



## For Immediate Release

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### **CONSULTANTS AVAILABLE AS BUSINESS RESOURCE FOR DAIRY FARMS**

Center Offers Farm Families Resources to Making Decisions on Farm Profitability, Viability

**Harrisburg** – Dairy farmers facing decisions about farm profitability and viability can find help with the Center for Dairy Excellence’s Dairy Decisions Consultant program.

The center will provide \$1,500 for individual dairy farms to utilize the expertise of the consultants to address decisions that will future of their dairy farm business. The consultants are hired by the center whose services are not charged to qualified applicants.

“Any farm family contemplating decisions regarding the future of their dairy business could benefit from this program,” said John Frey, executive director of the Center for Dairy Excellence. “Those we named Dairy Decisions Consultants have significant experience in doing whole-farm analysis and viability studies, and can provide real insight on the future direction a farm should take.”

The Dairy Decisions Consultant program was unveiled in April 2010 to assist dairy farm families make sound decisions amidst 18 months of low milk prices and negative margins. The program’s goal is to provide professional consulting services to dairy farm owners who have not used professional consultants in the past.

“This program was developed because of the increasing number of calls from producers asking the center for help in knowing what to do to curb the ongoing equity erosion resulting from the low milk prices,” Frey said.

The 12 dairy decisions consultants are Bruce Dehm from Dehm Associates, LLC; Dr. Brian Reed, Agricultural Veterinary Associates; Kendall Ruth from Acuity Advisors; Greg Squires from Dairy Enterprise Services; Dr. David Welch from White Oak Consulting; Mike Hosterman and Scott Owens from AgChoice Farm Credit; and Wayne Brubaker, Harlan Fricke, David Fleming, Kelly Ritchey, and Lee Wenger from MSC Business Services

The new program will cover the cost of dairy farm families and farm business owners to sit down with one of these 12 consultants to evaluate the farm’s business performance, financial condition and cost of production. The goal will be to explore possible scenarios for strengthening the balance sheet and improving financial performance, and the consultant will identify strategies to move the business forward.

“The last 18 months of negative profit margins have taken a toll on many Pennsylvania’s dairy farm families,” Frey said. “Many decisions that need to be made in the short term are complex and require significant analysis to determine the right



approach. The goal of the Dairy Decisions Consultants Program is to provide help to work through these decisions.”

To participate in the program, dairy farms must apply and submit with the application a current balance sheet and income statement. All information will be kept confidential. A \$175 application fee must also be submitted with the application, which will be refunded if the application is not approved.

Producers applying to the program must have a demonstrated need for unique consulting services and show a sincere interest in improving both herd performance and financial position. The program will fund a maximum of 15 hours or \$1,500 of time for the consultant to spend with each individual farm business.

To download an application or for more information about the Dairy Decision Consultant Program, visit the center’s website at [www.centerfordairyexcellence.org](http://www.centerfordairyexcellence.org). Click on the “DDC” logo on the middle of the home page, or call the center at 717-346-0849 for more details.

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The Center for Dairy Excellence is a [non-profit organization developed by the Pennsylvania 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).