

Farm Show 2001: Ag Equipment, Breakfast Sandwiches, The Works

(Continued from Page A1)

"The Farm Show is the nation's leading indoor agricultural showcase," noted Sam Hayes Jr., Pennsylvania secretary of agriculture, in his Welcome on the Farm Show Website. "It proudly recognizes the dedication of Pennsylvania's 60,000 farm families, and offers visitors the chance to learn more about the ever-changing face of agriculture."

"The Farm Show provides an excellent venue for Pennsylvanians to see the latest in agricultural technologies and to learn more about Pennsylvania agriculture's time-honored traditions," Hayes said. "This year's Farm Show is better than ever!"

New to this year's Farm Show will be an enlarged butter sculpture, a new cheese sculpture, a large machinery display, a "Website Agriculture" display at the Department of Agriculture's exhibit, and a "high tunnel" display, featuring agricultural research for commercial vegetable and small fruit growers, sponsored by the agriculture department.

Late November, Gov. Ridge and Hayes announced the largest-ever state investment in agriculture — about \$90 million — that will "allow the state's farm families and agribusiness to compete and thrive in the new economy of the 21st century," Hayes noted.

The commitment includes \$66 million to expand and refurbish the Farm Show Complex and about \$24 million for a new live-stock evaluation facility and an upgraded veterinary training facility.

The show features record premiums of \$300,648. It also includes 561 beef cattle entries, more than 325 companies in the commercial exhibits area, 529 dairy cattle entries, 323 dairy goats, more than 115 demonstrations in the Family Living and Agricultural Learning Center, and 148 horse, 800 poultry, 690 rabbit, 984 sheep, and 714 swine entries.

More stories about Farm Show and the families attending are included in this issue of *Lancaster Farming*.

Labor Management Key Topic At Ag Business Institute

GETTYSBURG (Adams Co.) — Penn State Cooperative Extension of Adams County has organized a one-day Agricultural Business Institute, a full-day program open to all agricultural business, but especially to dairy and fruit businesses, Jan. 17 here at the new Agriculture and Natural Resources Center.

Labor management and managing an agricultural business in challenging economic times will be the key topics of the program. The day will begin with registration at 7:30 a.m. with coffee and donuts and will be followed by a joint program between dairy and fruit growers. This joint session will address issues that are important to both dairy and fruit producers. In addition, it will give dairy producers and fruit growers a chance to interact and share ideas between one another. The afternoon sessions consist of specialized workshops that are focused in dairy and fruit production.

The joint morning session will begin with a discussion about professional employment organization (PEOs). A PEO is an organization that will provide labor management services. They primarily take the responsibility of the legal paperwork that businesses need to complete. They also can provide other services such as payroll, on-site training, workers' compensation claims, and many aspects of managing employees.

This type of service can be cost effective for dairy and fruit business. It can allow them to focus on managing the primary aspects of their businesses, producing milk or fruit.

James Cornelius will lead a presentation and discussion about strategic planning for dairy and fruit businesses. In particular, he will focus on strategic planning during challenging economic times.

Roland Freund, farm management agent with Penn State Cooperative Extension, Cumberland County, will lead a discussion on the importance of doing dairy farm analysis and how it can lead to improved production and profitability.

Registration fee for the four-day sessions is \$25 for each participant, including lunch. To register, contact the Adams County Extension Office, 670 Old Harrisburg Road, Gettysburg, PA 17325, (888) 472-0261 or (717) 334-6271, fax (717) 334-0166.

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Announcing...

AGRICULTURAL SEMINAR

Blue Ball National Bank would like to invite our agriculture customers to the Eighteenth Annual Agricultural Seminar to be held February 7, 2001 at the Blue Ball Fire Hall beginning at 9:45 a.m.

This year's speakers include: Mr. Richard Waybright, Co-founder/Owner of Mason Dixon Farms; Mr. Chuck F. Few, Certified Financial Planner and Trust Development Officer, Blue Ball National Bank; Mr. Jeffrey H. Stoltzfus, Adult Agriculture Instructor, Elanco School District; Mr. Charles Hossler, Dean of College of Earth & Mineral Science and Executive Vice President and Provost for Penn State University; and Professor H. Louis Moore, Professor of Agricultural Economics for Penn State University.

The bank will provide lunch. Because of limited space, we can only accommodate those persons who return the coupon at the bottom of this announcement on or before January 25, 2001. Reservations will be taken on a first come, first served basis. (No telephone reservations will be accepted.)

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