

Site Index Looks At

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tilizer is injected below the surface, "that can minimize the phosphorous coming off," said Sharpley.

Producers should focus on incorporate the manure or other phosphorous-rich resource two inches or deeper in the soil. The greatest loss of phosphorous comes from broadcasting it on a surface that is frozen or snow-covered.

Also, areas of the field near a stream, with 8 percent slope or higher, and clay fields with runoff, need special management.

In the future, nutrient management plans could use the site

index as a critical measurement. If Pennsylvania adopts a Maryland-type, phosphorous-based system of nutrient management, the site index could be crucial. It may point to changing many procedures, including changing field boundaries or other methods, applying less manure, or other ways of managing the resource.

"Some risk is acceptable and some unavoidable," Sharpley noted, regarding how much phosphorous can be placed into the soil. "We have to decide what risk level we're willing to accept."

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investment on its potential return on investment (ROI)," said Hilty.

He suggested prioritizing investments by the payback period. The first investments you should make are the ones that will pay off themselves in one to two years. For major investments, such as an expansion, the payoff period should be seven to eight years.

The next recommendation was to analyze enterprises on farms. "Identify your profit centers," said Hilty. "Examine the profitability of each enterprises and consider alternatives for those enterprises that aren't making a profit."

Hilty's ninth recommendation was emphasizing your strengths.

"Farmers no longer have to be a jack-of-all-trades," said Hilty. He encouraged farmers to do what they enjoy and do it well.

His final recommendation was to manage expenses. "Farmers should manage their expenses to 65 percent of their income," said Hilty. "They should also separate non-productive expenses from productive expenses."

Minimizing the non-productive expenses and focusing on productive expenses can help farmers remain profitable.

During the afternoon session, Hilty also spoke about managing volatile markets, costs, and

disasters. Several of his suggestions from the morning session were reiterated during this session. He also emphasized that farmers must understand their profit equation.

The profit equation is price multiplied by volume minus expenses equals profit. "Anytime you're faced with a management decision, you should consider how it affects the profit equation," said Hilty.

During his presentation, Hilty divides his top ten management suggestions into the different parts of the equation that they help farmers to manage. He also gave benchmarks for farmers to follow in the different

Cooperatives:

An Inside Look

MARTINSBURG (Bedford Co.)—Penn State Cooperative Extension will host a "Cooperatives: An Inside Look" workshop at the Morrisons Cove Memorial Park in Martinsburg on March 9, 2000 from 9:00 a.m. to 2:30 p.m.

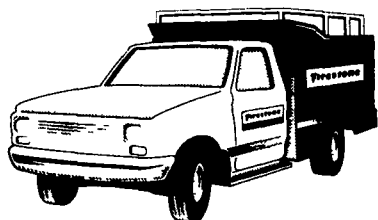
"Cooperatives are an excellent way for groups of producers to work together to market their product," said Melanie Barkley, Bedford County extension agent. This workshop is designed for producers to gain a better understanding of the cooperatives they do business with every day. "Producers will learn how to work with cooperatives for mutual benefit," said Barkley.

For more information you can contact the Penn State Cooperative Extension Office in Bedford County at (814) 623-4800. Cost for the workshop is \$5.00. The fee includes materials and lunch.

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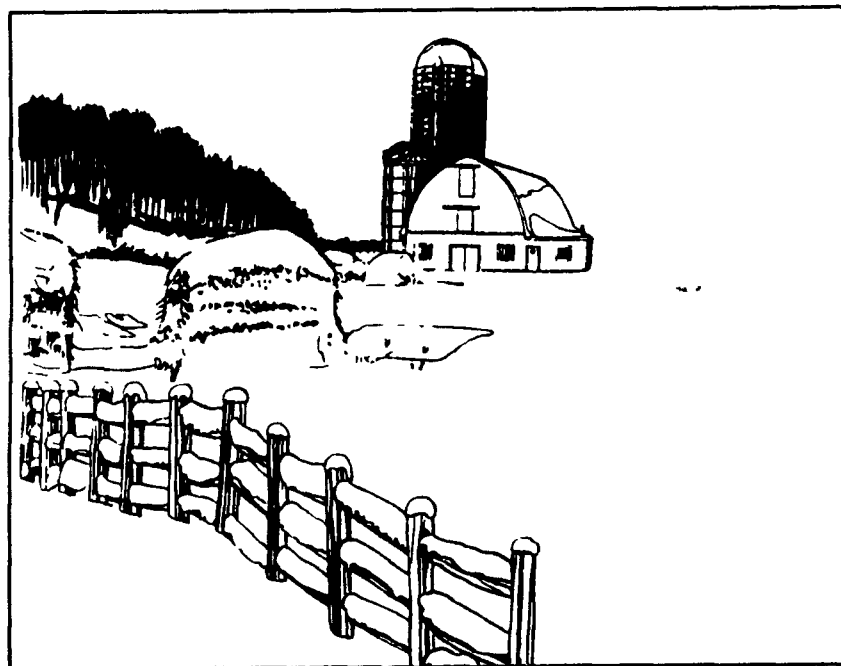
In Lancaster Farming's New Booklet

A Reference Guide To

Animal Health & Housing

This new 40-plus page booklet with health tips and recommendations from veterinarian and animal housing experts is scheduled to be inserted in the April 8 issue of Lancaster Farming. In addition to this 50,000-copy run, the Animal Housing Guide will be distributed at the following agricultural shows and exhibits

Ag Progress Days
All-American Dairy Show
Empire Days
Keystone International
Keystone Farm Show
PA Farm Show



The guide will feature articles written by leading experts in the following areas:

- ◆ Principles of biosecurity
- ◆ Proper Handling and injection of pharmaceuticals and vaccines
- ◆ Strategic parasite control
- ◆ Animal handling and welfare concerns
- ◆ Important concepts of residues and antibacterial resistance

- ◆ Synchronized heat programs
- ◆ Molds and mycotoxins

And other subjects of current interest.

In addition, the 8"X11", paper-cover booklet will include features on farmers who excel in the following areas with tips on how they do it.

- ◆ Dairy Ventilation
- ◆ Mastitis Prevention
- ◆ Dairy Heifer Management

- ◆ Beef Nutrition & Handling
- ◆ Swine Early Weaning, Segregation, & Nutrition
- ◆ Ventilation & Housing Practices For Swine

Farmers can reference contact lists of health and housing experts, including:

- ◆ Veterinarians
- ◆ Management Consultants
- ◆ University & Extension Experts

BUT TIME IS SHORT

Advertising Deadline is Saturday, March 11, 2000

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