



## For Immediate Release

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### **SAVE THE DATE FOR DAIRY FINANCIAL CONFERENCE ON SEPTEMBER 10**

*Dairy Financial Consultants and Representatives Are Invited to the Annual Event*

**Harrisburg, Pa.** – Dairy financial consultants, lending representatives, and interested dairy producers are encouraged to save the date for the 16<sup>th</sup> annual Dairy Financial and Risk Management Conference. Titled “Leveling Up Pennsylvania Dairy,” the conference is planned for Wednesday, September 10, 2025 from 8 a.m. to 2 p.m. at the PA Farm Show Complex in Harrisburg, Pa., a new location for the conference.

“For the Pennsylvania dairy industry, the best view usually comes after the hardest climb. There’s always another way to level up and find room to grow, not necessarily in cow numbers but in management practices and business acumen,” said Valerie Mason-Faith, Risk Education Manager at the Center for Dairy Excellence. “At this year’s event, learn what the top 10 percent of dairy farmers do to set their businesses apart and hear firsthand from dairy producers who have turned their operations around financially. We have some new faces speaking at the conference this year, and we’re looking forward to enlightening sessions on how to level up, navigate rock bottom years, and consider how tariffs and trade policy impact global dairy markets.”

Those who are working with dairy clients to protect their risk, navigate the ever-changing dairy marketplace, and make financial decisions with the future in mind are encouraged to attend. Pauly Paul, one of this year’s speakers, will lead the session: *Cream of the Crop: What Sets Dairy’s Best & Brightest Apart?* Paul will dive into what underperforming dairies can do to get turned around and how can high-performing dairies can level up. As an ag business consultant and the owner of Complete Management Consulting LLC, Paul has data and boots-on-the-ground insight to share on what the top 10% of dairies do that set them apart.

Pauly Paul and his team at Complete Management Consulting LLC work alongside farm owners and employees, as well as their lenders, to assess the business both in the barn and on their balance sheet, in order to provide proven methods to save time, money and man hours, while increasing income and operational efficiency. Prior to founding Complete Management Consulting, Pauly spent several years running bank-owned dairies and successfully bringing them back from bankruptcy to a bottom line in the black. This experience, combined with more than 15 years working in dairy cattle reproduction, developed the “boots on the ground” approach he is known for in assessing all aspects of business organization, operations and finance. Additional services include: full-service farm management, crisis management, employee training and court-ordered

receiverships. Based in New Holstein, Wisconsin, the team serves farms and businesses throughout the Midwest and beyond.

Learn more about the Dairy Financial and Risk Management Conference:

- **When:** Wednesday, September 10 from 8 a.m. to 2 p.m. The conference is ending earlier in the afternoon for the convenience of attendees.
- **Where:** PA Farm Show Complex - McClay Street Entrance (2300 North Cameron Street, Harrisburg, PA 17110)
- **Cost:** The cost to attend this year's Dairy Financial and Risk Management Conference is \$260 per person, discounted to 210 for those who are representatives of the Center for Dairy Excellence Allies for Advancement. Dairy producers can attend the conference for a discounted rate of \$130.
- **How to Register:** Visit [www.centerfordairyexcellence.org/financial-conference](http://www.centerfordairyexcellence.org/financial-conference) to register today or call the Center at 717-346-0849.

The complete program, including speakers and session details, will be released in the coming weeks. Contact Valerie Mason-Faith at [vmason@centerfordairyexcellence.org](mailto:vmason@centerfordairyexcellence.org) or call 717-346-0849 with questions about the conference.

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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).

**Center for Dairy Excellence ▼ 2301 North Cameron St., Harrisburg, PA 17110 ▼ 717-346-0849 ▼**

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