



For Immediate Release

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New Monthly Calls to Address Margins, Markets and Risk Management Program

Regular Reviews to Help Producers Understand LGM for Dairy

Harrisburg – “Protecting Your Profits,” a new monthly conference call series hosted by the Center for Dairy Excellence will provide regular updates on dairy markets and margins currently available through the Livestock Gross Margin, or LGM, for Dairy insurance program.

Starting Wednesday, Feb. 23, the calls will be held the last Wednesday of each month from noon – 12:30 p.m., just ahead of the monthly LGM sales date which is the last business Friday until the following day, Saturday, at 9 p.m.

Host Alan Zepp, risk management program coordinator for the center, will list estimated expected margins for the LGM sales period that month and discuss the relationship between those expected margins and historical figures. Zepp will also review recent market news and provide insight on developing a strategy to include LGM for Dairy in a dairy farm’s risk management plan.

“Changes recently made to the LGM for Dairy insurance program have made it much easier for dairy farmers to use,” said Zepp, who meets regularly with dairy farm families to review their risk management options. “As more farmers learn about these changes and have more questions, this call series will help them better understand the margins and provide the opportunity to learn from each other.”

Anyone can participate in the monthly conference call series, which will be handled much like the center’s “Mastering the Dairy Business” series. Presentation materials can be downloaded from the Center for Dairy Excellence’s website at www.centerfordairyexcellence.org.

Participation is free, but pre-registration is required, and each conference call is limited to 50 dairy producers. Participation is on a first-come, first-served basis. To register, call the center at 717-346-0849 with name, phone number, e-mail address and the date of call. Once registered, participants will receive the call-in number and code.

For more details about the monthly conference call learning series, contact the Center for Dairy Excellence at 717-346-0849 or by e-mail at info@centerfordairyexcellence.org. More information about this and other resources from the center can be found at www.centerfordairyexcellence.org.

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Photo 1: Alan Zepp

The Center for Dairy Excellence is a non-profit organization developed by the Pennsylvania Department of Agriculture. Bringing together people from more than 40 different dairy organizations in Pennsylvania, the Center's mission is to enhance the profitability of the dairy industry by empowering people, creating partnerships, and increasing the availability and use of resources. Learn more about the Center at www.centerfordairyexcellence.org.