

# Producers Discover Methods To Help Make Family Dairy Farms Profitable

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farm to the next generation so they can afford the farm and the

farm also provide sufficient income to the person retiring.

"If you have a master plan, it is like putting together the pieces

of a puzzle," said Bare. "All that (plan implementation) falls into place when it comes together and it can help you accomplish your goals."

Beth Grove, dairy extension agent, discussed using records to improve a dairy herd. "One of the best ways to be successful is to look at record-keeping, and look at records can do for you," said Grove. "One of the secrets of success on any farm is not only financial planning but looking at records, and seeing where your herd can improve."

Records show what is going on with the herd, identify strengths and weaknesses, predict what money could be saved in improvements, and provide benchmarking or comparison information.

To monitor herd performance, Grove advised using a herdbook clinic form, available at Lancaster's extension office, which "gives you an idea of benchmarking and where your herd needs to

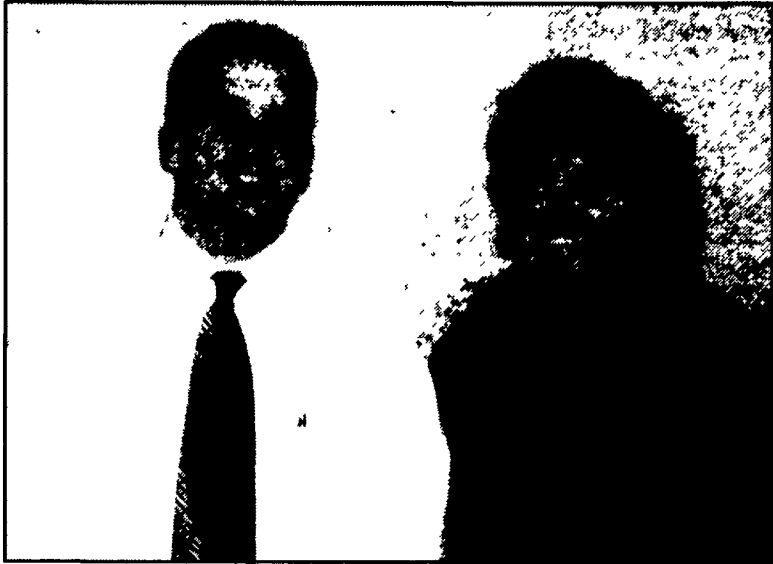
be," she said. The form compares the herds in Lancaster County.

Another tool is the spreadsheet developed by a University of Minnesota professor. The spreadsheet takes into account many factors to help estimate the cost of mastitis for the producer's farm. It is available at [www.uwex.edu/milkquality/bank/](http://www.uwex.edu/milkquality/bank/).

To see what other, similar dairy herds are achieving, producers can use the Dairy Metrics

program, which costs \$5 a month and is available at [www.drms.org/dairymetrics.html](http://www.drms.org/dairymetrics.html). Producers select information to display about their individual herd in comparison to herds which meet criteria that they select. Extension agents will also run the program free of charge.

Also speaking at the Lancaster meeting were Vinton Smith, dairy extension agent, and Dr. Charles Gardner, Agway.



Extension agent Beth Grove and Ron Bare, financial adviser, spoke at a family dairy farm seminar conducted this week.

## Passing On The Farm Workshop Slated For Manheim

MANHEIM (Lancaster Co.) — Pennsylvania Farm Link and Penn State Extension will conduct a Passing on the Farm workshop at Kreider's Restaurant south of Manheim February 19 from 9:30 a.m. to 3:30 p.m.

The program is targeted to farmers seeking ideas for successfully passing their farm to family members, or those interested in locating interested, unrelated farmers to take over an operation. Beginning farmers are also welcomed to participate to glean ideas for building their businesses.

Topics covered will include:

- Bringing the next generation into the farm business.

- Business planning for a farm transfer.

- Financing for new farmers.

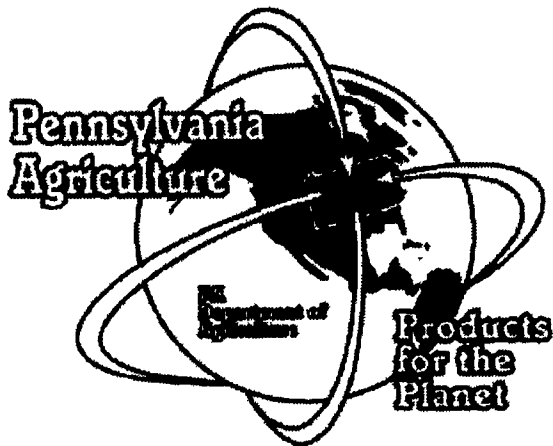
- Crop insurance.

- Estate planning and legal implications.

- Farmland preservation.

The workshop will conclude with a panel of local farmers discussing how they transferred their own farms.

Lunch will be served in the restaurant and reservations are required. Mail payment of \$10 per person to Pennsylvania Farm Link, 2708 N. Colebrook Rd., Manheim PA 17545 no later than February 10, to make your reservations. Call (717) 664-7077 for more information.



## Pennsylvania Crop Insurance Program

The PA Crop Insurance Assistance Program has been extended for crop year 2003. Benefits include:

**FREE "CAT" Coverage**

**Discounted Premiums & Fees  
(Paid for "Buy-Up" Coverage)**

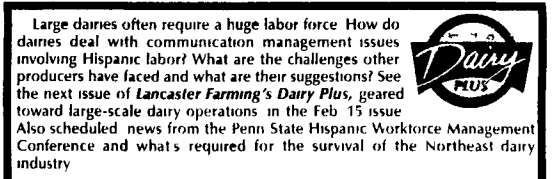
To receive these benefits, contact a crop insurance agent today. List available at [www.rma.usda.gov](http://www.rma.usda.gov)

Enrollment Deadline:

**March 15 - Spring Planted Crops**

Pennsylvania encourages growers to have crop insurance protection as part of their farming risk management plan. All policy fees and approximately 20 percent of net premium costs are paid for growers.

Sponsored by the PA Department of Agriculture with cost share support from RMA/USDA.



January 22, 2003

### DEPARTMENT OF AGRICULTURE COMMONWEALTH OF PENNSYLVANIA NOTICE OF PUBLIC HEARING PENNSYLVANIA CHRISTMAS TREE MARKETING AND RESEARCH PROGRAM

Notice is hereby given that a public hearing in accordance with the Agriculture Commodities Marketing Act (3 Pa. C.S. 4501-4513) will be held on Tuesday, January 28, 2003, commencing at 9:00 a.m. at the Department of Agriculture Building, Room 309, 2301 North Cameron Street, Harrisburg, Pennsylvania.

The hearing will be held for the purpose of receiving testimony in relation to a proposed marketing and research program for Pennsylvania Christmas trees.

The proposed Christmas Tree Marketing and Research Program would apply to producers who make an initial sale of 200 or more Pennsylvania-grown Christmas trees during the October 1 to December 31 marketing season. That producer shall owe the program a producer charge of ten dollars (\$10.00) with respect to that 200-tree sale. In addition, a producer shall owe the program a producer charge of five cents (\$.05) with respect to every initial sale of a cut Pennsylvania-grown Christmas tree beyond the first 200 such sales in a marketing season. A "balled and bagged" Christmas tree shall not be considered a "cut" tree for purposes of this order.

Testimony will also be received as to other necessary and relevant matters, including rate of assessment, and with respect to the accuracy of producer lists on file at the Department identifying the names and addresses, Christmas tree acreage, and the number of Christmas trees cut and sold between October 1, 2002 and December 31, 2002.

A copy of the proposed Christmas Tree Marketing and Research Program Order is on file at the Pennsylvania Department of Agriculture. A copy of the Program Order will be sent to any interested party upon request to the Pennsylvania Department of Agriculture, Bureau of Market Development, Pennsylvania Christmas Tree Marketing and Research Program, 2301 North Cameron Street, Harrisburg, Pennsylvania 17110-9408.