



**For Immediate Release**  
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## **DAIRY CALLS ADDRESS BUILDING BUDGET FOR SUCCESS** *Experts Stephenson, Snider to Offer Advice on Dairy 2010 Budget Planning*

**HARRISBURG** – Nearly 12 months of below breakeven milk prices left little room in any dairy budget for mistakes in the new year. To help dairy farm owners begin the difficult process of building a 2010 budget, the Center for Dairy Excellence set two “Mastering the Dairy Business” noon conference calls in January.

Wednesday, Jan. 13 from noon – 1:30 p.m., Dr. Mark Stephenson from Cornell University will host the first call. Respected for his insightful but realistic views of the challenges and opportunities Northeast dairy farm families face, Stephenson is an extension associate working in dairy marketing and policy. He has identified benchmarks to success in dairying in the U.S., and he will provide insight on what dairies should be working toward in 2010.

The second call is Wednesday, Jan. 27 from noon to 1:30 p.m. Leading the call is Gary Snider, the vice president of farm business consulting for Farm Credit of Western New York. Respected for working with Northeast dairy farms, Snider has helped them identify key areas to improve cash flow and profitability. He will offer his insight on factors to consider in building your 2010 dairy budget.

Both conference calls are offered at no charge to participants, but pre-registration is required and is on a first-come, first-served basis. To register, call the center at 717-346-0849 with the date of call you plan to attend, your name, phone number and e-mail address. Once registered, you receive the



call in number and code.

For more information about the conference calls, call the center at 717-346-0849 or e-mail the center at [info@centerfordairyexcellence.org](mailto:info@centerfordairyexcellence.org). For more information about the Center for Dairy Excellence and the programs and resources available through the center, visit [www.centerfordairyexcellence.org](http://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](http://www.centerfordairyexcellence.org).*