

# Agriculture Insights

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## Your Farm Management Team

Most successful businesses with large capital expenses and intense competition rely on a board of directors to help guide them through the year. Each director brings specific knowledge to the table, and the whole business benefits. Directors have a vested interest in being a part of a successful company. Farm operations are no different.

Who will be on your farm's board of directors this year? Look at your business plan. Pull it off the shelves and review the strengths and weaknesses of your operation. By sharing your records with a team of professionals that have detailed knowledge about specific parts of an agricultural operation, you can identify areas to fine tune your farm and maximize profitability.

Are you better with your animals or your machinery? Did your crop yields last year meet your expectations last year, or should you look at changing your strategy? Was your return on capital investment enough to justify operating in the same manner this year?

My dentist, Dr. Forney, is a very good dentist, but I do not let him work on my car. Likewise, my mechanic, Tony, is excellent with cars, but he's not getting near my teeth. The point is that one person cannot answer every question about the health of your operation. Ask an agronomist about your cornfields and your veterinarian about the cows. Ask your accountant about your taxes and your feed supplier about your rations. Asking the right person the right questions makes good business sense.

# Keystone Farm Credit

(Continued from Page A36)

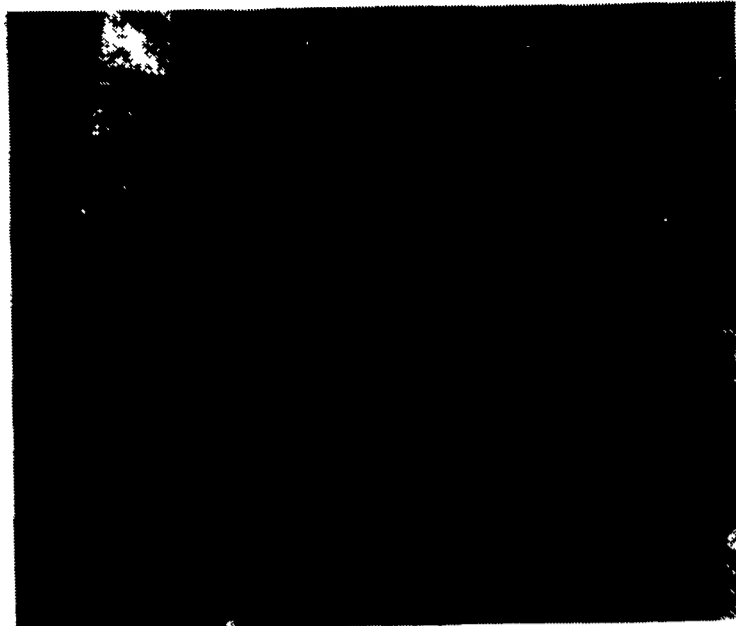
included the candidates David G. Byers, Quarryville and Ezra H. Good, Denver.

Nominating committee candidates included, region 1, position 1, Elvin L. Kurtz, Elverson and Glenn Moyer, Telford. Position 2 candidates included Stephen R. Burkholder, Alburts and Kenneth D. Sanner, Kutztown.

Region 2, position 1 nominees were J. Richard Brennehan, Quarryville and F. Leslie Hershey, Kirkwood.

Results of elections were not available at the early Friday morning presstime. Election results will be printed in an upcoming issue of *Lancaster Farming*.

The final and most challenging step is to bring your board of directors together to compare notes and strategies for the year. This doesn't need to take a tremendous amount of time, and it can be very productive. For example, you could invite your accountant, veterinarian, banker, agronomist, nutrient planner, and feed salesmen to each share their profession status report on their specific area. The resulting syn-



"Keystone Farm Credit is in a very sound financial position," announced Phillip W. Kimmel, president and CEO of the farmer-owned cooperative headquartered in Lancaster, right. At left is Dr. Charles Petty of Family Success Unlimited in Raleigh, N.C., who spoke about the importance of family life and values.

ergy could create your best year ever.

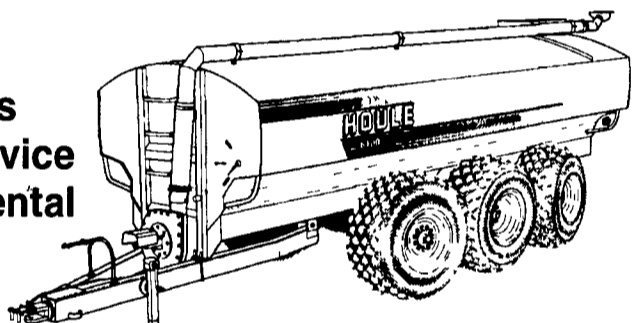
Many of these ideas seem obvious but many times are overlooked. The farmers that survive into the next millennium will be the ones who see the obvious, seek expert advice, write it down

and adapt their operations to maximize their farm's potential.

Please send your comments and ideas to Jim Shirk at the Chamber by email to jshirk@lcci.com or call him at (717) 397-3531.

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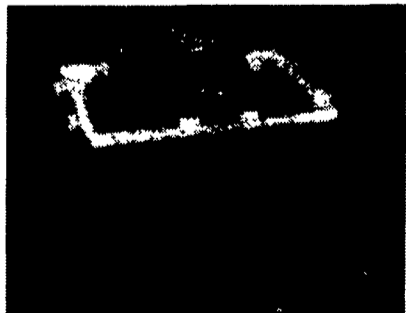
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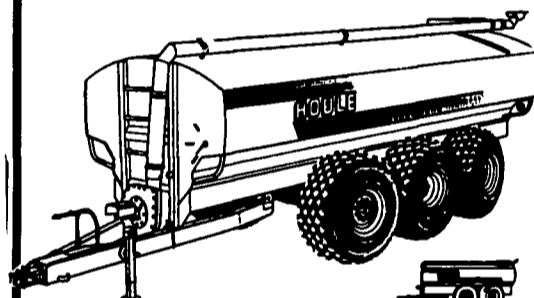
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