

## Bank Farm Seminar Held

**BLUE BALL** (Lancaster Co.)—The farm seminar for the Blue Ball National Bank was held in the fire hall Wednesday. In the afternoon program Dr. Greg Hanson, Penn State, presented practical ways to look at bookkeeping and farm records.

"It's not so much saving taxes as making money before taxes," Hanson said. "In agriculture you need a long term goal, and the key is to manage farm record information."

Record keeping should be viewed as a long term process that includes the element of education. Education takes time, and the farm manager can grow with the knowledge received from records.

Records should identify priorities and rank them, starting with the largest source of income and the largest item of outlay. All outstanding bills should be included in the income statement and the balance sheet.

Cash flow should be projected in January. The farm operator can learn from how the actual cash flow varies from the projected target. Include labor expenses, both for the hired help and for the owner. A \$25,000 figure was suggested as a starting point for the labor of the owner. "Everything has a cost," Hanson said. "The value of the labor of the owner should also be managed."

New technologies have created



At the Blue Ball National Bank farm seminar are from left, Norman Hahn, chairman of the board; Jerry Martin, Leon Ressler, Walt Wurster, Louis Moore, and Greg Hanson, speakers and Ken Overly, assistant vice president.

labor saving situations and is drawing dairymen into expansion. Specialization may shift priorities to buy feed rather than raise it.

Liquidity means the ability to pay bills. This needs to be managed all the time. Records should not ignore the bad. Records should be the hospital for bad managers.

The final speaker for the day was Louis Moore, Penn State, who presented an outlook for agricul-

ture. On the positive side, Moore listed interest rates, inflation, food prices and supplies, even unemployment and GATT and NAFTA.

Negative factors include slow growth of the economy, no growth overseas, health care, world unrest and lack of government policy.

"Overall, it looks like the economy will grow by three or four percent in 1994," Moore said. "And a good economy is good for

agriculture. All in all, it looks like a better year for farmers."

In other topics, Leon Ressler, environmental Lancaster County agent, and Jerry Martin, Pequea Mill-Creek Project, talked about Pennsylvania nutrient management legislation, and Walt Wurster, Chester County dairy agent, talked about how to use pasture to increase profits.

Two-hundred farmers attended.

## Soybean Referendum

**UNIVERSITY PARK, PA** (Center Co.)—Soybean producers will vote Feb. 9, on whether the Soybean Promotion, Research and Consumer Information Program should continue, the U.S. Department of Agriculture announced.

Kenneth C. Clayton, acting administrator of USDA's Agricultural Marketing Service said, "Producers who certify that they produced soybeans between Sept. 1, 1991, and Dec. 1, 1993, will be eligible to vote in the referendum."

Registration and voting will both be held on Feb. 9, 1994, and will take place at Cooperative Extension Service (CES) county offices. Absentee ballots will be available from Dec. 1 through Jan. 21 and must be returned in time to reach the appropriate county CES office by Feb. 2. Agricultural Stabilization and Conservation Service personnel will count ballots, determine eligibility of voters, and tabulate results. For the program to continue, a simple majority of those voting must favor it.

In the referendum, producers will decide if they want to continue to pay the current assessment of 0.5 percent of the net market price of the soybeans they sell.

The referendum procedures will be published in a future issue of the Federal Register.

## Lebanon County Gets Funds For Water Quality

**LEBANON** (Lebanon Co.)—Funds totaling \$46,800 have been made available under the 1994 Agricultural Conservation Program (ACP) to implement conservation management practices in the Tulpehocken Creek Watershed according to Jenifer K. Minnich, county executive director of the Agricultural Stabilization and Conservation Service.

"The Water Quality Incentive Project (WQIP) provides both technical and financial assistance for producers to change management systems to help solve resource problems associated with agricultural non-point source pollution adversely affecting water quality," Minnich said. The WQIP funds will be used to improve pesticide and nutrient management and reduce excess animal waste application in the Tulpehocken Creek Watershed, she said.

To participate, farming operations must be contributing — or have the potential to contribute — through their current management system, agricultural non-point source pollutants such as agricultural chemicals, animal wastes, or sediments to surface groundwater.

"Incentive payments will only be available for management practices," Minnich said.

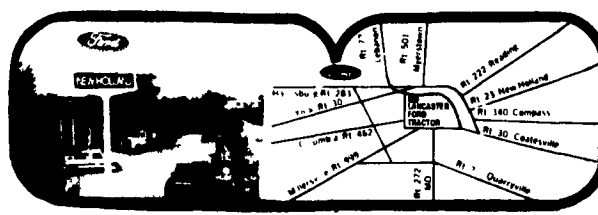
The Tulpehocken Creek Watershed covers a two county area of about 43,300 acres.

The ASCS official said agricultural producers in Lebanon and Berks counties should be alert to this project. "It is a good way to help solve a larger, community-wide problem and the incentive payments give producers a good opportunity to participate."

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