



## For Immediate Release

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### **MAY 'PROTECTING YOUR PROFITS' WEBINAR TO FEATURE GUEST SPEAKER**

*Business Consultant Matt Lange Will Share Benchmarking Strategies with Dairy Farmers*

**Harrisburg, Pa.** – On Wednesday, May 27 at noon, the Center for Dairy Excellence will host its monthly “Protecting Your Profits” webinar. Matt Lange, business consultant with Compeer Financial, will join the webinar as a guest speaker and share benchmarking tools to help dairy farms successfully manage their finances. Zach Myers, Risk Education Manager with the Center, will lead the free virtual event which is available in conference call and webinar format.

“Matt has extensive experience providing his dairy clients with production and financial management expertise,” said Myers. “During the webinar on May 27, he will share the importance of benchmarking and describe how it can help in extreme situations like the dairy industry has faced over the last few months. He also plans to summarize some strategies to more safely reduce milk production to meet mandates by milk marketers and co-ops.”

In addition, the webinar will provide an overview of how risk management can benefit dairy operations. Lange and Myers will discuss how benchmarking strategies and risk management tools can help dairy farms analyze their individual costs and understand their numbers.

“Benchmarking is an important tool to ensure your farm is operating as financially sound as possible,” Myers added. “Matt’s expertise with annual budget projections, ongoing performance monitoring, and tactical decision-making will be invaluable to farms that want to take a deeper look at their finances, especially in the midst of such challenging market conditions.”

Matt Lange has been a business consultant with Compeer Financial for 7.5 years. In this role, Matt works with a diverse array of dairy operations and provides his clients with production and financial management expertise. The Compeer Dairy Consulting Team serves over 100 dairy producers annually, ranging in scale and scope across the U.S. and accounting for nearly 110,000 cows. Prior to Compeer, Matt served in various roles of dairy development at the government and non-profit levels. Matt holds a B.S. from UW-Platteville, M.S. in Agricultural Economics from Purdue University, and a MBA from Indiana University.

Visit [centerfordairyexcellence.org/MayPYP](http://centerfordairyexcellence.org/MayPYP) on Wednesday, May 27 at noon to join the webinar. Individuals who would prefer to connect via conference call can dial the following number:

**Dial:** 1-866-266-3378

**Conference ID:** 717-346-0849#

**Passcode:** 0849#

The webinar will start promptly at noon and last one hour. It will be recorded and posted on the Center for Dairy Excellence website for those who are unable to join the live session. There is no cost to participate in the 'Protecting Your Profits' program, and all are welcome to participate. Email Myers at [zmyers@centerfordairyexcellence.org](mailto:zmyers@centerfordairyexcellence.org) for more information.

The webinar's guest speaker series is made possible by a partnership between the Center for Dairy Excellence and North Carolina State University Extension.

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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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