

# Farm Management Educational Program Funded

UNIVERSITY PARK — With a \$10,000 donation from the Pennsylvania Young Farmers Association and a \$10,000 grant from the Pennsylvania Department of Education, Penn State is beginning a statewide program to help farmers with farm financial management.

The College of Agriculture has developed a computerized farm management education program to be used by high school vocational agriculture teachers and extension agents who work with adult farmers. The contributions from the state and the PYFA will fund a part-time position for an educational coordinator, beginning in September.

The computer program has been accepted by Penn State's Cooperative Extension as a way to make farm management education as uniform as possible statewide, says Don Mincemoyer, instructor of agricultural education at Penn State.

With the program, farmers will be able to analyze their farm financial records over the past few years and make projections for future years. Vocational agriculture teachers and extension agents are being trained to help farmers use the program and to interpret the results. The computer program will accept data from any computerized financial record-keeping

program, Mincemoyer says.

The College worked with the Pennsylvania Farmers Association and the Farm Credit System, as well as private entrepreneurs, to develop a program that would support the record-keeping systems of these organizations.

Merril Brofee, a former Perry County dairy farmer and one of the initial users of computers on the farm, assisted in developing the program.

"The farmer will be able to calculate his cost per unit of production, then look at the market and decide if he can continue to produce with a margin of profit," Mincemoyer said. "The program will

give him ratios and factors, such as what percentage of his gross income must go toward paying interest on loans. With this information, he can begin to analyze his business, and make decisions that may improve it."

The new program will provide a link among the farm industry, Cooperative Extension and agriculture in the schools, Mincemoyer said.

The Pennsylvania Young Farmers Association presented the \$10,000 check to Dr. Lamartine F. Hood, dean of the College of Agriculture, on the Penn State campus on June 28. "I hope this program

will be of benefit to all of the farmers of Pennsylvania," said Ron O'Neil, president of the PYFA.

"Penn State is always anxious to develop materials that will be helpful in farm management education," Dean Hood said. "This donation will help to support our efforts."

Dr. Samuel Curtis, head of the Department of Agricultural and Extension Education, said the ability to manage finances is one of the most critical factors in farming. "You've made an investment in agriculture that is every bit as important as investing in seed or a tractor," he told the PYFA members.

## Jersey Junior Seminar Teaches Fitting Techniques

CHAMBERSBURG—The Pennsylvania Junior Jersey Cattle Club's annual Junior Seminar was held July 10 to 11 at the farm of Ted and Carolyn Small. Twenty

club members came from Cumberland, Huntingdon, Somerset, Mercer, Tioga, Franklin and Chester counties to participate in the event.

Terry Rawn of Landmark Gene-

tics instructed the participants in proper fitting and clipping techniques for showing their animals. He demonstrated on calf, young heifer and cow classes.



David Jenkins, left, of Somerset County and Mike Moose, middle, of Mercer County, watch as Terry Rawn instructs them in proper clipping techniques at the recent Jersey Junior Seminar.

## RCMA Sets Class 1 Price

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establish future prices, Anna explained.

Handlers who process milk from RCMA members will continue to pay the dairymen the announced price for the area. The handler will pay the difference between the area's announced Class 1 price and the RCMA price

to RCMA. RCMA will then distribute the funds to its total membership, irregardless of the class of milk they ship, Anna explained.

Anna estimated total membership in the 11-state Northeast region at 92 to 93 percent. The Board has decided to extend the sign up period to permit every dairymen access to the over-order prices.

## CCC Begins Writing Checks

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budget estimate one and one-half years before the crops are grown. It is difficult to project accurately how much the programs will cost that far ahead of time."

The volatility of the CCC program outlays increase the budget projection difficulties, Hall cited as a second reason for the frequent lapses in the CCC's check writing ability. Domestic and international supply and demand can fluctuate dramatically from year to year. In years of large crop surpluses, the farm economy becomes depressed, and CCC outlay for the surplus production increases, Hall explained.

Hall said several bills have been introduced in Congress to avoid

future shutdowns of the CCC's spending ability. He favors changing the way in which the CCC receives its funding. Instead of Congressional appropriation, Hall explained, the CCC should be permitted to go directly to U.S. Treasury for the needed funds. "That, we think, will avoid shutdowns like this in the future."

"If we had to shutdown, this is the time of year to do it," Hall commented. Although individual farmers were hurt, there were no major payments due, and the total detrimental effect was minimized. Loan making was just about over for the present crop year and the new crop loans are just now beginning as the reappropriation came through, he added.

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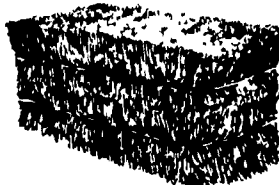
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