

Penn State Begins Capitol Region Dairy Program

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land, Adams, and York counties. Smith is housed in Adams County and provides dairy management expertise for these counties. Vinton's experience in Cornell Cooperative Extension and his strong interest in dairy farm business planning and analysis will enhance the team's efforts in this important management area.

Dr. Arlen Mills, DVM, works out of the Lebanon Office and provides expertise for herd health educational programs for area producers. Arlen's experience in private practice and at Purdue University provide excellent support to our efforts in dairy herd health education. University Dairy Alliance partners include Brad Hilty, working in information management, and Rich Stup, working in human resource management. Both bring a wealth of dairy industry knowledge and experience and provide needed resources to deliver high quality programming to our clientele.

We now have coverage for our dairy program for every county in our region. Glenn Shirk continues to serve Lancaster County, Galen Kopp serves Lebanon and portions of Dauphin County, Duane Duncan provides service for Cumberland County, and Phil Wagner continues to lead dairy programs for Franklin County. Our farm management agents Roland Freund (Franklin, York, Adams, and Cumberland counties) and Tim Fritz (Chester and Lancaster counties) provide expertise in farm business planning, transitions, and business analysis.

Tim Beck serves the region as dairy program coordinator and works in the areas of feeding management and business planning. Addressing the needs of large herds is also a part of Tim's assignment. Dan McFarland provides agricultural engineering expertise to regional producers planning farm renovations or expansions.

We will continue to adjust our events and activities in response to client needs and interests, so please share your thoughts with any team member when you have an idea you'd like to see addressed.

Thanks for the support of our programming efforts in the year 2000. Please join us for any of the following events that will help enhance your dairy management and profitability.

Meet The Challenges Head-On!

Managing daily activities, overseeing farm chores, and keeping track of finances are vital activities of a successful business.

Dairy farms are just like other businesses, operating in a competitive environment. They require the latest computer technology, sound management, and trained workers to remain efficient and profitable.

Penn State Cooperative Extension makes dairy industry education and training available, affordable, and convenient. Our educational programs are intended to help owners and managers adopt the latest technology and to improve their management, supervisory, and business skills.

We also offer specialized training for employees in charge of milking and feeding. Specifically, our programs offer Penn State quality education and training, knowledgeable and experienced instructors, demonstrations, and hands-on learning opportunities.

All workshops are conducted from 9:30 a.m. to 3 p.m.

Computer Training

• Farm Financial Management Using Computers (2 Sessions). Fee: \$40 (lunch on your own) For farm managers and record keepers, this hands-on workshop includes the basics of financial management and demon-

strates how easy record keeping, income statements, balance sheets, and cash flow budgets can be with the power of the computer. Basic financial analysis is covered. Limited to the first 11 participants per session. Suggested prerequisite: Those who need to improve basic computer skills are encouraged to attend Introduction to Computers and Windows 98 prior to this course. Jan. 3 and 4 (Cumberland County Extension Office).

• Dairy Farm Accounting Using Computers (for farmers, spouses, and employees). Accounting concepts demonstrated using QuickBooks Pro for Windows Software 4 Sessions. Fee: \$75 (lunch on your own). Basic computerized farm accounting concepts are demonstrated using QuickBooks Pro for Windows. Instruction includes basic operation of the accounting system, special farm accounting issues, entering feed costs, and enterprise accounting. Report demonstrations include cash and accrual profit-and-loss

statements, budget reports, payroll and employment tax reports, and determining cost of production per unit. Participants receive a sample file with a chart of accounts setup and ready to use for their farm. Jan. 15, 19, 23, and 26 (Lancaster County Extension Office); Jan. 22, 25, 29, Feb. 2 (York County Extension Office); Feb. 5, 7, 9, and 12 (Adams County Extension Office); and Feb. 19, 21, 23, and 26 (Franklin County Extension Office).

• Introduction to Spreadsheets, 2 Sessions. Fee: \$40 (lunch on your own) A spreadsheet is a powerful number cruncher. This course is a guide to its parts and terminology. Topics include entering data and formatting the spreadsheet, using arithmetic and comparison operators, and using basic formulas. Sample files available to participants include Dairy Farm Feed Cost Control, Using a TMR Mixing Sheet to Control Rations and Determine Whole Herd Costs, and Monitoring Dry-Matter Intake, Milk Production, and Milk Margin. Hands-on activities include opportunities to use ready-made worksheets such as amortization, checkbook balancing, and others, depending on class inter-

est. Limited to the first 11 participants per session. Suggested prerequisite: Those who need to improve basic computer skills are encouraged to attend Introduction to Computers and Windows 98 prior to this course. Jan.

17 and 18 (Franklin County Extension Office)

• Employee Training, Dairy Feeding Employee Training. 1 Day. Fee: \$35 (lunch included). Past participant comments: "Informative, exceptionally concise

and practical knowledge feeding." Employees are encouraged to attend workshop and feeding practices that



For producers who hire Hispanic workers, Penn State and Cornell University are working together to organize a one-day conference Jan. 17 in Harrisburg, Pa. and Rochester, N.Y.

IF TIME IS MONEY, NOW

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