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Toll Free: 877-326-5993

A good time to consider membership

2010 Forums will showcase different management styles

By **GLENN GORRELL**
PDMP President

MILAN, Pa.—The Professional Dairy Managers of Pennsylvania (PDMP) will again have three Dairy Industry Issue Forums this year. The topics for each Forum are ones that the PDMP board, along with the premier partners, saw as front-burner issues.

Our first Issue Forum on June 3 in Perry County will focus on milk pricing. Dr. Mark Stephenson, Cornell University, will be our featured speaker, along with a workshop on understanding your milk check. The afternoon farm tour will be at Duane Hertzler's Moo-Echo Farm, where we will see his rotational grazing herd with the grass in its prime.



(Left) The June 3 Dairy Issue Forum will include a tour of Duane (right) and Neil Hertzler's grazing dairy, Moo Echo Farms, near Loysville, Perry County. (Center) On August 5, the Dairy Issue Forum will include a tour of Phil Kulp's main dairy in Morrissons Cove, Blair County. Kulp Family Dairy LLC includes satellite farms where heifers are raised



and a separate facility for milking two-year-olds. (Right) The November 4 Dairy Issue Forum will include a tour of the Garber family's robotic facility at Spring Lawn Farm LLC, Lancaster County. Pictured are Joe (left) and his son Josiah.

Photos by Sherry Bunting

Professional Dairy Managers of Pennsylvania

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

174 Crestview Drive, Bellefonte, PA 16823-8516
Toll Free: 877-326-5993 ♦ Fax: 814-355-2452 ♦ Email: info@pdmp.org

Application – New Producer Membership

When you make your membership investment in PDMP, your benefits include:

- ✓ Periodic reports and updates on PDMP and the dairy industry
- ✓ "Issue Alert" bulletins, sent electronically when there is time-sensitive information you need to know
- ✓ Input and access to the state's only organization with a dedicated advocacy role on behalf of the dairy producer
- ✓ Reduced registration fees for anyone from your farm to attend PDMP's Dairy Industry Issue Forums and farm tours
- ✓ The opportunity to network and learn from your peers in the dairy industry about ways to improve operations and milk production.

PRODUCER MEMBERSHIPS: **Includes dairy producers and replacement growers.**
Producer Members have one voting right per membership.

Name: _____

Farm Name: _____

Address: _____

City: _____ State: _____ Zip: _____ County: _____ Twp.: _____

Phone (1): _____ (2): _____ Cell Phone: _____ Fax: _____

Email: _____ Website: _____

Please give credit to _____ for recruiting me to join PDMP.

Notice: Electronic communication is the most time-efficient and cost-effective method of transmitting important information about PDMP. By supplying your email and fax information, you are agreeing to accept electronic notices and news as part of your membership. In turn, PDMP pledges to respect your privacy and will do its utmost to protect you from unsolicited communications by third parties.

Help PDMP build a database of information about Pennsylvania's dairy industry by providing the following information:

Dairy Producers: Number of cows _____ Replacement growers: Number of animals _____ Rolling herd average: _____

Number of tillable acres owned: _____ Number of tillable acres rented: _____

Number of grain corn acres planted: _____ Number of corn silage acres planted: _____

Total number of employees (full-time equivalent) _____ Total number of owners/senior/middle management employees _____

MEMBERSHIP FEES: **Includes dairy producers and replacement growers.**
(Replacement growers substitute head for cows when determining dues.)

Up to 250 cows = \$100 / farm 251 – 500 cows = \$200 / farm 501 + cows = \$300 / farm

Total Amount Enclosed \$ _____ (Our Federal ID #: 23-3066186)

TO MAIL your membership application, enclose check/money order made payable to PDMP to: 174 Crestview Drive, Bellefonte, PA 16823-8516

TO FAX your membership application, provide credit card information below and fax form to the Business Office Fax: 814-355-2452

Credit Card Information: Visa MasterCard

Account Number _____ Exp. Date _____

Name on Account _____ Authorization Signature _____

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Duane was recognized as one of three 2010 Pacesetters at this year's Pa. Dairy Summit in February.

On August 5 in Blair County, the Forum topic will focus on how to be profitable in dairy farming. The afternoon tour will be at the farm of our Dairy Summit speaker, Phil Kulp. Producers who attended the Summit gave Kulp high marks as one of the most interesting speakers.

The August Issue Forum will offer a great opportunity for us to see Phil's operation—Kulp Family Dairy—and to hear from Forum speakers: Mike Hosterman of AgChoice Farm Credit, Mike Peachey of Acuity Advisors and CPA's, and Jeff Mammatt of Pfizer Animal Health.

These two farms that we are going to see in June and August will show two distinctly different management styles, but they are also two of the best in what they do. It is great that PDMP can showcase these two different operations and show the membership and the industry the diversity of dairy farming in Pennsylvania.

Our final Forum on November 4 in Lancaster County will focus on the key environmental issue for our members and the industry: The Chesapeake Bay watershed. This is the key topic other than our dairy economy, and our members need to know how the Environmental Protection Agency (EPA) is moving and what will be coming down the road.

The afternoon farm tour will bring us to another exciting technology: Robotic milkers are the feature attraction at the Garber family's Spring Lawn Farm.

What we have tried to do with our 2010 Issue Forum series is to bring out the most important issues affecting our membership, find the best people to talk about those issues, and visit farms that will interest dairy producers.

These Forums are an opportunity for current and future members to take a day away from their business and say at the end of the day that they learned something valuable for their business and are looking forward to the next Forum.

New members will find that PDMP is a forward thinking, diverse group of dairy producers with a lot to offer. We are not a "big-farm" group. Our membership spans producers with under 100 cows to more than 1000 cows. And the three farm tours in our upcoming Issue Forums represent three totally different thought processes and management styles.

Each Forum includes lunch between the morning program and the afternoon farm tour. Members and anyone associated with the member's farm can attend our Dairy Industry Issue Forums at a substantial discount, so now is a good time to think about your PDMP membership.

Stay tuned for more details on PDMP's upcoming Dairy Industry Issue Forums. Non-members may also attend. These Forums are a good way to see what PDMP membership is all about. Visit www.pdmp.org for more information about attending a Forum or becoming a member, or call us at 877.326.5993.