

## Farm Management



### Could Farming Grow On You?

**Ginger S. Myers**  
Agricultural Development  
Specialist  
Howard County  
Economic Development  
Authority

The advantages of farm life are among the reasons individuals operate part-time farm or natural resource enterprises. Farm enterprises can provide open space and learning experiences for the entire family.

If the family chooses the right enterprise, it can also provide supplemental income. The physical labor required by a farm enterprise can also have a therapeutic effect on those who also work off the farm.

One of the first considerations when selecting a farming or natural resource based enterprise is to evaluate your personal and physical resources. Your personal resources include availability of labor, yours or other family members', the capital investment required, and your level of experience or expertise. Your physical resources include your land, water resources, buildings, and equipment.

Recognize the pitfalls of the

enterprise you select and then establish some basic goals for your operation. Livestock requires daily care and may restrict family traveling. Crops can be planted with meticulous care only to wither and die for lack of rain. The two most important questions are, "Why do I want this enterprise?" and "What do I expect to receive from this enterprise?"

Understanding your reasons for having a farming experience will help determine the type and extent of the farming enterprise you choose.

One of the most important concerns when considering a farm enterprise is the market and the ability to sell what you produce. Potential producers need to take responsibility for carefully evaluating the market potential for their products.

Market supply and demand, market stability, and the availability and location of the nearest market are also important.

Marketing begins when the first seed hits the ground or the first hoof hits the pasture. A consumer-oriented approach to marketing is essential to the success of the enterprise.

## Association Sets Awards Banquet

**PALMYRA (Lebanon Co.)** — The Pennsylvania Dairymen's Association has planned its annual awards banquet Wednesday, Dec. 13, at 6:15 p.m. at the Holiday Inn, Grantville. A reception will be from 5:45 p.m.-6:15 p.m.

For the third year, the awards banquet will be held in conjunction with the Pennsylvania Dairy Stakeholders Conference. The Pennsylvania Dairymen's Association has chosen this partnership to encourage its members and all Pennsylvania dairymen to lend their full support and endorsement to the Dairy Stakeholders mission.

Since 1976, the Pennsylvania Dairymen's Association has annually awarded its Charles E. Cowan Memorial Award to a Pennsylvania dairyman who demonstrates the ability to maintain a high level of production in his home operation, and who also shows leadership contributing to the improvement and promotion of the Pennsylvania dairy industry. Other honorees to be named will be the recipients of the Pennsylvania Dairymen's Association's 2001 Pennsylvania Distinguished Dairy Women and Extension Awards.

The evening program will include speaker, Rick Smith,

Dairyalea Cooperative Inc. His speech is titled "Looking Into Our Future."

The board of directors of the Pennsylvania Dairymen's Association invites all dairy producers and industry persons to join in the evening awards banquet and to also learn from the numerous speakers who will be addressing the Pennsylvania Dairy Stakeholders Conference Dec. 13-14.

Tickets may be reserved by contacting David R. Smith, Pennsylvania Dairymen's Association, 440 Plaza Drive, Palmyra, PA 17078, (717) 838-3283. Ticket price is \$20 and reservations must be made by Dec. 8.

### PENNSYLVANIA DAIRYMEN'S ASSOCIATION ANNUAL AWARDS BANQUET TICKET RESERVATION FORM

Wednesday, December 13, 2000

Grantville Holiday Inn, Grantville, PA

Milk punch reception 5:45 p.m.; Dinner 6:15 p.m.

**Ticket orders must be received no later than Friday, December 8, 2000.**

Name/Organization \_\_\_\_\_

No. of tickets \_\_\_\_\_ @ \$20 = \_\_\_\_\_

**Return Ticket Reservation Form with check payable to:**

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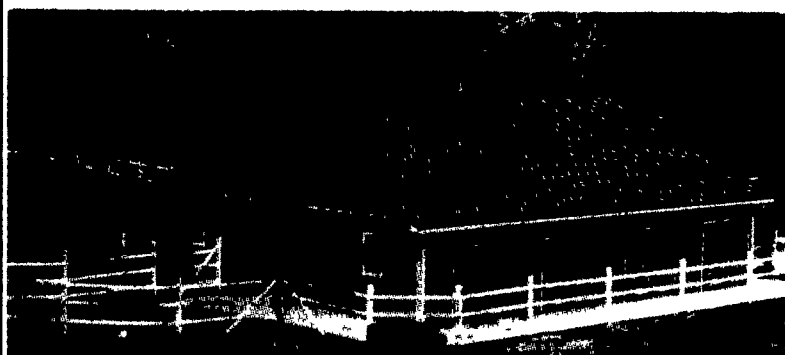
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