

MAP For Success

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diet is and developing feeding strategies from that information."

Participants in the financial management workshop will prepare financial statements, analyze their own finances and create a business plan.

"The common thread among failed small businesses is the lack of a good plan," said agricultural

economist Dr. Gregory Hanson, chair of the finance workshop committee.

"Participants will use their own financial data to create balance sheets, cash flows and profit/loss statements in order to assess their financial strengths and weaknesses. They'll then use that information to develop realistic goals and plans."

"The Dairy-MAP program will be helpful to many farmers," said Jennie Brown, assistant extension agent in York County. "The skills covered in the workshops are valuable for any businessperson, and the hands-on approach and homework assignments make it easy for farmers to start using these skills in their own operations."

Response to the Dairy-MAP program has been enthusiastic. "This year is to be a pilot year

with a limited number of workshops," Holden said. "But many more counties than can be served have identified this program as a must-do."

To assess the program's effectiveness, participants will be asked to evaluate the program, explaining which aspects they found most useful.

"Follow-up surveys will be conducted six months and one

year after the workshops to learn how participants are applying management techniques on their farms," Holden said. "We'll use this information to refine and expand the Dairy-MAP curriculum to reach more dairy farms in Pennsylvania."

For a Dairy-MAP brochure and more information, contact your county's Penn State Cooperative Extension office.

Top Pennsylvania DHIA

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RED DANE

OFarm Name	Co	Herd	Index	Barn Name	Age Yr-Mo	Lact No.	Type Test	--Actual Production----				
								Milk Lbs	Prot %	Prot Lbs	Fat %	Fat Lbs
ORICHARD G WENGER	36	1338	308	SPECKLE	05-01	0	DHI	18477	3.2	598	4.1	758
OROBERTLINDA SENSENIG	36	1868	226	65	04-01	2	DHI-APT	19991	3.0	592	3.7	749
OROLARWAY HOLSTEINS	21	290	462	62	03-00	2	DHI	18374	3.2	588	3.4	632
OLYLE SHERMAN	58	884	9	BUFFIE	04-04	0	DHI-AP	17611	3.3	584	3.9	683
OARVID KATHY KOBOSKY	31	423	8	LINBACK	03-00	0	DHIR	19808	2.9	579	3.8	747
OEARL HOFFMAN	22	233	44	BLUE	04-01	0	DHI-AP	19102	2.9	557	3.3	632
OBOONECROFT FARMS	06	696	374	106	02-00	1	DHI-AP	16402	3.2	520	3.7	612
OBUCKEYE ACRES	47	100	198	198	04-00	3	DHI	14681	3.1	457	3.7	540
OCHARLES MOOK	20	800	13	TILLIE	04-00	3	DHI-AP	13298	3.3	438	4.3	566
OCHARLES MOOK	20	800	12	ANNABEL	04-11	4	DHI-AP	15153	2.9	434	3.3	500
OALFRED STIERLY JR	08	1307	20	24	08-10	8	DHI	13478	2.9	396	3.2	431
OVALLEY HAVEN FARMINC	48	169	339	8	02-00	1	DHI-AP	11084	3.1	348	3.6	404
OPAU ALLEN	08	1261	979	14	05-01	0	DHI-APT	8929	3.1	276	3.4	301
ODENNIS+NAOMI SHAFFER	20	750	152	SARAH	03-02	0	DHI	7225	2.9	212	2.9	213
OJOAS TROYER	20	811	28	SPECKLS	05-11	0	DHI-AP	4976	3.3	163	3.7	182
OCHARLES MOOK	20	800	13	TILLIE	05-00	4	DHI-AP	5034	3.0	152	3.9	196
Ogilbert PYSHER	48	181	354	9	06-00	0	DHI	2122	2.9	61	4.4	93

MIXED

OFarm Name	Co	Herd	Index	Barn Name	Age Yr-Mo	Lact No.	Type Test	--Actual Production----				
								Milk Lbs	Prot %	Prot Lbs	Fat %	Fat Lbs
OJAMES WOODS	43	11	797	66	07-00	5	DHI-AP	23322	3.3	764	3.8	889
OJIM W WELCH	59	442	351	ROQUERT	04-02	3	DHI	23635	3.2	746	3.5	822
ORANDY WHITMAN	20	776	13	19	07-00	0	DHI-AP	24318	3.0	735	3.9	951
O DAVID & LLOYD LESLIE	10	177	364	DAISY	03-08	0	DHI	21687	3.4	733	3.8	821
OJ ELMER STOLTZFUS	36	2170	324	CATHY	04-03	3	DHI-AP	22090	3.3	732	3.7	821
OGALEN BOLLINGER	38	7013	788	241	03-04	2	DHI-AP	22369	3.1	702	3.9	880
OGALEN BOLLINGER	38	7013	781	242	04-00	3	DHI-AP	21901	3.2	700	3.5	771
OROBERT KENSINGER	07	304	304	2	01-10	1	DHI-AP	22938	3.0	695	3.4	781
OPainter Land Farm	59	819	375	108	03-05	2	DHI-APCS	21477	3.2	691	4.0	867
O DAVID B KRAEER	63	324	21	K48	04-04	3	DHI-APT	19156	3.6	685	4.4	851
OPainter Land Farm	59	819	451	251	07-01	6	DHI-APCS	22156	3.1	681	3.4	764
OSIDNEY MARTIN & SONS	20	65	423	223	04-10	3	DHI-AP	18766	3.6	679	3.8	714
OSKIP KENNEDY	59	918	18	BETH	05-04	4	DHI-AP	18881	3.5	664	5.4	1012
OSIDNEY MARTIN & SONS	20	65	424	224	04-03	3	DHI-AP	18819	3.5	661	4.0	760
ONALMUT LANE FARM	28	236	682	KITTEN	02-02	1	DHIR	20191	3.3	660	3.3	664
OMARTIN W WEAVER	15	565	615	40	04-10	3	DHI-AP	19545	3.4	659	3.6	709
OARNER R KING	15	834	106	PUDDING	04-01	3	DHI	20335	3.2	645	3.6	735
OGERALD HURD JR	59	784	101	39	07-04	6	DHI-AP	18228	3.5	643	4.1	751
OPainter Land Farm	59	819	519	119	02-04	1	DHI-APCS	19784	3.2	641	3.5	686
OPRED PAZZAGLIA #1	59	501	298	39	01-09	1	DHI-AP	18982	3.4	639	3.7	697
OBISSBEE FARM	25	857	134	133	06-10	0	DHI-AP	19986	3.2	638	3.8	759
OPainter Land Farm	59	819	378	127	03-10	2	DHI-APCS	20645	3.1	638	3.4	701
OPainter Land Farm	59	819	476	242	07-06	7	DHI-APCS	20015	3.2	633	3.0	610
OPainter Land Farm	59	819	373	92	03-07	2	DHI-APCS	19344	3.3	631	4.1	796
O STANHOPE FARMS	20	695	104	1	02-11	2	DHIR	19345	3.2	628	4.2	814

RED & WHITE

OFarm Name	Co	Herd	Index	Barn Name	Age Yr-Mo	Lact No.	Type Test	--Actual Production----				
								Milk Lbs	Prot %	Prot Lbs	Fat %	Fat Lbs
OSTONER DAIRY	01	31	533	266	04-03	3	DHI-AP	30221	2.9	874	3.2	964
OMATT WILL R&W	08	1218	326	LULU	04-09	2	DHI-APT	27791	3.0	846	4.6	1277
OGLENN B GOCKLEY	06	352	220	RED 21	04-02	3	DHI-APT	24507	3.4	832	2.5	624
OJO JEN HESS	01	275	6	TOMMY	06-05	5	DHI-AP	27070	3.1	828	2.7	742
OMATT WILL R&W	08	1218	307	DENISE	06-05	5	DHI-APT	29691	2.8	826	3.2	953
OMATT WILL R&W	08	1218	324	SORCHA	03-03	2	DHI-APT	26768	3.1	824	3.3	884
OMATT WILL R&W	08	1218	314	TEMPEST	04-09	3	DHI-APT	20992	3.9	814	4.2	874
OKAU-MAR FARM	14	276	384	CAROLA	04-10	3	DHI-APCS	25830	3.1	813	3.6	927
OELI S KING	36	1682	103	CAVILER	06-02	5	DHI-AP	27268	3.0	811	3.1	845
ODOUG+DIANE HASTINGS	62	166	53	CINIMON	02-07	2	DHI	24276	3.3	811	4.2	1012
OKAU-MAR FARM	14	276	380	HATTIE	05-05	4	DHI-APCS	23745	3.4	809	3.7	869
ODU VALLEY FARMS	29	103	372	HANNAH	04-02	3	DHI	22848	3.5	794	3.7	838
OMATT WILL R&W	08	1218	301	SOPHIE	07-03	5	DHI-APT	25686	3.1	791	3.6	927
OMATT WILL R&W	08	1218	334	KIT II	02-04	1	DHI-APT	24708	3.2	780	3.1	754
OMATT WILL R&W	08	1218	339	CHER	02-09	1	DHI-APT	24271	3.2	769	3.2	771
OKARL W HERR R-W	36	1877	126	PAMELA	03-08	2	DHI	22368	3.4	768	4.0	884
ODON MATTISON	59	882	48	AMOS	05-06	0	DHI	22787	3.4	768	3.5	807
ODUANE LAPP	47	138	155	JILL	07-02	5	DHI	22655	3.4	765	4.4	1004
OSTONER DAIRY	01	31	554	297	04-01	3	DHI-AP	23659	3.2	765	3.9	917
ODOVALL BROS	29	125	294	G 70	07-09	6	DHI-AP	23801	3.2	763	3.6	862
OKIN DU FARM	29	7039	415	MOLLY	04-05	3	DHI	23377	3.3	763	4.0	931
OALAN & RHONA CUSTEAD	20	582	178	PUNKY	06-03	4	DHI	26273	2.9	761	2.9	751
OKAU-MAR FARM	14	276	376	RUSTY	05-06	4	DHI-APCS	23637	3.2	760	3.9	917
O CHESTER SOLTYS III	46	583	52	123	04-07	3	DHI	23436	3.2	754	3.3	765
O STEEP MEADOW FARM	15	959	3	1	05-04	0	DHI-AP	23521	3.2	753	3.4	808

SCC HERD LISTING FOR ST 12/17/92 (VM493je 1) ---ing Yr-Herd Average -----



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FACT...

If you follow legislative happenings you know Farm Nutrient Management Planning is one of the big topics of discussion these days. It's been said before, and it is true - no one is more concerned about the environment than the farmer and his ag dealer - they make their living in direct contact with the environment every day! But as science continues to unveil new knowledge about farm nutrient cycles and their true effect on the environment, soils, and crop growth professional experience and knowledge become increasingly important to the farmer. This is why farmers are turning to their farm commodity suppliers more today than ever before.

FACT...

Gro-Mor Plant Food Company is among these progressive fertilizer dealers, having served the farming community for over 11 years. And now this company has formed a new division called "Nutrient Solutions in Agriculture" to provide state of the art, computerized farm nutrient management planning.

SEE US AT THE FARM SHOW...

Gro-Mor Plant Food Company extends a warm welcome to all to visit their booth at The 77th Annual Pennsylvania Farm Show, January 9th - 14th, spaces 620 & 621.

A demonstration of this new system is being planned, so farmers can bring copies of recent soil and/or manure test reports to the booth for a free review. Visitors to the booth may also discover the added values of using "true solution" liquid fertilizers in their operation!



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