Risk Management

Situation Overview:

A. The following risk management tools applied to this farm before the grant:

- Crop insurance field crops
- Contract feed with a mill

B. *What new risk management tools did the farm pursue during, and after, the project? Please describe.* We investigated other options, but based on the markets, we decided it is not advantageous for us to contract our milk. With the new Farm Bill in place, we will continue to explore what becomes available to dairy farmers.

C. *Does the farm have a marketing plan?* No, we do not have a marketing plan. *Please describe.* There is no specific marketing plan except to ship all milk produced to Swiss Premium Dairy, with no contracting.

Challenges and Opportunties:

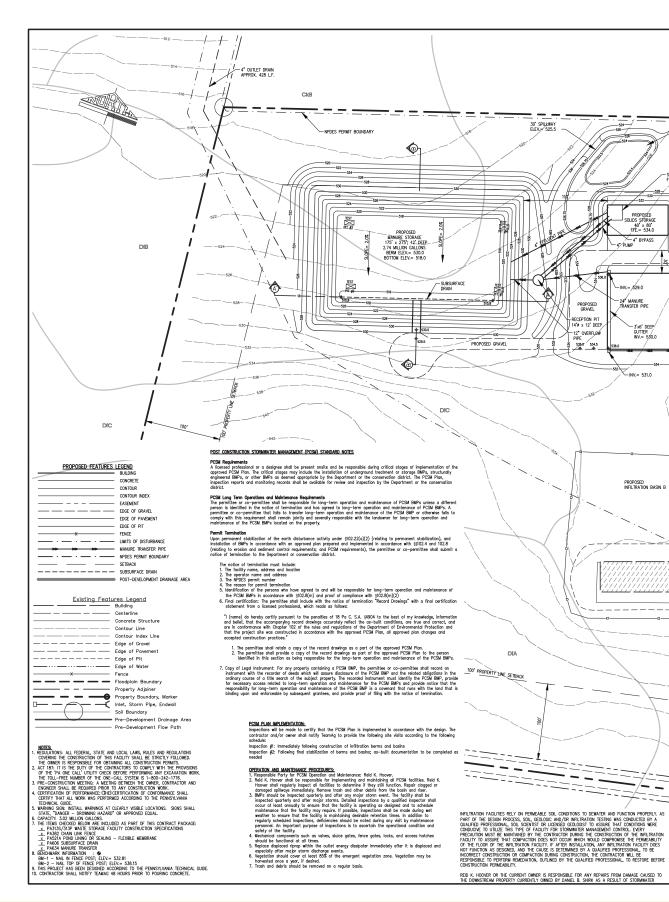
D. *If the farm incorporated new risk management plans into your business model, did you overcome any challenges to implementation? Please describe.* We met with Alan Zepp, Center for Dairy Excellence, and looked at our risk management possibilities and what the market offers, understanding there will be good and bad years.

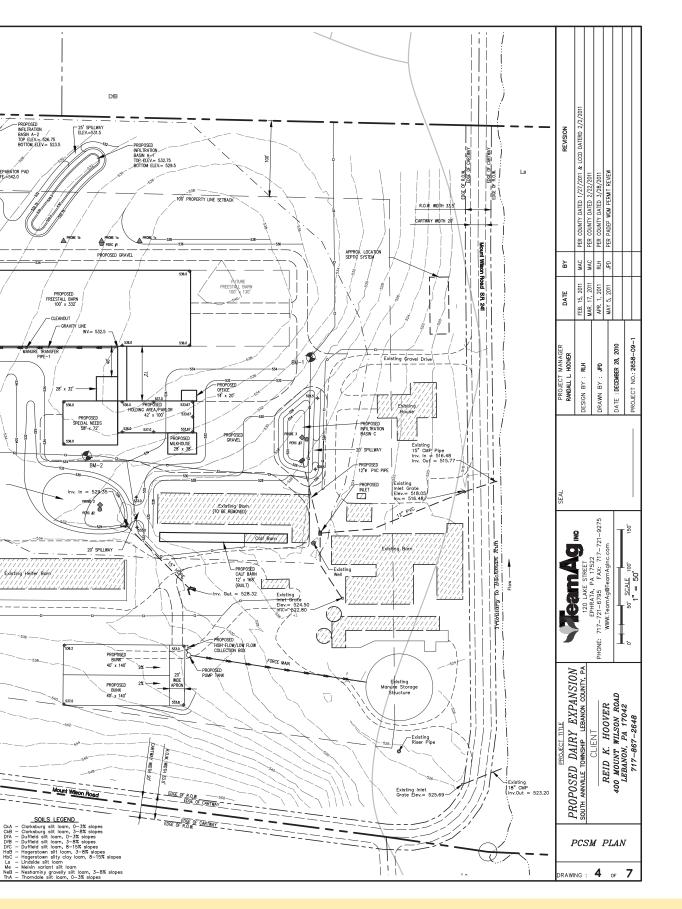
Actions:

E. What communication was necessary with the farm's ag lender and what were their requirements for additional ag protection through risk management to move the project forward? Please describe. Our ag lender is in favor of risk management procedures and programs. He recommended that we seek an outside market analysis to track the market and report back with pertinent information, on an as-needed basis.

Resources and Contact Information

Blueprints:





Resources and Contact Information...continued

Dairy EXCELLENCE

Resources and Contact Information...continued

Articles:

Dairy Spot, The Mid-Atlantic Spot for Dairy http://old.dairyspot.com/brook-corner-holsteins

Contacts:

Please call the Center for Dairy Excellence to make contact with any of these individuals or organizations to learn more about their role in successfully completing this project.

Randy Hoover, Team Ag

Lee Wenger, Pennsylvania Farm Bureau



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