



**New Farmers,  
New Generation**  
  
*Marion Bowlan*  
  
**Pennsylvania  
Farm Link**

quickly when I am involved in "doing" it.

- Persistence. I am willing to work 12- to 16-hour days, six days a week and on holidays to make my farm work. I stick with a job until it's done.

- Good health/energy. I have the physical and emotional stamina needed to handle the workload and strain that comes with farming.

- Creativity/innovation. I am receptive to changes and enjoy doing things differently. I like to approach problems differently.

- Independence/self-reliant. I like making my own decisions and getting things done on time. I am able to work on my own, but know when to seek help and am not too proud to seek it. I am self-disciplined and a self-starter.

- Intuition. My "gut" level decisions are usually good ones and

I have no problem making them. I pay attention to what is going on and see patterns and trends beyond the obvious.

- Self-confidence. I have the courage and self-confidence to face risk, but the responsibility to minimize risky business decisions because I know how to provide leadership, keep my promises, and establish trust.

- Market awareness. I am open to new products and new ways of farming, always looking for ways to reinvent my business and myself. I pay attention to local, regional, and national farm events to keep in touch with changing ways of doing business.

- Lack of need for status. I am willing to lower my standard of living until my farm is established. I am also willing to forego a vacation, a new piece of equipment, or a new truck so that I can accomplish my goals in farming.

- Ability to accept challenges. I like a challenge and working hard on my project until I succeed. I can

juggle many tasks and obligations at once while keeping site of the end goal. I can develop and organize a plan of action and follow through until it is completed.

- "Hard work" ethic. I am willing to put in the time and effort to make the farm succeed. My personal integrity is more important than my financial success.

If you could answer yes to most of these qualities, you have the traits of an entrepreneur. Only someone with well-developed entrepreneurial traits will answer yes to all of them.

If not, don't give up — these traits can be learned. Recognizing the personal qualities you need to be successful is the first step in this learning process. I hope that looking at your responses will help to stimulate your thoughts on how to enhance your entrepreneurial abilities and make your farm succeed.

For more information on developing a farm business, contact Pennsylvania Farm Link at (717) 664-7077 or e-mail us at pafarm-link@redrose.net. Next time: Developing a personal and business mission for your farm.

**DO YOU HAVE THE CHARACTER TRAITS FOR A SUCCESSFUL FARM CAREER?**

Know yourself. Getting into farming requires certain characteristics.

Not everyone is suited to be a farmer. Take some time to evalu-

ate if you possess the following traits or personality qualities that have been correlated with the ability to succeed in an entrepreneurial business endeavor.

- Passion. I really enjoy talking and learning about farming. I am always looking for better ways to farm, and time passes

# FORE FFA 2002

# Golf Tournaments

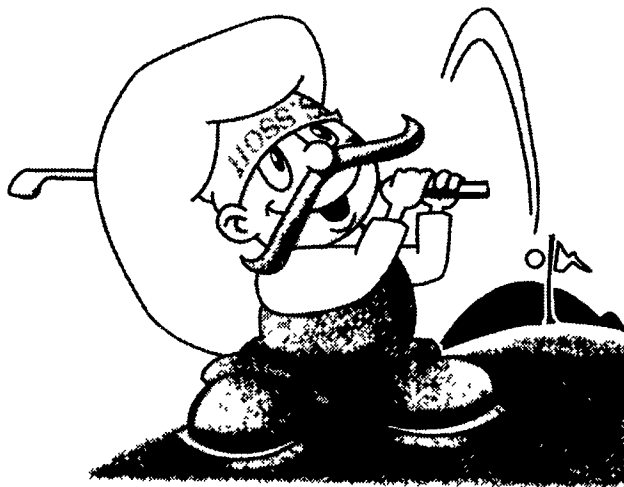
## 2 Dates and 2 Tournaments

*It's not too late,  
A few spots still remain!  
Call today to reserve  
your space.*



**Hatfield Fore FFA  
July 15, 2002**

**Foxchase/Galen Hall Golf Courses**



**Hoss's Fore FFA  
August 12, 2002  
Scotch Valley Country Club**

Proceeds benefit Pennsylvania FFA Foundation, Inc.

P.O. Box 10493, State College, PA 16805

Phone/Fax: 814-867-9230

**No Raindate for either tournament**

**Participating Golfer**

**Includes:**

- A contribution to the FFA, the future of Pennsylvania agriculture
- A complimentary mulligan
- A great day of golf (cart included)
- Lunch
- Shotgun scramble
- Refreshment carts on course
- Complimentary "Happy Hour"
- Prizes awarded in team and individual contest categories
- Dinner/Auction

Name \_\_\_\_\_

Amount Enclosed \$ \_\_\_\_\_

Address \_\_\_\_\_

Bill my Discover / Master Card / Visa:

Phone ( ) \_\_\_\_\_

Card No. \_\_\_\_\_

Fax ( ) \_\_\_\_\_

Exp. Date: \_\_\_\_\_

My Foursome includes: \_\_\_\_\_

## USDA Announces National Pork Board Appointments

DES MOINES, Iowa — The U.S. Department of Agriculture has announced five appointments to the 15-member National Pork Board.

These pork producers will serve three-year terms. The five appointees were nominated by the National Pork Act Delegate Body at the National Pork Industry Forum in Denver, Colo., on March 1 and recommended to Secretary of Agriculture Ann Veneman.

"The five appointments are highly qualified for the position," said John Kellogg, a pork producer and former National Pork Board president from Yorkville, Ill. "They all bring unique experiences and knowledge that will benefit the Pork Check-off."

The National Pork Board members appointed to serve from 2002 to 2005 are:

Hugh G. Dorminy, Russellville, Ark; Lynn E. Harrison, Elk Mound, Wis.; Michael L. Bayes, Orient, Ohio; Deborah M. Johnson, Clinton, N.C.; and Mark J. Bartusek, New Prague, Minn.

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