

Atlantic Dairy Young Farmers

EVERETT NEWSWANGER
Managing Editor

CARLISLE (Adams Co.)- At the Young Cooperator Seminar

held Thursday, for Atlantic Dairy, 80 young farmers, mostly husbands and wives, heard reports on the financial status of the cooperative and other subjects discussed

that were of importance in farm management and participation in the cooperative.

For example, Roland Freund, extension farm management agent

for Franklin, Adams, York and Cumberland counties presented challenges for the prudent manager.

"Take control of your business," Freund told the young farmers. "Set production, financial and personal goals. And do this in writing."

Freund said that it was not enough to increase assets such as cows, machinery and land. You need to build equity.

"The difference between assets and equity is the debts," he said. "Build equity, track it year by year, and be sure you have the cash flow to satisfy all your obligations. Use debt constructively. Take short term loans and pay them off, before you take the next bite."

To improve profits, Freund said you need to identify what limits production and find the ways to reduce costs.

Freund said in an election year, politicians have a way of making things appear as they are not. He said things may not be as bad as some prophets of doom may want us to believe. In the recession in the early '80's unemployment was at

10 percent, now it is only 7 percent. We have a low inflation rate of only 3 percent.


Don Robinson, young farmer instructor, Garden Spot High School, presented the merits of the cooperative system. He said the main thing to learn about cooperatives is that the members are the owners of the cooperative. He said it was the retained earnings that helped the cooperative to be able to grow.

"Cooperatives do not need to get all their equity from members," Robinson said. "But they should have a large part in it because it helps them to want to use the cooperative."

Robinson listed benefits of the cooperative to be: buying power, employment opportunities, rental income and competition for other businesses. And the net profits is distributed to members.

Paul Hand, general manager, reported total assets at \$74,961,912.

The young farmers heard other topics discussed, had lunch, and visited Holly Milk Plant, Atlantic's milk processing facility.



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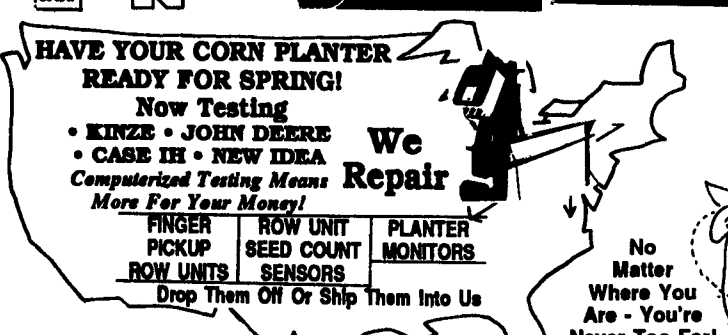
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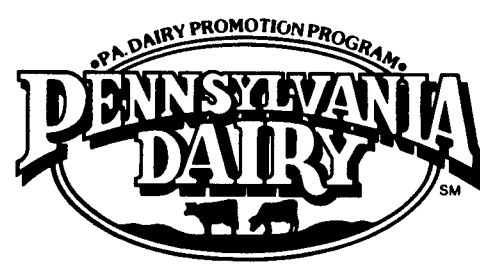
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