

Agriculture Insights

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THE LANCASTER CHAMBER
OF COMMERCE AND INDUSTRY

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Lancaster DHIA Reflects

JOE GRAYBEAL
President

MANHEIM (Lancaster Co.) — Lancaster DHIA Board of Directors reorganized recently after a joint meeting with technicians at Leola Family Restaurant. Joe Graybill was re-elected president to serve another year. Joe and his brother Steve operate Graywood Farms in the Southern end of Lancaster County. Joe also serves as President of the Solanco School Board.

Two new members were elected to the Board this year. John Burkholder, from Washington Boro, and Leonard Martin, from Ephrata began serving their first term on the Board.

Other officers elected were Steve Hershey, Vice President, John Wanner, Secretary, Clair Oberholtzer, Treasurer and Rodney Denlinger, Lab Committee Chairperson. Carl Martin was elected to serve on the Retirement Committee.

The Joint Committee gives technicians the opportunity to meet directly with the Board to

exchange ideas about the ways to improve our service to dairymen. Lancaster DHIA is experiencing tremendous growth the past 3 years in Southern

Pennsylvania.

Lancaster DHIA serves Southeastern Pennsylvania. For information on our services call the office at (717) 665-5960.

Organic Milk Production Topic Of Extension Seminar

NAZARETH (Northampton Co.) — Does receiving \$22 per hundred for your milk interest you? Would you like to milk 40 cows and provide a good living for your family? If the answer is yes, then you may be interested in organic milk production. Interest is high in organic production. But, there is a great deal to know and consider before any dairyman takes the decision to become organic.

To help interested persons learn more about organic milk production, the advantages and disadvantages, the economic reality, and the marketing opportunities, Penn State and Rutgers Cooperative Extension are sponsoring an organic production seminar.

The speakers will include veter-

inarians, regulators, economic experts, marketers and producers from Pennsylvania and Vermont.

The program will include these sessions: The Process of Organic Certification, Herd Health in an Organic Production System, The Bottom Line in Producing Organic Milk, Market Opportunities for Organic Milk, On-farm Manufacture and Marketing of an Organic Product, and Producing Organic Milk/Some Dairyman's Perspective.

The meeting will be held January 29, 1998 at the Holiday Inn in Phillipsburg, N.J., just across the border from Easton, Pa. It will begin at 9:30 a.m. and end at 3:30 p.m. Cost is \$20. Registration is made through Rutgers Cooperative Extension at 908-475-6503.

Human Resource Questions And Answers For Today's Farmers

When do I know I need to hire a farm hand?

How do I develop a solid job description?

How much can I afford in salary and benefits?

Where do I start to look for a good employee?

What characteristics are most important in selecting an employee?

What are my legal and accounting responsibilities?

Do I need full-time, part-time, or seasonal help? Which is best for me?

How many times have you asked yourself these same questions during a hectic planting or harvest season when there are just not enough hours in the day? Where can you find reliable answers from credible sources that you can relate to your unique farming operation?

As agriculture becomes increasingly complex, today's successful farmers realize the key to their survival involves smart decision-making. The Lancaster Chamber of Commerce and Industry invites you to join us for our fifth annual Farm Financial Management School to be held on Thursday, January 29, 1998, at the Country Table Restaurant located in Mount Joy, Pa. This annual program is an intensive all-day seminar on employee-related topics designed for owners of today's complex farming operations.

The limited class size and the chance for managers to bring their

own personal situations and questions makes this a great opportunity to find answers to agriculture's tough business questions. Participants in the school each receive a detailed notebook of reference and study materials provided by the instructors for their use in further analyzing their own business situation.

Two dynamic and nationally recognized instructors have been secured based on their experience and ability to work "ground level" with intensive agriculture operations. Bernie Erven is a professor of Agriculture Economics at Ohio State University and Gary Heim, an attorney, whose clientele primarily lies within the agriculture community.

We will also feature a panel of farmers moderated by Dennis Ginder, farm management specialist for Lancaster and Chester County Penn State Cooperative Extension. The panel will also focus on human resource experience as well as any other financial topic which interests the group.

The deadline for registration is January 16, 1998 and will be limited to a "first come-first served" basis. Registration fee is \$100 per person and includes all meals and materials. Production agriculture Lancaster Chamber members receive a 25 percent discount and any farmer joining the chamber will also receive the reduced rate. If you have any questions please do not hesitate to call Jim Shirk at 397-3531 or contact your local ag lender.

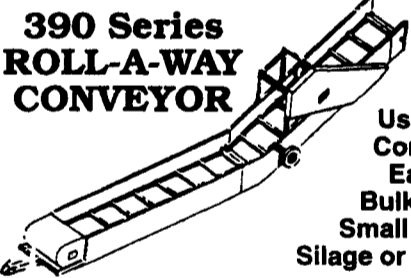
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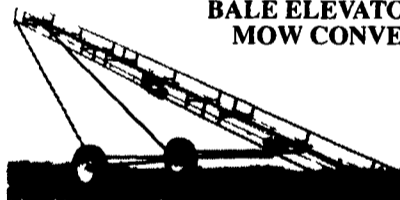
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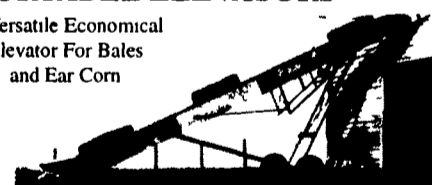


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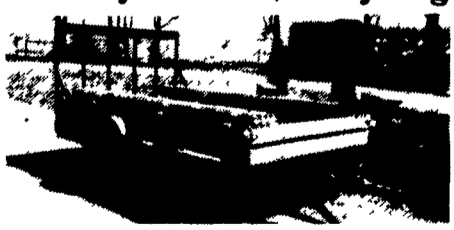
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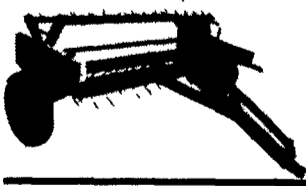
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