

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



Registration Form

Milk Pricing and Your Milk Check - Thursday, August 5, 2010

Please Note: Registration Due by July 30, 2010

For Registration Information Call 877-326-5993

Registration for Members Producers & Associates

Farm or Business/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 (Confirmations are only sent by email)

Web Address

Additional Registrant (give name as it should appear on name badge)

Additional Registrant (give name as it should appear on name badge)

Photocopy this form if necessary to register additional people from the same farm, business or organization.

____ People from a PDMP Member Farm at \$25 each = \$ _____

____ People from a PDMP Member Business or Organization at \$25 each = \$ _____

Total Amount Paid: \$ _____

Registration for Non-Members

Farm or Business/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 (Confirmations are only sent by email.)

Web Address

Additional Registrant (give name as it should appear on name badge)

Additional Registrant (give name as it should appear on name badge)

Photocopy this form if necessary to register additional people from the same farm, business or organization.

____ People from a Non-Member Farm at \$75 each = \$ _____

____ People from a Non-Member Business or Organization at \$75 each = \$ _____

Total Amount Paid: \$ _____

Refunds will only be made if cancellation is received by July 30, 2010.

6/01/10 - sgt

Method of Payment

Pay by Credit Card and Fax Your Registration!

____ **Please Email Me A Receipt for my Records**

MAIL payment by sending the completed registration form with check payable to PDMP (Our Federal ID #: 23-3066186):

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

FAX registration form with credit card payment information to:

PDMP Registration Office Fax: 814-355-2452

Credit Card Information: Visa MasterCard

Name on card (print)

Account Number

Exp. Date Signature

Our Thanks to The Companies Who Sponsor PDMP Meetings!

Sponsor support makes it possible for PDMP to consistently offer high quality, timely, and topical meetings with such low registration fees. The list of sponsors for each meeting is updated regularly on the PDMP website and our members recognize these sponsors are committed to the future of the dairy industry. Be certain to thank our sponsors when you attend the meeting or when they stop by your farm to talk with you about their products or services. To learn how your company can become a sponsor and support education for dairy producers, go to the PDMP website at www.pdmp.org or email: info@pdmp.org.



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