are now prepared to use the computerized series of farm management programs — Kent County home economist Roxane Whittaker, Sussex County agricultural agent Jay Windsor, New Castle County home economist Debbie Amsden, assistant extension farm management specialist Mark Kooker, extension marketing specialist Carl German and extension farm management specialist Dr. Don Tilmon. For further information on the FINPAK program, in Delaware contact Tilmon at 302-451-2511.



Mid-Atlantic extension professionals recently attended training session at U of D on use of a series of computerized farm management programs to help area farm families solve their economic woes. Participants included (from left) Mark Kooker, assistant farm management specialist, U of D; Dick Levins, farm management specialist, U of Md; Richard Hawkins, farm management specialist, U of Minnesota; and Al Tinsley, a representative of the Cooperative Extension Service— USDA, Washington, D.C.

Durocs top sale

NEWVILLE — The Duroc breed brought the highest prices at Bourbon Springs Farm's fifth Spring Sale.

The high boar sold for \$470 to Jay Acworth, Abbottstown. This duroc was sired by BSF Archie. Seven boars were sold for an average of \$325.

A duroc registered gilt sold as the high feeder pig for \$155 to Kim Warner, Carlisle. The average on 76 feeder pigs was \$75.

Two open gilts tied for the high price of \$180. Both of these durocs were purchased by Francis Mains, Carlisle. This sale witnessed the selling of 17 open gilts for an average of \$149.

Lemmon Farm's bred gilt consignment sold for the high price of \$350 to Carolyn Thomas, Stewartstown. An average of \$267

was realized on 13 bred gilts.

The high selling lamb sold for \$150 to Robert Claybaugh, Sabillasville, Md., and was consigned by Robert Leib. The average on 13 lambs was \$107.

This sale attracted buyers from Pennsylvania, West Virginia, Virginia and Maryland. The sale totaled \$15,350.

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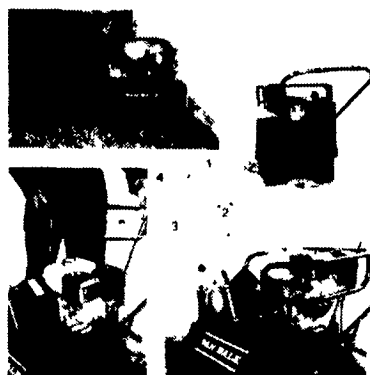
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