

Agriculture Insights

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In order to remain successful in today's business world, farmers and agri-business managers must adapt to the future changes in the agriculture industry. The Lancaster Chamber's 8th Annual Farm Business Management School promises to be an intensive all day seminar that will provide you with the latest insights from Dr. David Kohl, Virginia Tech. The Farm School will take place on January 31 at Leola Family Restaurant. A program designed for FFA and 4-H students will be held on February 1.

Dr. David Kohl is a dynamic and nationally recognized Professor of Agricultural Finance and Small Business Management at Virginia Tech. Dr. Kohl has conducted more than 2,400 workshops and seminars for agricultural groups across the country. He has received 11

major teaching awards and eight major extension and public service awards from Virginia Tech and Cornell University. Dr. Kohl will be coming off a worldwide tour to give you and your business his perspectives concerning global competition, future farm programs, and a host of other interesting topics.

The first day of the Farm School will take place on January 31 from 9:30 a.m. to 3:30 p.m. This intensive school is an excellent opportunity for farmers and agri-business managers looking to strengthen their businesses and learn about the latest trends in the marketplace. Dr. Kohl will focus on topics including the following: global competition and its affect on our local farm economy; benchmarking your farm or business with others in the industry; gaining the most from

Farm Business Management School With Dr. David Kohl

alliances; establishing a successful advisory board, and exploring alternative investments. The limited class size and the chance for managers to bring their own personal questions makes this a unique opportunity to find answers to agriculture's tough business questions. A continental breakfast, lunch and all class materials will be provided during this all day school.

Special Breakfast Meetings

Special breakfast meetings with Dr. Kohl will be held on both January 31 & February 1 from 7:00 to 9:00 a.m. each morning at Leola Family Restaurant. The January 31 breakfast will serve as an opportunity for ag lenders and finance managers to focus one-on-one with Dr. Kohl on agri-finance issues. Dr. Kohl serves as facilitator of the United States Farm Financial Standards Task Force and is one of the leaders in establishing guidelines for the standardized reporting and analysis of agricultural producers' financial information on a national and international basis. The February 1 breakfast will be an opportunity for all past Farm School alumni to have a personalized discussion with Dr. Kohl.

The second day of the Farm School will be an FFA & 4-H

student seminar, "Exploring the Dynamic World of Agriculture" which will be held on February 1 from 10 a.m. to 2 p.m. with Dr. Kohl. Each of Lancaster's FFA High School Chapters, along with a group of 4-H students, is invited to attend this educational seminar to hear first hand about careers in agriculture. Dr. Kohl has taught more than 7,300 students at Virginia Tech and Cornell University. He will share with the students a perspective about careers in agriculture and agri-businesses, small business, entering a family business, and how to invest and use credit wisely. Dr. Kohl promises to keep this seminar exciting and help build the career goals of Lancaster County's future leaders.

Be sure to attend the 2001 Farm Business Management

School and hear from one of the nation's leading experts in the agriculture industry, Dr. David Kohl. The following is a complete schedule of this 2-day event, which will take place at Leola Family Restaurant

January 31: 7:00 to 9:00 a.m. - Agri-finance Breakfast; 9:30 a.m. to 3:30 p.m. - Farm Business Management School.

February 1: 7:00 to 9:00 a.m. - Farm School Alumni Breakfast; 10:00 a.m. to 2:00 p.m. - Exploring the Dynamic World of Agriculture FFA and 4-H student seminar.

The deadline for registration is January 24, 2001. For more information or to register today, please contact Brent Landis at The Lancaster Chamber at 717-397-3531, ext. 134 or e-mail blandis@lcci.com.

Average Farm Feed Costs for Handy Reference

To help farmers across the state to have handy reference of commodity input costs in their feeding operations for DHIA record sheets or to develop livestock feed cost data, here's last week's average costs of various ingredients as compiled from regional reports across the state of Pennsylvania.

Remember, these are averages, so you

will need to adjust your figures up or down according to your location and the quality of your crop.

Corn, No.2y — 2.05 bu., 3.67 cwt.
Wheat, No.2 — 2.26 bu., 3.77 cwt.
Barley, No.3 — 1.46 bu., 3.11 cwt.
Oats, No.2 — 1.33 bu., 4.15 cwt.
Soybeans, No.1 — 4.65 bu., 7.76 cwt.
Ear Corn — 58.48 ton, 2.92 cwt.
Alfalfa Hay — 107.50 ton, 5.38 cwt.
Mixed Hay — 106.25 ton, 5.31 cwt.
Timothy Hay — 106.25 ton, 5.31 cwt.

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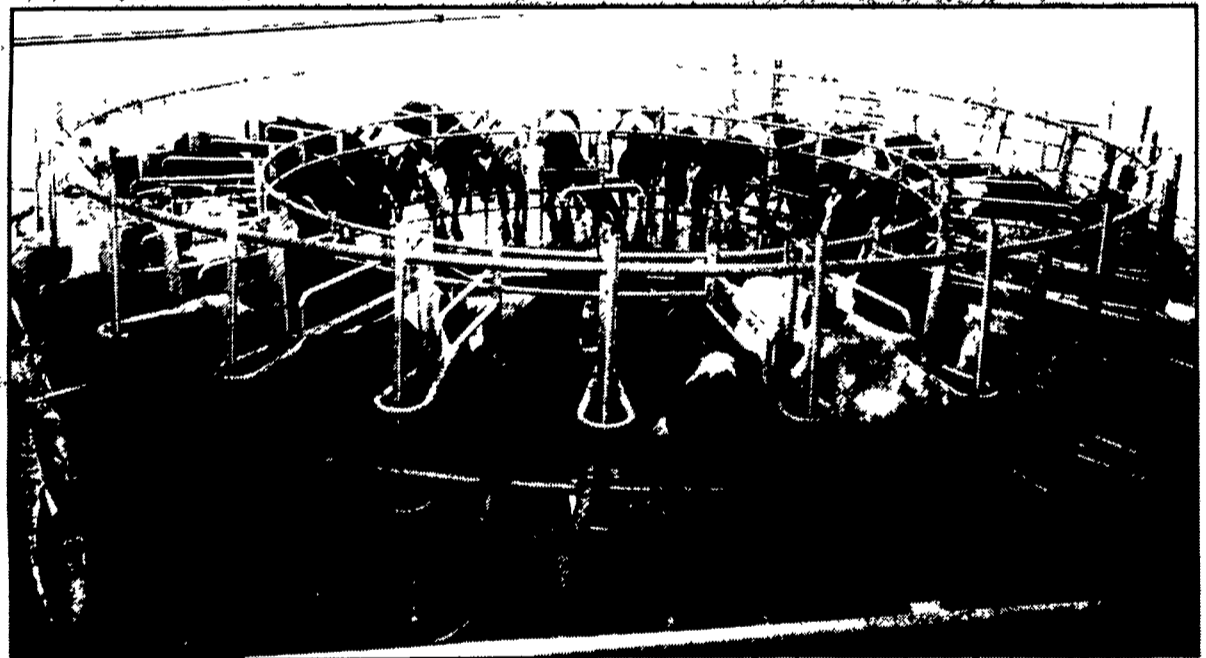
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