



FARM CALENDAR

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Montgomery County 4-H Center, Creamery, 1 p.m.-3 p.m., (610) 489-4315.

Dairy Performance Feed Additives, Russellville Grange Hall, Oxford, 10:30 a.m.-3 p.m., (610) 696-3500.

Wednesday, January 15

Ohio Fruit and Vegetable Growers Congress, Ohio Roadside Marketing Conference, Ohio Christmas Tree meeting, Toledo Sea Gate Centre, Toledo, Ohio, thru Jan. 17, (614) 249-2424.

Ohio Regional Agronomy meetings, Crownhill Golf Club, Williamsport, Ohio, (740) 474-7534.

Dairy Day, Berks County Ag Center.

Pesticide Update, Clarion County Park, Shippensburg, 1 p.m.-3 p.m., (814) 782-0033.

Berks County Cooperative Extension Dairy Day, Berks County Agricultural Center, 9

a.m., (610) 378-1327. Carroll County Mid-Winter Farm Meeting, Carroll County Maryland Agriculture Center, Westminster, Md., 8 a.m.-3 p.m., (410) 386-2760.

Thursday, January 16

Bucks, Montgomery counties Dairy Day, Neshaminy Manor Center.

Tannin Color Measurement and Management Short Course, Food and Technology Building, Virginia Tech.

Ohio Regional Agronomy meeting, Lone Pine Hall, Bethesda, Ohio, (740) 695-1455.

Farm Manager Workshop Session 2, central Susquehanna counties, Watson Inn, Watsontown, 10 a.m.-3 p.m.

Forestland Conservation Conference, Central Pa. Institute of Science and Technology, Pleasant Gap, 8:30 a.m.-3:30 p.m., (814) 355-4897.

Lehigh Valley Horse Council Meeting, American Legion Post 367, Fullerton, 7:30 p.m.,

(610) 837-7294. Carroll County, Maryland Mid-Winter Dairy meeting, Carroll County Extension Office, Westminster, Md., 9 a.m.-12:30 p.m., (410) 386-2760. Horse meeting on colic, American Legion, Fullerton, 7:30 p.m., (610) 837-7294.

Friday, January 17

Morrison's Cove Produce Auction meeting, Martinsburg, (814) 693-3265.

Ohio Regional Agronomy meeting, Ohio State Extension Greene County office, Xenia, Ohio, (937) 372-9971.

Successful Ice Cream Retailing Seminar, Days Inn, Penn State, State College, (301) 387-5982.

Friends of Agriculture Breakfast Series, Modern Maturity Center, Dover, Del., 7:15 a.m., (302) 831-2512.

Saturday, January 18

Cornell Sheep and Goat Marketing Summit, Cornell Sheep Farm, Harford, N.Y., in conjunction with Quinterly Cornell Sheep Farm Field Day, (607) 255-2851.

Pa. Purebred Dairy Cattle Association Judging School, Pa. Farm Show Complex, Harrisburg, 9 a.m., (814) 234-0364.

Sunday, January 19

Monday, January 20

New Holland Vegetable Growers' Day, Yoder's Restaurant, New Holland, (717) 394-6851.

Northeast Maple Syrup Producers' Association, Bethany Methodist Church Hall, Bethany, 10 a.m.-3 p.m., (814) 865-4700.

Farm Bill Meeting, Middletown Grange Fair, 7 p.m., (215) 345-3283.

4-H Livestock Meeting, Extension Office, Towanda, 7:30 p.m.

Tuesday, January 21

PAES Lime Fertilizer and Pesticide Conference, Penn State Conference Center, University Park, thru Jan. 22, (814) 234-8771.

Tri-County Vegetable and Small Fruit Meeting, Penn Twp. Community Building, Shippenburg, (717) 263-9226.

Tilling the Soil of Opportunity, Cayuga County Cooperative Extension, Auburn, N.Y., also Jan. 22, (315) 787-2622.

Family Dairy Farm in Pa. Workshop, Jan. 21 Lighthouse Restaurant, Chambersburg; Jan. 22, Gratz Fire Hall, Gratz; Jan. 23, Lancaster DHIA, Manheim; Jan. 24, Fulton Grange, Lancaster County, 9:30 a.m.-3 p.m., (717) 840-7408.

Winemaker Technical meeting, Farm and Home Center, Lancaster, 2 p.m.-5 p.m.

Session 3 Farm Management Workshop, Central Susquehanna counties, Watson Inn, Watsontown.

Beginners Grain Marketing, 709 Morgnac Road, 1st floor meeting room, Chestertown, Md., 7 p.m.-9 p.m.

Glenside Farmers' Market meeting, Glenside Memorial Hall, 7:30 p.m., (610) 489-4315.

Farm and Home Foundation of Lancaster County meeting, Farm and Home Center, Lancaster, 6:30 p.m., (717) 392-4911.

Wednesday, January 22

Penn State Association of County Fairs Convention, Hershey Lodge and Convention Center, Hershey, thru Jan. 25.

Pa. Christmas Tree Growers' Association Winter Conference, Holiday Inn, Harrisburg East, Harrisburg, (717) 238-9765 or (800) 547-2842.

PCO annual membership meeting and awards banquet, Farm Show Complex, Room B, Harrisburg, (814) 364-1344.

Farm Bill Meeting, Neshaminy Manor Center, 1:30 p.m., (215) 345-3283.

Delmarva Dairy Day, Hartly Fire Hall, Hartly, Del., 10 a.m.-2:30 p.m., (410) 778-1661.

Passing On the Farm Workshop, Sunset West Restaurant, Pleasant Gap, 9:30 a.m.-3:30 p.m., (717) 664-7077.

Thursday, January 23

Susquehanna Regional Vegetable Meeting, Mifflinburg, (570) 837-4252.

Monroe County Extension and 4-H Open House, new offices, 724 Phillips St., Suite 201, Stroudsburg, 4 p.m.-7 p.m.

Central Susquehanna Counties Farm Management Workshop, Session 4, Watsontown Inn, Watsontown.

Crop Insurance Risk Management Meeting, Chestertown Fire Hall, 9:30 a.m.-1:30 p.m., (410) 778-1661.

Annual Agriculture Recognition Banquet, Wisehaven Hall, East Prospect Road, York, 6 p.m.

Workshop on Timber Taxation and Forest Landowners' Association, Salisbury Fire Hall, 6 p.m.-9 p.m., (814) 472-7986.

Winter Vegetable Growers' meeting, Carriage Corner Restaurant, Rt. 45, east side of Mifflinburg, 8:30 a.m.-4:15 p.m., (570) 837-4252.

Farm Bill Meeting, Milford Township Building, 7 p.m., (215) 345-3283.

Business Sense Workshop, Edgewood Restaurant, Troy, 9 a.m.

Friday, January 24

Business Sense Training for DFOs, 1st of 3 sessions, also Feb. 21 and March 8, Agricultural Center, Gettysburg, (888) 373-7232.

Meeting of Franklin County Cooperative Association, Kauffman's Community Center, 7 p.m., (717) 263-9226.

Cecil County Farmers' Breakfast, North East Fire Hall, North East, Md., 7:30 a.m.-11 a.m., (410) 996-5280.

Saturday, January 25

Pa. Holstein Clarion/Venango Annual meeting, Wolf's Den Restaurant, Knox, 7:30 p.m.

Central Susquehanna Counties Farm Managers' Workshop, Session 5, Watson Inn, Watsontown.

Bradford County Holstein Association meeting, Troy Fire Hall, Troy, 11:30 a.m.

Forest Landowners' Conference, Penn State Behrend College, Erie, 8:30 a.m.-3:30 p.m., (814) 563-9388.

Cornell Shearing School at Cor-

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Call 1-888-373-7232 to Register for:

BusinessSense

Management Training for Dairy CFOs



- Best Management Practices in Business & Information Management
- Business Analysis Strategies for Improved Profitability
- Production Process Monitoring & Control Systems

BusinessSense is a **HANDS-ON, INTERACTIVE WORKSHOP!**

Learn from the Experts. **YOUR PEERS!**

Several participants of the 2002 BusinessSense program meet at the Dairy Stakeholders meeting in December.

Don Risser, John Hess, Dan Mains, Jim Warburton, Gary Cline, Randy Hunstman and Donald Duncan



BusinessSense - Locations & Dates:

- **Lancaster** - Lancaster DHIA Office
January 21, February 21 & March 7, 2003
- **Chambersburg** - AgChoice Farm Credit Office
January 24, February 7 & February 28, 2003
- **Meadville** - Bainbridge Technology Center
January 28, February 6 & February 26, 2003
- **State College** - Hoss's Steak House
January 22, February 19 & March 4, 2003
- **Troy** - Edgewood Restaurant
January 23, February 25 & March 5, 2003



This is what our business needed years ago. I really enjoyed the group discussions!

Past BusinessSense participant

BusinessSense is a **Dairy Alliance Program**
The Pennsylvania State University
For More Information: 1-888-373-7232

