

Farm Financial Management School Jan. 29

LANCASTER (Lancaster Co.)
— The Agriculture Committee of the Lancaster Chamber of Commerce invites you to join them for the Financial Management School to be held on Wednesday, Jan. 29, at the Southern Market Center.

The program is an intensive all-day seminar on financial and employee-related topics designed for owners of large, multi-enterprise farm operations. This intensive all-day program is a unique opportunity for farm owners and operators to receive valuable training on business and financial topics directly related to managing a large farming operation.

The limited class size and the chance to bring your own personal situations and questions makes this a unique opportunity to find answers to agriculture's tough business questions. There are several new parts of the seminar for 1997 including a case study for analysis and agriculture on the Internet.

Two dynamic and nationally recognized instructors have been secured for the 1997 farm school based on their experience and ability to work "ground level" with intensive agriculture operations. Michael Boehlje is a professor of agribusiness at the Center for Agricultural Business at Purdue University. Prior to his current position, Boehlje was on the faculty at the University of Minnesota and Iowa State University. His work focuses primarily on strategic planning, visioning, and business policy. Boehlje has written three books and more than 350 publications.

Don Rodgers is the vice president of consulting with First Pioneer Farm Credit, ACA. During his 18 years with Farm Credit, Rodgers has helped more than 1,500 farm families meet their personal and business goals. In addition to stressing common sense and "people management," Rodgers shows his clients how to solve their own

problems through team building and planning. He offers his clients creative solutions in budgeting, accounting records, income tax management strategies, and employee management.

The cost of the seminar is \$125

per person and includes reference materials, lunch, parking, and speaker fees. There is also an alumni roundtable the night before where you can have dinner and informally discuss agriculture with the instructors.

The deadline for registration is Jan. 17. For more information, contact Jim Shirk, agriculture services manager of the Lancaster Chamber of Commerce and Industry, at (717) 397-3531.

Dairymen's Association Banquet

HARRISBURG (Dauphin Co.)
— The Pennsylvania Dairymen's Association will hold its annual banquet on Monday evening, January 13, 1997 at the Harrisburg Sheraton East. The Sheraton is located just off the Union Deposit Exit of I-83.

The Board of Directors would like to invite you to attend this traditional Farm Show Week Dinner. A milk punch reception will begin at 6:00 p.m. with dinner to follow at 6:30 p.m. The 1997 Charles E. Cowan Award, the Extension Service Award, and the Distinguished Dairy Women Award recipients will be honored.

The evening will feature Mr. Steve Larson, Editor of Hoard's Dairyman, and past President of

Dairy Shrine, as the main speaker. Mr. Larson has been with Hoard's Dairyman since 1969. As Senior Associate Editor, he contributes regularly to the Editorial commentary and oversees several regular departments and areas of coverage in the magazine, including feeding and nutrition, buildings and equipment, financial strategy, DHIA affairs and general dairy farm operation. Each winter he coordinates the magazine's popular Round Table series and works with the 530-acre Hoard's Dairyman Farm which has a 100-cow registered Guernsey herd. He has also served on advisory committees for the Upper Midwest Dairy Industry, Wisconsin Center for Dairy Profitability, Western Large

Herd Management Conference, and the U.S. Dairy Forage Research Center. He has a weekly commentary on Dairyline, a nationally syndicated radio program. He also is a director and past president of National Dairy Shrine. Mr. Larson holds degrees from Kansas State University and the University of Wisconsin-Madison. He and his wife have five children.

Tickets may be reserved by contacting the Pennsylvania Dairymen's Association, 440 Plaza Drive, Palmyra, PA 17078, (717) 838-3283. Ticket price is \$17. Ticket reservations must be received by Tuesday, January 7, 1997.



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