



For Immediate Release

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March 11, 2024

CENTER TO HOST TWO MARCH WEBINARS ABOUT PROTECTING YOUR MARGIN WITH DMC AND RECRUITING EMPLOYEES ON YOUR DAIRY

The Free Webinars Will Take Place on March 20 and March 22 From 12-1 p.m.

Harrisburg, Pa. – The Center for Dairy Excellence has two upcoming March webinar opportunities for dairy producers and industry professionals. The first will be a Workforce Development webinar on Wednesday, March 20, and the second will be a special ‘Protecting Your Profits’ webinar on the Dairy Margin Coverage Program on Friday, March 22.

On Wednesday, March 20 from 12-1 p.m., the Center for Dairy Excellence will host a webinar titled “Recruiting Employees on Your Dairy: Resources and Programs to Help.” Led by Michelle Shearer, Workforce Development Manager at the Center, attendees will learn about several opportunities to expand their workforce and recruit employees on their dairy operations. Shearer will share information about the Center’s Dairy Herd Manager Registered Apprenticeship, Dairy Laborer Registered Pre-Apprenticeship, and other resources available to help dairy producers find qualified employees.

The webinar will also feature Jacob Conklin, Business Services Consultant for the SCPA CareerLink, as a guest speaker. Conklin will share information about the resources available through CareerLink and Workforce Development Boards, including paid work experiences and worker recruitment opportunities available to dairy producers who are looking to recruit, hire, train and retain employees.

“CareerLink has helped pay hourly wages and workmen’s compensation insurance on dairy operations, so we are looking forward to having Jacob Conklin on the webinar to describe some of these opportunities and how they can directly benefit dairy producers who are hiring employees,” Shearer said. “Labor shortages continue to be a challenge on many PA dairy farms, so we look forward to sharing some of the current apprenticeship opportunities and recruitment tools that are available to dairy producers.”

The SCPA CareerLink serves Adams, Cumberland, Dauphin, Franklin, Juniata, Lebanon, Perry, and York Counties. Dairy producers from those counties are encouraged to join the webinar. The apprenticeship opportunities that will be shared on the webinar are available to dairy

producers from any county across Pennsylvania, so all dairy producers and industry professionals are welcome to join the discussion.

There is no cost to participate in the webinar, and no registration is necessary. A recording will be shared after the event. Individuals can join via webinar or conference call.

Webinar Format

Visit www.centerfordairyexcellence.org/recruiting-employees-webinar on Wednesday, March 20 at 12 p.m. to launch the webinar and watch live.

Conference Call Format

Individuals who would prefer to connect via conference call can dial the following number on Wednesday, March 20 at 12 p.m.

Dial: 1-646-558-8656

Meeting ID: 827 9405 1458

Passcode: 389199

On Friday, March 22 from 12-1 p.m., the Center will host a special “Protecting Your Profits, Protecting Your Margin with DMC” webinar led by Jayne Sebright, Executive Director at the Center, and featuring Cnythia Walters, Agricultural Program Specialist with the USDA. Walters will provide an overview of changes in the Dairy Margin Coverage (DMC) Program for 2024. With the Farm Bill extended through December, DMC enrollment is now open. Dairy farmers have until April 29, 2024 to enroll in the margin-based insurance coverage program. The DMC margin has already been announced for January at \$8.48 per hundredweight, yielding a \$1.02 indemnity payment for those farms that choose a \$9.50 coverage level.

During the webinar, Sebright will also provide a short recap on where dairy markets are and what factors could influence the margins going forward in 2024. The webinar recording will be released after the event.

“In 2023, those farms that enrolled in the DMC Program had an added layer of protection when milk prices fell to very low levels during the summer months. While futures prices do currently appear better than where they were in 2023, there is still a lot of uncertainty in the marketplace. Protecting your dairy against margin risks is an essential tool in managing your business,” Sebright said. “We are pleased to have Cynthia Walters joining us for the webinar who can share an overview about the DMC Program and provide an update on the changes.”

To join the discussion in a format that is most convenient for you, the Center will host it in a webinar, podcast, and conference call format. There is no cost to participate in the ‘Protecting Your Profits’ discussion, and no registration is necessary.

Webinar Format

Visit www.centerfordairyexcellence.org/MarchPYP on Friday, March 22 at 12 p.m. to launch the webinar and watch live.

Conference Call Format

Individuals who would prefer to connect via conference call can dial the following number on Friday, March 22 at 12 p.m.:

Dial: 1-305-224-1968

Meeting ID: 862 7281 5599

Passcode: 302645

Podcast Format

Visit www.centerfordairyexcellence.org/pyp to listen to a recording of the “Protecting Your Profits” discussion in podcast format and subscribe to get notified when new episodes are released. The episode is expected to be published after the live webinar is concluded.

Visit www.centerfordairyexcellence.org/events to learn more about both March webinar opportunities. Contact Jayne Sebright at jsebright@centerfordairyexcellence.org and Michelle Shearer at mshearer@centerfordairyexcellence.org, or call 717-346-0849, with questions about the events.

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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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