



For Immediate Release
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JULY DART MEETINGS OFFER VISITS TO UNIQUE DAIRY FARMS

Participants Can Hear Producer Perspective on the 'Do's and Don'ts' for Making Farm Calls

HARRISBURG – Dairy sales and service representatives working directly with dairy producers can learn new approaches to making farm calls at the July round of Dairy Advocacy and Resource Team, or DART, workshops. Four unique Pennsylvania dairy farm operations will welcome participants in the meetings hosted by the Pennsylvania Dairy Task Force and the Center for Dairy Excellence.

Each meeting will include a farm tour followed by discussions including the “do’s and don’ts” for making farm calls from the dairy producer’s perspective; Pennsylvania’s dairy farm business performance in 2008; and risk management options for dairy producers.

“This round of DART meetings promises to be very informative as we’ll discuss 2008 business performance as well as review 2009 state of the business and risk management concepts,” says John Frey, executive director for the Center for Dairy Excellence.

Mike Evanish and his staff at MSC Business Services will lead the discussion about the 2008 dairy business performance. Alan Zepp, risk management specialist with the Center for Dairy Excellence, will provide updates about LGM for Dairy and other risk management options available to dairy producers.

“LGM for Dairy is a viable option for dairy producers to protect their milk price risks,” Zepp says. “As sales and service representatives visit with their dairy clients, it is important they understand the logistics of the program and how it can benefit producers in times of low milk prices.”

Four meetings are scheduled with lunch provided:



- **Blair/Bedford Area:** Tuesday, July 21, noon – 4 p.m., at the Kulp Family Dairy LLC, 1691 Millerstown Road, Martinsburg, PA 16662, Blair County. *The meeting will convene at the Morrison Cove Memorial Park, 201 S. Walnut St., Martinsburg, and will move to the Kulp Farm after lunch.*
- **Lancaster Area:** Wednesday, July 22, noon – 4 p.m., at the Riverview Farm owned by the Nissley family, 214 Prospect Road, Mount Joy, PA 17552, Lancaster County.
- **Williamsport Area:** Tuesday, July 28, noon – 4 p.m., at the Charles Ulmer Farm, 3923 Rt. 973 East, Cogan Station, PA 17728, Lycoming County.
- **Northwestern Pennsylvania:** Wednesday, July 29, noon – 4 p.m., at the John Ligo Farm, 2100 Scrubgrass Road, Grove City, PA 16127, Mercer County.

Any dairy professionals directly involved with Pennsylvania producers are encouraged to attend. The meetings qualify for continuing education credits from the American Registry of Professional Animal Scientists and in veterinary medicine.

For more information or to register, visit www.centerfordairyexcellence.org. Click on “Industry Rep.” and then on “Register for DART meetings.” Reservations can also be made with Cerrita Reed at c-creed@state.pa.us or 717-346-0849.

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The Center for Dairy Excellence is an initiative of the Department of Agriculture and was launched in January 2004 by Governor Edward G. Rendell. 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.