



CENTER FOR
DairyEXCELLENCE

For Immediate Release

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[Speaker photos available for download here.](#)

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2021 DAIRY FINANCIAL CONFERENCE TO HELP DAIRY PROFESSIONALS TURN THE PAGE IN POST-PANDEMIC ERA

Hear From Three Featured Speakers, Dairy Cooperative and Independent Processors

Harrisburg, Pa. – As the Pennsylvania dairy industry moves forward from 2020, the Center for Dairy Excellence is hosting its 12th annual Dairy Financial and Risk Management Conference on Tuesday, September 21 from 8:30 a.m. to 4 p.m. Titled “Turning the Page,” the conference is ideal for dairy financial consultants, lending representatives, and dairy producers who want to learn how to achieve successful growth and make effective business decisions during this post-pandemic era.

The event will be held at the Best Western Premier – The Central Hotel and Conference Center in Harrisburg, Pa. Attendees will hear from three featured speakers and a panel of dairy cooperatives and independent processors with a wide range of experience in applied economics, risk management, dairy policy, cash flow analysis, dairy processing, public affairs, and more.

“Whether your dairy farm or your dairy farm clients are transitioning to outside partners, trying out new risk management tools, planning for retirement, or working with cooperatives to achieve production growth post-pandemic, the dairy industry has certainly learned a lot from the 2020 milk supply situation,” said Zach Myers, risk education manager with the Center for Dairy Excellence. “With our wide range of speakers, we plan to reflect on lessons learned in every corner of the industry and how this newfound knowledge can help you and/or your dairy clients plan for the future.”

Attendees will gain a toolkit of best practices and insights during the full-day conference, including:

- Strategies for managing risk at the farm level
- Current dairy market outlook and early predictions on how 2022 markets look
- Factors that affect the Producer Price Differential (PPD)
- Information on how the PPD can impact milk checks – and how to prepare moving forward
- Guidance on how to use futures to protect business risks

- Ways to form successful relationships with business partners at all levels of the supply chain, especially during times of crisis
- Tactics for creating effective transition plans with outside partners
- Strategies and elements to consider when creating retirement plans
- Ways to minimize your tax burden and maximize your retirement income while keeping the business viable for the next phase, whether you're planning to transition the dairy business to the next generation or an outside partner

"Turning the Page" speakers include Dr. Marin Bozic, Assistant Professor in the Department of Applied Economics at the University of Minnesota; Pete Gelber, a dairy farmer from Barrington Dairies in Montezuma, Georgia; Lamar King, Financial Advisor and Vice President of Relationship Development at Bare Wealth Advisors; and three dairy cooperative and independent processor panelists including Chuck Turner (Turner Dairy Farms), Jennifer Huson (Dairy Farmers of America), and Troye Cooper (Maryland & Virginia Milk Producers Cooperative Association, Inc.).

To register online, visit www.centerfordairyexcellence.org/conference. The cost to attend this year's Dairy Financial and Risk Management Conference is \$200 per person, discounted to \$150 for those who are representatives of the Center for Dairy Excellence Allies for Advancement. Currently, this event is being planned as an in-person event with virtual options being explored.

For more information about the program, speakers and registration process, visit www.centerfordairyexcellence.org/conference or contact 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.

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