

# Weekly Dairy Market Outlook

(Continued from Page A16)

\$7.86 per cwt and the advanced butterfat pricing factor of \$1.4483 per pound. The Class II skim milk price for March is \$8.56 per cwt.

And finally, Penn State released a report this week, "Economic Analysis of the National Dairy Farmers Fairness Act of 2001." The report analyzed a bill proposed by Senators Rick Santorum of Pennsylvania and Herb Kohl of Wisconsin.

The bill provides for a supplemental payment to dairy farmers when the national average

price of Class III milk — milk used to make cheese — falls below a certain level.

The bill has two unique features. First, the size of the supplemental payment is tied to general market conditions. That means producers in the Northeast and Southeast, where most milk is used for bottling purposes, can benefit as well as producers in the Midwest and West, where more milk is used to make cheese.

Second, the bulk of the payments are targeted to small and medium-sized dairy operations that have fewer than 150 cows.

That's beneficial to many states that have large numbers of small family farms, like Pennsylvania. For example, a 'general' payment rate of 50 cents per hundred pounds (cwt.) of milk is made when the annual average Class III price of milk is below \$10.50 per hundredweight. The Class III price of milk averaged about \$9.74 in 2000. An additional payment of 30 cents per hundred pounds of milk is made if a producer did not expand milk production from the previous year.

That makes the maximum payment under the dairy fairness bill equal to 80 cents per hundredweight. — a significant price increase. For a farm with 75 cows shipping 1.26 million

pounds a year, they could receive \$6,290 if they expanded and \$10,065 if they did not. The complete report is avail-

able online at <http://www.aers.psu.edu/dairyoutlook/reports/Santorumbill/Study.htm>.

## 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 — 2.21 bu., 3.96 cwt.
- Wheat, No.2 — 2.34 bu., 3.90 cwt.
- Barley, No.3 — 1.57 bu., 3.35 cwt.
- Oats, No.2 — 1.35 bu., 4.21 cwt.
- Soybeans, No.1 — 4.22 bu., 7.05 cwt.
- Ear Corn — 60.65 ton, 3.03 cwt.
- Alfalfa Hay — 88.00 ton, 4.4 cwt.
- Mixed Hay — 92.50 ton, 4.63 cwt.
- Timothy Hay — 83.75 ton, 4.19 cwt.

2001 CONFERENCE



**Mid-Atlantic Dairy Management Conference**  
 "Implementing Competitive Business Strategies"

March 7th and 8th, 2001

Radisson Penn Harris Hotel and Convention Center, Camp Hill, PA

## Make Your Plans Today!

2001 Program Highlights

### Wednesday, March 7th

- 11 00 Registration
- 1 00 Opening Session - Dairy Industry Trends and Opportunities
- 1 45 Session #1 - Organizing/ Structuring the Dairy Business for Profitability  
 U.S. Top Dairies: Benchmarks for Success  
 A Family Farm Growing for the Future: Goals, Priorities & Planning  
 Management and Farm Evolution
- BREAK
- 3 30 Session #2 - Personnel Management  
 Taking the Stress out of Performance Appraisals  
 Organizational Structure of the Family Business  
 Turning Talents into Productivity
- 5 00 Trade Show, Social and Buffet Stations
- 7 15 Drawing for Door Prizes
- 7 30 Session #3 - Producer Panel  
 How the Competition Gets It Done  
 Motivation and Training Strategies  
 Working with Consultants

### Thursday, March 8th

- 7 00 Continental Breakfast
- 8 00 Session #4 - Freedom to Operate  
 Forage Espionage - Satellite Mapping  
 Making Regulations Work FOR You  
 Including Biosecurity Issues in your Expansion Plans  
 Producing Milk for a Competitive Market: The rules have changed
- BREAK
- 10 30 Session #5 CAFO Panel  
 Concentrated Animal Feeding Operation at Evergreen Farms  
 CAFO Plans and the Nutrient Management Component  
 CAFO Permitting Process for Evergreen Farms, Inc.
- 1 00 Session #6 - Implementation Toolbox
- BREAK
- Session #7 - Implementation Toolbox (Concurrent Sessions Repeat)
- 3 15 We Can Meet the Challenge
- 3 30 Adjourn

Chambersburg, PA Do you want to hear how successful dairy producers have organized and structured their dairy business for profitability? Are you ready to move from benchmarking and goal setting to action? Do you need ideas for motivating and communicating with your employees? If you answered yes to any of these questions, then the 2001 Mid-Atlantic Dairy Management Conference is for you. The planning committee of dairy producers, industry leaders and University personnel has scheduled an exciting conference with the goal of providing leading edge information and ideas to progressive dairy producers and industry leaders in the Mid-Atlantic Region.

The early registration discount ends February 14th, so make your plans today to attend this leading edge conference to be held at the Radisson Penn Harris Hotel and Convention Center in Camp Hill, Pennsylvania on March 7-8, 2001.

For a complete program list of sponsors and conference details visit our website at <http://www.das.psu.edu/madmc> or contact Beth Moore, Conference Coordinator by e-mail - [beth@innernet.net](mailto:beth@innernet.net) or phone (717) 375-2639. For registration questions call Sandy Gunsallus (814) 865-5491.

### MID-ATLANTIC MANAGEMENT CONFERENCE REGISTRATION FORM

Please return by Feb. 14, 2001

First & Last Name(s) for name tag \_\_\_\_\_

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Registration fee is \$150, \$125 for the second person from the same farm - discount is only for dairy producers. This includes a copy of the proceedings, three meals and access to all conference activities. Add \$20 for late registration after February 14, 2001.

Mail this form and payment to: Sandy Gunsallus, Mid-At Conference Registrar,  
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 Make checks payable to Dairy Management Conference

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