



CENTER FOR  
**Dairy**EXCELLENCE

## For Immediate Release

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May 11, 2022

### REGISTRATION NOW OPEN FOR 2022 DAIRY FINANCIAL & RISK MANAGEMENT CONFERENCE

*The Conference, "Adjusting the Lens," Is Set for September 14, 2022*

**Harrisburg, Pa.** – Registration is now open for the 13th annual Dairy Financial and Risk Management Conference, titled "Adjusting the Lens." Designed to help attendees bring their lens into focus for on-farm profitability and risk management, the event is planned for Wednesday, September 14 from 8 a.m. to 4 p.m. at the Sheraton Harrisburg Hershey Hotel in Harrisburg, Pa. Dairy financial consultants, lending representatives, and interested dairy producers can register online at [www.centerfordairyexcellence.org/financial-conference](http://www.centerfordairyexcellence.org/financial-conference).

This year's conference will help dairy professionals create a clear vision for future profitability. Attendees will hear from a wide range of speakers, including a panel of dairy producers who will share their perspective on everyday costs we can control at the farm level. Additional speakers will also share key performance indicators for Pennsylvania dairy production and provide an in-depth analysis of dairy markets and economic forces.

"Sometimes the future of dairy might look blurry with so much volatility in the marketplace, but the goal of this year's Dairy Financial and Risk Management Conference is to help bring our lens into focus by hearing from outside perspectives – at the farm level, economic level, and beyond," said Zach Myers, risk education manager at the Center for Dairy Excellence. "Our speakers will share what things look like from their vantage points, including dairy market drivers, profitability at the farm level, key performance indicators, and forage and feed costs."

Conference topics include:

- **A Dairy Market Snapshot: 2022 Highlights and 2023 Market Forces – Speaker to be announced.** Milk prices might look good for 2022, but how soon are they going to fall? This session will provide a snapshot of 2022 dairy markets and analyze future market forces that will affect the dairy economy heading into 2023.
- **A Farm-Level View: Producer Panel Discussion – Panelists to be announced.** Several dairy producer panelists will share what their lens looks like and how they are leveraging grants and resources, including consultants and profit teams, to forge a clear path for future profitability.

- **PA Performance Indicators: Where Do We Stand? – Panelists to be announced.**  
Pennsylvania dairy producers have their own unique goals, but comparing their performance to their peers across the state can help drive efficiency and success. This session will discuss key performance indicators across Pennsylvania dairy operations.
- **Foraging for Profits: Crop Production Costs and Feeding Management Decisions – Tim Beck and Rainey Rosemond from Penn State Extension.** On most dairy farms, feed and forage costs can ultimately dictate production costs and on-farm profitability. This session will not only dissect feed and forage costs, but offer strategies for using them to improve a farm's bottom line.

The cost to attend this year's Dairy Financial and Risk Management Conference is \$250 per person, discounted to \$225 for those who are representatives of the Center for Dairy Excellence Allies for Advancement.

For more information about the program and to register for the event, visit [www.centerfordairyexcellence.org/financial-conference](http://www.centerfordairyexcellence.org/financial-conference) or call Zach Myers at 717-346-0849.

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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](http://centerfordairyexcellence.org).

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