For Immediate Release

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GET RISK MANAGEMENT INSIGHT HEADING INTO THE 2027 CROP YEAR DURING FREE WEBINAR

The Free "Protecting Your Profits" Webinar Will Take Place on November 13 at 12 p.m. EST

Harrisburg, Pa. – Most dairy producers have felt the margin squeeze on the farm over the past few years. To get risk management insight heading into the 2027 crop year, join the Center for Dairy Excellence's free webinar titled "Crop Risk Management 101: Know Your Futures & Options" on Friday, November 13 from 12-1 p.m. Hear expert insight from Andy McCarty, Dairy Business Advisor for Land O'Lakes, Inc.

"Andy McCarty is back on our 'Protecting Your Profits' series, and this month, he'll be breaking down several risk management programs to help producers navigate tight margins," said Valerie Mason-Faith, Risk Education Manager at the Center for Dairy Excellence. "As we wrap up 2026, this is a great time to evaluate some of these programs and brainstorm ways to manage your margins tighter for the upcoming 2027 crop year."

During this webinar, McCarty will break down crop risk management options to help producers think ahead for 2027. He will share:

- Several risk management programs producers can utilize, whether it's risk management through an agent, standard Crop Insurance programs, DRP, LGM, and LRP, contracting milk, Dairy Margin Coverage (DMC), or ARC/PLC decisions
- How these programs could help producers manage their margins tighter for the upcoming 2027 crop year

This webinar is part of the Center's "Protecting Your Profits" series. To sign up for the free webinar on November 13, visit www.centerfordairyexcellence.org/pyp-webinar. Connection details will automatically be sent via email after you sign up. A recording will be shared after the live webinar is concluded.

Andy McCarty serves as a Dairy Business Advisor for Land O'Lakes, Inc. for member-owners in the Mid-Atlantic region, providing a full suite of risk management services for their operations. Andy is a licensed Dairy Revenue Protection Insurance Agent and provides cost of production analysis, milk production and expense budget development, milk marketing plan development, and provides timely market updates. With over 18 years in the agriculture industry, Andy has a wide range of expertise in risk management. He is

not afraid to roll up his sleeves and help any producer find common-sense solutions through different tools available that can have lasting impacts and benefits.

Valerie Mason-Faith, Risk Education Manager at the Center, will facilitate the webinar. Contact Valerie at vmason@centerfordairyexcellence.org or call (717) 550-8720 with questions about the webinar.

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The Center for Dairy Excellence is a non-profit organization initiated by the Pennsylvania Department of Agriculture in 2004. 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 at centerfordairyexcellence.org.

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www.centerfordairyexcellence.org/our-foundation/