

# Dairyalea To Sponsor Conference On Northeast Dairy Farming

SYRACUSE, N.Y. — Dairyalea Cooperative is hosting a conference on the Revitalization and Growth of Northeast Dairy Farming, to be held on March 5 & 6 at the Sheraton University Hotel in Syracuse, N.Y. The conference is geared toward the dairy farming community and the agri-business sector, both of which play an essential role in the continued viability of the region's dairy industry.

"We believe that the Northeast — with its many advantages — is, and will remain, among the best

places in the country for dairy farming," said Dairyalea Chief Executive Officer. "To that end, we have developed a one-of-a-kind conference intended to facilitate the further development and growth of dairy farming in the Northeast."

Featuring a mix of nationally and regionally prominent speakers and experts, the conference promises to be highly informative, as well as thought-provoking. A listing of topics and speakers is provided below:

Wednesday, March 5: Wel-

come, Clyde Rutherford, President, Dairyalea Cooperative Inc; Agricultural Trends Across America, Sara Wyant, Vice President, Editorial, Farm Progress Companies; New York State: A Great Place to Grow, Nathan Rudgers, Deputy Commissioner, New York State Department of Agriculture and Markets; Competitive Advantage of the Northeast Dairy Industry, Dr. Dave Galton, Professor of Dairy Management, Cornell University; Farm Expansion: Planning and Implementing, Producer Panel; The Northeast's Dynamics: From Farmer to Con-

sumer, Monte Hemenover, Director, Industry Affairs, Monsanto Agricultural Company.

Thursday, March 6: Expansion for Profitability, Not Just Survival, Don Berg, Vice President, Milk Procurement & Sales, Land O'Lakes, Inc.; Structuring Your Business for the Future, Tom Shephard, Attorney, Bond Schoeneck and King, LLP, Elwyn Voss, CLUB, ChFC, Elwyn G. Voss and Associates; Supporting Dairy Expansion: How We Need to Change, An Economic Development Perspective — Irwin Davis, Executive Director, Metropolitan Development Association of Syracuse and Central New York, A Lender Perspective — Bill Lipinski, President, First Pioneer Farm Credit, ACA and Empire Farm Credit, ACA, A Cooperative Perspective — Rick Smith, Chief Executive Officer, Dairyalea Cooperative Inc; Ensuring the Continued Viability of Dairy

Farming, John Noble, Dairy Farmer-Leader.

Those interested in attending the conference should contact Mary Downes at 1-800-654-8838, ext. 526. Pre-registration is required, as space is limited. The conference fee is \$50, which includes the cost of dinner, continental breakfast and breaks. Attendees are responsible for their own overnight accommodations. The Sheraton University Hotel has reserved a block of rooms for the conference at a rate of \$62 a night. Interested parties should contact the Sheraton directly for reservations at 1-800-395-2105.

Dairyalea is a Syracuse-based, agricultural service organization, cooperatively owned by dairy farmers throughout the Northeast. It markets more than 4.5 billion pounds of milk annually and participates, and is invested in a milk marketing network stretching from Maine to Maryland to Ohio.

## Grange Supports Family Farm

### Tax Simplification Act

WASHINGTON, D.C. — In an effort to aid family farmers, the National Grange has voiced its support of The Family Farm Tax Simplification Act.

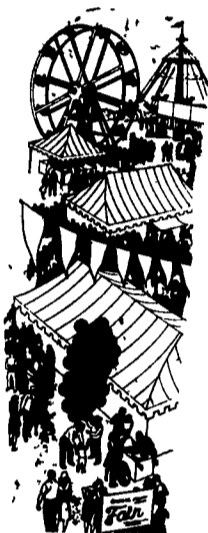
The legislation has been brought forward by Congress because of a recent Internal Revenue Service ruling stipulating that payments made under a deferred payment contract

The proposed legislation, sponsored by Rep. George Nethercutt (R-WA), would reaffirm that any farmer who chooses the cash basis of accounting will properly be subject to tax liability on deferred sale contracts in the year in which crop sales income is received, not the year in which the contract is signed.

are subject to the Alternative Minimum Tax (AMT). As a result, payments must be included in the taxable year in which the deferred contract was signed for the purposes of calculating the AMT. A companion Senate bill will be introduced in the opening days of the upcoming season.

Kermit W. Richardson, Master (president) of the National Grange, said, "As a result of the recent IRS ruling, countless family farmers are facing large and unexpected tax bills because they are being unfairly subjected to an AMT provision that takes away their ability to use deferred payment contracts to move their tax liability into future years."

Richardson said, "When enacted, this legislation will provide fairness and certainty in tax policy for the small and mid-sized farmer."







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