

Extension Sets Important Dairy Meetings

LANCASTER (Lancaster Co.)
— Because of this summer's drought and declining milk prices, Penn State-sponsored winter meetings will focus on managing finances and the dairy business, noted Glenn Shirk, Lancaster County dairy agent.

Following is a list of meeting topics and schedules.

• **Dairy Farm Management Basics.** This two-day session focuses on reasons to begin a dairy, getting started in dairying, spending money where it counts, focusing on priorities, feeding and nutrition, cow comfort, reproduction, herd health, herd replacements, monitoring tools, farm safety, and others. The meetings are scheduled Jan. 7 and 14 from 10 a.m.-3 p.m. in the basement of the Lancaster Farm and Home Center. Registration begins at 9:30 a.m.

Lunch is on your own. See the reservation form this issue.

• **Risky Business? Solutions!** As Tim Fritz, Penn State farm management agent explained, agriculture has always been risky business. Lately the risk has intensified. Simply making ends meet is getting tougher and tougher. The farm management extension agents in southeast Pennsylvania have put together some meetings to help farmers deal with their financial challenges. Contact your extension office for details.

• **Crop Insurance — Making It Work For You!** Topics will be covered Jan. 14 from 9 a.m.-3 p.m. at the Cochranville Fire Hall and on Jan. 27 from 9 a.m.-3 p.m. at the Lancaster Farm and Home Center. Return the form included here. Lunch is provided.

• **Farm Financial Health Check-**

up. Learn how to build your balance sheet and learn what the numbers mean. Follow-up assistance will be available to those who complete the training. Attendance is limited to 10 people per session. Dates are Jan. 21, Lancaster Farm and Home Center; Feb. 4, Ephrata Public Library; Feb. 16, Honey Brook Township Building; Feb. 18, Quarryville Library; Feb. 23, Cochranville Community Center and Feb. 25, Paradise Township Community Center.

• **Northeast Dairy Housing Conference.** Learn about cow comfort, planning new facilities, lighting and photoperiod management, stall design and management, impact of facilities on herd health and profits, feed center designs, caring for cows' special

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Meeting Registration Form and Request for Additional Information

Your Name _____ Phone (____) _____
Mailing Address: _____ Zip _____

Mail to Glenn A. Shirk, Cooperative Extension, 1383 Arcadia Rd., Room 1, Lancaster, Pa 17601

Or Phone (717) 394-6851, or email gshirk@psu.edu

Please make the following number of reservations for me for the events listed below:

No of People	Dates	Location	Name of Event and Notes
_____	Jan 7, 14	Lancaster	Dairy Farm Management Basics Cost is \$10.00 per farm. Enclose check Payable to Agricultural Extension Service
_____	Jan 14	Cochranville	Crop Insurance. Make it Work for You! Select a location of your choice
_____	Jan 27	Lancaster	Crop Insurance. Make it Work for You! Select a location of your choice
_____	Jan 21	Lancaster	Farm Financial Health Checkup Select a location of your choice
_____	Feb 4	Ephrata	Farm Financial Health Checkup Select a location of your choice
_____	Feb 16	Honey Brook	Farm Financial Health Checkup Select a location of your choice
_____	Feb 18	Quarryville	Farm Financial Health Checkup Select a location of your choice
_____	Feb 23	Cochranville	Farm Financial Health Checkup Select a location of your choice
_____	Feb 25	Paradise	Farm Financial Health Checkup Select a location of your choice

Please send me information and registration forms for the events checked below.

- Farm Financial Health Checkup
- Northeast Dairy Housing Conference
- Small Business Institute
- Penna. Grazing and Forage Conference
- Training Farm Workers



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