



## Farm Management

**Who Will Work Your Farm In The Future?**  
**Roland P. Freund**  
**Penn State**  
**Farm Management**

This is the question to be answered at the Franklin County Farm Management Forum scheduled March 6, beginning at 9 a.m.

The forum is designed to meet the interests and needs of the general farm audience — not enterprise specific. It is sponsored by Penn State Cooperative Extension and supported by Franklin County agribusiness organizations.

It will be at The Lighthouse Restaurant on Rt. 11 north of Chambersburg, approximately one mile south of Rt. 997.

Will there be a future for your farm? This is the first aspect of the question posed in the program title to be presented by Regional Farm Management Agent Roland Freund, discussing such succession issues as: Is there a next generation to take over the farm? Is the next generation building equity in the business? Is the next generation involved in management and decision-making?

Which farms will have a future? For a farm to have a future it needs to have certain attributes. Brad Hilty of Dairy Alliance will discuss how we can

measure these and suggest benchmarks that managers can use to evaluate their own business resources, level of technology, solvency, profitability, and labor efficiency and availability.

The future farm workforce. There will be a panel to discuss how the future farm will be able to hire and retain good employees. The panelists include Ronald K. Statler, former partner in Statler Farms, Joseph S. Middour of Middour Farms, Waynesboro, Sam Miller of Franklin Feed and Supply Co. and Jerome K. Harness DVM of Franklin Veterinary Associates. The audience will have opportunities to raise questions with the panelists and speakers.

Organizing and managing the future workforce. Richard Stup of Dairy Alliance will discuss a general strategy for effective organization and management of a farm workforce.

The program will conclude at 2:30 p.m. with an ice cream send-off. The registration fee for the program, including buffet lunch, is \$15 per individual and \$10 for each additional person from the same family or organization.

To register and for further information, contact the Franklin County Extension Office, 191 Franklin Farm Lane, Chambersburg, PA 17201-3086 or call (717) 263-9226.

# Land O'Lakes To Purchase Kraft's Cheese Plant

MELROSE, Minn. — Land O'Lakes, Inc. and Kraft Foods, Inc., recently announced that they have reached agreement for the purchase of the Kraft cheese plant in Melrose, Minn., as an ongoing operation.

Separately, Land O'Lakes and Dairy Farmers of America, Inc. (DFA) announced that they have reached agreement for a joint venture, Melrose Dairy Proteins LLC, which will own and operate the Melrose plant.

Located at 1,000 East Kraft Drive, the plant has approximately 150 employees and produces bulk cheese, which is shipped to other plants for further processing and packaging. The plant purchases over one billion pounds of milk per year.

As part of the agreement, Land O'Lakes will offer employment to the Melrose facility's workforce, and Kraft will purchase a portion of the plant's output. The sale price was not disclosed. The sale is expected to be final in early March. Kraft's manufacturing facilities in Albany and New Ulm, Minn., are not part of the transaction.

Officials of Land O'Lakes and DFA said the decision to form the joint venture reflects a strong, shared commitment to the Upper Midwest dairy industry and a focus on market access for member milk.

"This is driven in part by our two organizations' long-standing commitment to Upper Midwest dairying," said Jack Gherty, Land O'Lakes President and Chief Executive Officer. "Per-

haps even more important, this joint venture illustrates our continued confidence in the ability of the Upper Midwest dairy industry to be competitive long-term. Our goal is to maintain and upgrade the region's dairy infrastructure, as well as to preserve market access for the region's dairy producers."

DFA President and Chief Executive Officer Gary Hanman said the new partnership is a very positive match. "As farmer-owned enterprises, we share specific cooperative values...like a commitment to producer profitability and productivity...which make our organizations very compatible partners," said Hanman. "A key aspect of our cooperative commitment is preserving market access for member milk, and this joint venture directly addresses that issue."

Officials at Kraft said they were pleased to find committed buyers for the plant. "Over the past year, we have looked for the best option for this plant, recognizing the changing dairy industry dynamics," said Tom Hedge,

Vice President of Operations for Kraft's Central Area. "We believe this is the best outcome for our business, for the long-term viability of this plant, for our employees, milk processors, haulers and the community. Land O'Lakes is gaining the expertise of a highly skilled, outstanding work force. And, because it is being purchased as an ongoing operation, the plant will continue as an important contributor to the local economy, as well as provide a market for dairy patrons' milk. We are committed to making this a smooth transition to new ownership."

Land O'Lakes has been a long-term supplier of raw milk to the Melrose facility. DFA has significant milk supply in the region.

Land O'Lakes and DFA, which will each hold 50 percent ownership in Melrose Dairy Proteins LLC, said current plant operations and service to existing customers and producers will continue, adding that plans are to further upgrade plant technology and tailor ongoing production to market needs.

## Land O'Lakes Board Elects New Chairman

MINNEAPOLIS, Minn. — The Land O'Lakes board of directors elected Jim Fife, general manager of the Ag Supply Company of Wenatchee, Wash., as its 2001 board chairman.

Fife is the eighth board chairman in Land O'Lakes 80-year history.

Fife, who has served on the Land O'Lakes Board since 1991, most recently served as chair of the board's Agricultural Services Committee. He is also Land O'Lakes shareholder representative on the board of CF Indus-

tries, an interregional crop nutrient manufacturing cooperative.

Fife, who has been General Manager of the Ag Supply Company for more than 28 years, is also a member of the Washington State Council of Farmer Cooperatives; former chair of the Cenex/Land O'Lakes Ag Services Council; and past president of the Western Area Managers Association. He is an alumnus of the University of Washington, where he earned a degree in Business Administration-Marketing.

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