

Chamber Offers Farm Business Management School

The Lancaster Chamber of Commerce & Industry's
2001 Farm Business Management School

Dr. David Kohl, Virginia Tech
 Leola Family Restaurant
 Wednesday, January 31, 2001
 9:30 a.m. - 3:30 p.m.

Today's successful farmers and agri-business managers realize the importance of the future changes in agriculture and how to properly prepare for them. The Lancaster Chamber's 8th Annual Farm Business Management School, will host Dr. David Kohl, Professor of Agricultural Finance and Small Business Management at Virginia Tech, as he presents an intensive day focused on:

- ◆ Global competition and its affect on our local farm economy
- ◆ Benchmarking your farm with others in the industry
- ◆ Gaining the most from alliances
- ◆ Establishing a successful advisory board
- ◆ 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 class materials will be provided during this intensive all day school.

Special Breakfast Meetings will take place with Dr. Kohl on both January 31 & February 1 from 7:00 to 9:00 a.m. at Leola Family Restaurant. The January 31 breakfast will be an opportunity for ag lenders and finance managers to focus on agri-finance issues. The February 1 breakfast will replace the traditional Alumni Dinner. All alumni from prior Farm Schools are invited to have your own personalized discussion with Dr. Kohl.

DON'T MISS THIS GREAT OPPORTUNITY!

Contact your Ag Lender, Accountant, Attorney or Insurance Agent for a possible scholarship today.

2001 Farm Business Management School Registration Form
 Wednesday, January 31, 2001, 9:30 a.m. to 3:30 p.m.
 Leola Family Restaurant

Name(s): _____ Title: _____
 Farm/Business Name: _____ Phone: _____
 Address: _____ Fax: _____

_____ Chamber Member Ticket(s) at \$75 each, (_____ x \$75 = \$ _____)
 _____ Non-member Ticket(s) at \$100 each, (_____ x \$100 = \$ _____)
 _____ Partial/Whole Scholarship from _____
 _____ January 31 - Agri-Finance Breakfast, \$12 each, (_____ x \$12 = _____)
 _____ February 1 - Farm School Alumni Breakfast, \$12 each, (_____ x \$12 = _____)

Total Due: \$ _____. **DEADLINE: All reservations & payments due January 24, 2001**

Please make all checks payable to the Lancaster Chamber - 2001 Farm School and return form to:
 The Lancaster Chamber, Brent Landis, P.O. Box 1558, Lancaster, PA 17608-1558 or FAX to 293-3159.

If you have any questions, call Brent Landis at The Lancaster Chamber at (717) 397-3531, ext. 134

LANCASTER (Lancaster Co.) — Dr. David Kohl, professor of agricultural finance and small business management and entrepreneurship at Virginia Tech, will lead The Lancaster Chamber's two-day Farm Business Management School Jan. 31 and Feb. 1 at Leola Family Restaurant.

Registration is under way for the Jan. 31 session, an educational program designed for farm and agribusiness managers, which will be conducted from 9:30 a.m. to 3:30 p.m.

The eighth annual event will again offer farm managers instruction on practical business strategies. A second educational day was added Feb. 1 for local FFA and 4-H students to learn more about pursuing a successful career in farming and agribusiness.

Kohl will lead both sessions, sharing his years of teaching experience and lessons from global travels. Topics to be covered at the Jan. 31 session include global competition and its affect on local farm economy, benchmarking your farm with others in the industry, gaining the most from alliances, establishing a successful advisory board, and making alternative investments.

Each of Lancaster County's FFA high school chapters, along with a group of 4-H students, will be invited to attend the Feb. 1 seminar, "Exploring the Dynamic World of Agriculture," free of charge. Topics to be covered will include choosing a career path in agriculture, entering a family business, using investments and credit wisely, and more. This session will be held from 10 a.m. to 2 p.m. at Leola Family Restaurant. The seminar

is sponsored by The Chamber, The Farm and Home Foundation of Lancaster County, Hoss's Steak and Sea House, and The Ressler Mill Foundation.

"It is a pleasure to open the Farm School Program up to young people who are interested in a career in the farming industry," said Brent Landis, The Chamber's agriculture services coordinator. "It is an investment in the future success of Lancaster County's rich agricultural tradition. Dr. Kohl will serve as an excellent motivator, educator, and role model for Lancaster's future ag industry leaders."

Special breakfast meetings with Dr. Kohl will be conducted on Jan. 31 and Feb. 1 from 7 a.m. to 9 a.m. at Leola Family Restaurant. The Jan. 31 breakfast will serve as an opportunity for ag lenders and finance managers to focus on agrifinance issues. The Feb. 1 breakfast is an opportunity for Farm School alumni to have a personalized discussion with Kohl. The cost for both of these meetings is \$12 per attendee, which includes a breakfast buffet.

Kohl is the two-time recipient of the American Agricultural Economics Association Outstanding Teacher Award. Kohl also received the Governor's Award for his distinguished service to Virginia agriculture.

Cost for the Farm Business Management School Jan. 31 is \$75 for members and \$100 for nonmembers. Limited scholarships are sometimes available through ag lenders and agribusinesses.

To register, contact Brent Landis, agriculture services coordinator, at (717) 397-3531, or e-mail blandis@lcci.com.

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.)

COUPON COUPON COUPON

I would like to make reservations for the
 Agricultural Seminar February 7, 2001.

Name _____

Address _____

Telephone _____

I will attend.
 My wife will attend.

Return To: Blue Ball National Bank, P.O. Box 580, Blue Ball, PA 17506
 Attention: Brenda Rogers

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