

Young Farmers Surveyed About Needs, Concerns

PHILADELPHIA — Research shows that Pennsylvania farmers are getting older and that fewer young people are interested in becoming farmers.

A project entitled "The Future of Farming in Pennsylvania: An Investigation into the Needs and Concerns of Pennsylvania's Young Farmers" is a 14-month study that began in January 2003.

As a part of the study, a full-scale survey was mailed to young farmers throughout the state beginning Oct. 31.

Dr. Dianne Phillips, associate professor and chair of the Department of Marketing at Saint Joseph's University, and Dr. Jason Phillips, assistant professor of marketing at West Chester University, were awarded a \$50,000 research grant from The Center for Rural Pennsylvania to understand the needs and concerns of young Pennsylvania farmers.

"We believe that if the state of Pennsylvania is to maintain its heritage as a rural state, it must find ways to encourage young farmers to continue

farming, as well as promote farming as a personally and financially rewarding occupation to other young people," said Phillips.

The input of every young farmer (18-35 years of age) in Pennsylvania is considered critical to the success of the project, whose findings will be provided to The Center for Rural Pennsylvania to be distributed to key audiences such as state legislators, nonprofit organizations, and farm advocates.

Young farmers can provide necessary information to the researchers who can then offer practical recommendations for policies and programs for farming.

Dr. Phillips said, "Our policy recommendations will focus on access to capital, the use of direct marketing opportunities, and responses to increasing land values in Pennsylvania that make it difficult to buy land."

Farmers who have not yet received their survey should contact Dr. Diane Phillips at (610) 660-3232 or via e-mail: dphillip@sju.edu.



New Farmers, New Generation

Marion Bowlan

Pennsylvania Farm Link

FAMILY FIRST OR FARM FIRST?

People working in a family and a business system. Generally these two systems support each other, but there are times when it is unclear which system should take precedence. Is the farm designed to meet the needs of the family, or do business needs come first?

The family-first or business-first question could be viewed as a continuum rather than an absolute. In some areas of the business, perhaps the family comes first, in other areas the business may come first.

If you are family-first, perhaps you pay family members more than they would earn on the open market and you are doing this important to nurture and support family members. If you're business first, family members get paid the same as any other employee; salary is based on education, experience, and job performance.

Combining a family and a business blurs the lines between one system, the family, and the other system, the farm. Family farms are strongly influenced by the patterns of the family that created them, making it impossible to understand the business without understanding the family. On the other hand, hard-nosed business decisions are made with the bottom line in mind, and the business structure is designed to make money.

No rule says one approach is better than the

other — it depends on your family and your values. Whichever approach you use will have long-term implications. Keep in mind however — current research indi-

Consider the follow checklist to see where you fall in the family or business first continuum

Family First	Business First
There is a place for all family members	You must be qualified to do the job
Family members are paid more than going rate	Pay determined by responsibilities and performance
Leadership/title bestowed by birthright	Leadership is earned
Business resources used for family perks	Resources are used for business purposes
Outside experience less valuable than years of service in the family	Outside service more important than years in the family
Sometimes decisions based on emotional needs of family members	Decisions based more on productivity, task orientation

Lancaster County Plans Youth Dairy Day

LANCASTER (Lancaster Co.) — A Lancaster Youth Dairy Day will be conducted on Friday, Jan. 2 for all young folks in Lancaster County interested in learning more about dairy cows and our dairy industry. The program will be conducted at the Farm and Home Center at 1383 Arcadia Road in Lancaster, from 9:30 a.m. until 2:30 p.m. The workshop is for any Lancaster youth ages 8-18 who would like to attend.

The day will be a fun day filled with dairy activities and games, including:

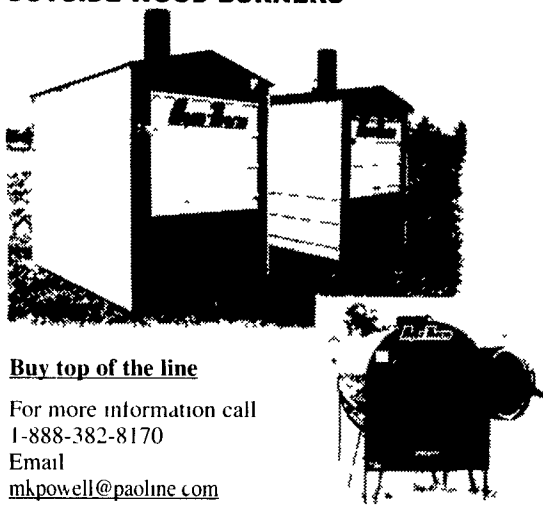
- Fun With Dairy Foods,
- Feeds, Grains, and Forages,
- A Look at the Dairy Cow Reproductive Tract, and
- Dairy Games and Fun Prizes.

A pizza lunch and drinks will be provided. You must register to attend, and space is limited. The cost will be \$6 per person to cover materials and lunch. Please make checks payable to the 4-H Development Fund.

To register, send your name, address, phone, and ages along with a check to the Lancaster County Extension Office, Attn: Lori Little — Dairy Youth Day, 1383 Arcadia Road, Room 1, Lancaster, PA 17601. Please register by Tuesday, Dec. 23. You may also call the Lancaster County Extension Office at (717) 394-6851 to register, but you must send the registration fee to the office before the event. Everyone is welcome.

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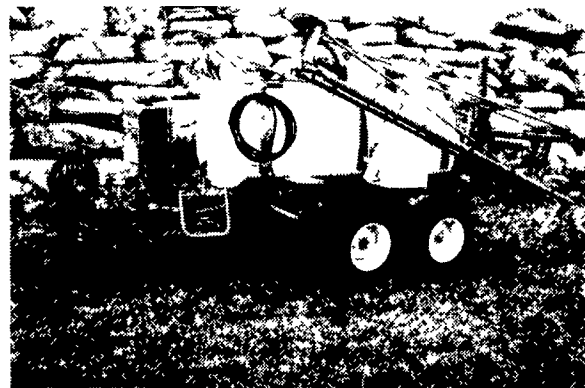
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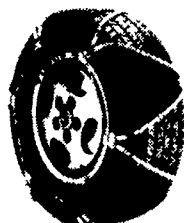
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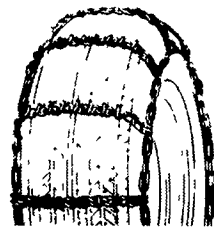
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