



For Immediate Release
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**FINANCE EXPERTS TO HOST CONFERENCE CALLS ON DAIRY
MARKETS, WORKING WITH LENDERS**
Calls are Part of Dairy Center's 'Mastering the Dairy Business' Series

HARRISBURG – Dairy producers can learn ways to plan financial strategies for the next six months from two nationally-known financial advisors – Dr. David Kohl and Gary Sipiorski – during two “Mastering the Dairy Business” conference calls hosted by the Center for Dairy Excellence.

Kohl, professor emeritus from Virginia Tech, will lead a call on Wednesday, Aug. 26, from noon to 1:30 p.m., and Sipiorski, a 17-year veteran in the banking industry and regular columnist for *Hoard's Dairyman*, will lead a call on Tuesday, Sept. 29, from noon to 1:30 p.m.

“The conference calls provide useful, timely information for our state’s dairy producers,” said John Frey, executive director of the Center for Dairy Excellence. “These next two calls in particular will be unique opportunities to hear from two well-respected, nationally-known experts who have a broad understanding of dairy finances.”

Kohl will address the volatile economic environment and discuss short- and long-term factors impacting dairy profitability, by providing insight into the viability of the dairy industry. He will share the “nuts and bolts” of making a dairy farmer more bankable, or capable of receiving credit. Kohl has traveled more than seven million miles in his professional career and has energized a variety of agricultural audiences with his keen insight in more than 5,000 workshops and seminars.



During the call on Sept. 29, Sipiorski will address the impact of the worldwide recession on the dairy industry and explain what happened to milk prices and what needs to happen for price recovery. He will also recommend financial measures dairy producers should take now, and how to prepare for the rebound in milk prices.

Sipiorski joined Vita Plus in 2008, after spending 17 years with the Citizens State Bank of Loyal, Wis., where he worked primarily with dairy producers. He serves on an advisory committee on agriculture and industry for the Federal Reserve Bank of Chicago, and is a columnist for *Hoard's Dairyman*.

Registration is required to participate in either call, and participation is on a first-come, first-served basis. To register, call 717-346-0849 and specify the date of call, name, phone number and e-mail address. To ask specific questions to be answered during the conference call, please e-mail the questions to the Center for Dairy Excellence at info@centerfordairyexcellence.org. Once registered, participants will receive the call-in number and code.

For more information about the conference calls or the Center for Dairy Excellence, call 717-346-0849 or e-mail info@centerfordairyexcellence.org. For more information about the center's programs and resources, visit www.centerfordairyexcellence.org.

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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.