

PDMP

Professional Dairy Managers of Pennsylvania

... Seeking to Advance the Dairy Industry in Pennsylvania Through Improved Productivity and Profitability



Register
by
July 30

**Register for PDMP's August 5
Dairy Industry Issue Forum
How to Make Money
At Dairy Farming**



Mike Hosterman
AgChoice Farm Credit



Michael Peachey, CPA
Acuity Advisors and CPAs



Jeff Mamett
Pfizer Animal Health

Plus Three Top Producers:

Sean Jones, Lester Jones & Sons Inc., Massey, MD
John Knopf, Fa Ba Farms, LLC, Canandaigua, NY
John Mueller, Willowbend Farm, Clifton Springs, NY

Thursday - August 5, 2010 in Blair County

Afternoon Tour of Kulp Family Farms, Martinsburg, PA

Sponsored in Part by the PDMP Premier Partners





Professional Dairy Managers of Pennsylvania **2010 DAIRY INDUSTRY ISSUE FORUM**

About Our Program

Dairy producers can improve by studying the successes of other farmers and then evaluating how best to implement those practices in their own operations. At no time in the history of modern dairy farming has the need for improved profitability been more urgent.

PDMP's August Dairy Industry Issue Forum will tackle profitability issues head-on. You won't go home with just concepts, but with detailed and practical information you can put into action.

Mike Hosterman will kick-off the session by examining specifics about five areas that are key to profitability. He'll be using information gained by studying five year trends at Top 20 farms. He'll help you apply the information by discussing ways the keys he has identified are tied to industry skills and management that you can control.

Then we'll introduce you to three of your fellow producers who managed to remain profitable in 2008 and 2009. These producers, identified among the Top 20 from the Farm Credit Progressive Dairy Benchmark Study, will lay-out how they did it so you can decide how to apply similar strategies to your operations.

One inescapable truth is that as a result of the past cataclysmic year and because of evolving world and national market influences, every dairy producer must be prepared to face even more change in the future.

Our program will close with an interactive session where you'll have access to Hosterman, Mike Peachey and Jeff Mamet, a panel of industry experts who will be prepared to look into their crystal balls and tell you what they see coming down the road. Using knowledge based on years of working with the dairy industry and the resources of producers in the audience, we'll search for answers to your questions about dairy's future.

Thursday, August 5 – Blair County

**Morning Program at The Park At Morrison's Cove
Afternoon Tour of Kulp Family Farms**

How To Make Money At Dairy Farming

Preliminary Schedule

8:00 am	Registration Opens at The Park at Morrison's Cove (201 S. Walnut Street Martinsburg, PA 16662)
8:40 am	Welcome and Special Announcements <i>Glenn Gorrell, PDMP President, and Alan Novak, PDMP Executive Director</i>
8:55 am	Program Introduction by Our Meeting Moderator <i>Michael P. Peachey, CPA Acuity Advisors and CPAs</i>
9:00 am	Five Keys to Profitability <i>Mike Hosterman, Ag Business Consultant AgChoice Farm Credit</i>
9:45 am	Break
10:05 am	Strategies for Thriving in Good Times and Bad Featuring Three of the Top Producers Selected From The Farm Credit Progressive Dairy Benchmark Study <i>Sean Jones, Lester Jones & Sons Inc., Massey, MD John Knopf, Fa Ba Farms, LLC, Canandaigua, NY John Mueller, Willowbend Farm, Clifton Springs, NY</i>
11:05 am	Dealing with Changes on the Horizon An Interactive Session <i>Mike Hosterman and Mike Peachey with Jeff Mamett, Senior Territory Manager Pfizer Animal Health</i>
11:35 am	An Overview of Kulp Family Farms <i>Phil Kulp</i>
Noon	Lunch Served at the Meeting Site
1:00 pm	Travel to Kulp Family Farms <i>(In Your Own Vehicle - directions provided)</i>
1:15 pm	Farm Tour and Q&A Session <i>Hosted by the Kulp Family</i>
3:30 pm	Adjournment

Online Registration at: www.pdmp.org

Toll Free: 877-326-5993 ♦ Email: info@pdmp.org



Dairy Industry Issue Forum Registration Form

How to Make Money at Dairy Farming - Thursday, August 5, 2010

Please Note: By submitting this registration form you will help us be prepared to assist you. For registration information call toll free 877-326-5993.

Complimentary Media Registration

*Although you will be our guest for this meeting, PDMP requests that you RSVP by completing the information below and returning this form. Your cooperation will help to insure that we are prepared for your visit and have an accurate count for materials, seating, and lunch service. **FAX YOUR RESPONSE TO: 814-355-2452***

Publication/Organization Name

Registrant's Name (give name as it should appear on name badge)

Mailing Address

City

State

Zip Code

Daytime Phone

Daytime Fax

Email

Web Address

Additional Registrants (give names as they should appear on name badge)

Total Amount Paid \$ 0

If possible, provide notice of attendance or cancellation before July 30, 2010.

Method of Payment

(Our Federal ID #: 23-3066186)

MAIL send the completed registration form to PDMP:

PDMP Business Office
174 Crestview Drive, Bellefonte, PA 16823
Toll Free: 877-326-5993 ♦ Email: Info@pdmp.org

Credit Card Information: Visa MasterCard

Name on card (print)

Account Number

Exp. Date

Signature

Complimentary

FAX registration form to:

PDMP Business Office Fax: 814-355-2452

I am interested in learning more about the dairy industry in Pennsylvania:

_____ Please send me information about PDMP and contact me to discuss localized story ideas.

_____ Please send me information on the 2011 Dairy Summit or other PDMP events.



Professional Dairy Managers
of Pennsylvania
174 Crestview Drive
Bellefonte, PA 16823-8516

Register for the August 5 Issue Forum

How to Make Money at Dairy Farming

Put The November PDMP Forum On Your Calendar

NOVEMBER 4, 2010
in Lancaster County

**“Dairying in the
Chesapeake Bay Watershed”**
*at New Danville Fire Company Banquet Hall
43 Marticville Road, Lancaster, PA 17602*

Afternoon Tour: Spring Lawn Farm
Hosted by Joe and Dave Garber

2011 PA Dairy Summit

Wednesday, February 2 & Thursday, February 3
Lancaster Host Resort
Lancaster, PA

Hosted by PDMP & PA Dairy Stakeholders
Supporting Partners: Penn State Dairy Alliance
Center for Dairy Excellence
PA Department of Agriculture

www.padairysummit.org