


# 2016 Farm Management Seminar

Average	2011 30 Farms	2012 40 Farms
Number of cows	232	223
Milk sold per cow	24,451	23,632
Feed cost per cwt of milk	\$12.60	\$11.78
Total cost per cwt.*	\$21.38	\$19.83
Net return per cow**	\$319	\$231



**Thursdays, January 7, 14, 21, 28 and  
February 4, 2016 • 7:00 P.M.**

**Commissioner's Meeting Room  
Wayne County Administration Building  
428 W. Liberty St.  
Wooster, Ohio 44691**

### What we'll cover:

- 1/7 - What Is the Mission of Your Farming Operation?
  - Making Record Keeping Do More Than the Tax Return
- 1/14 - Developing Your Balance Sheet
  - Basics of Finance
- 1/21 - Developing Your Business Plan
  - Analyzing Business Performance
- 1/28 - Farm Transition Planning
- 2/4 - Ag Law 101

### Presenters:

- Sam Custer** – OSU Extension, Darke County  
**Bruce Clevenger** – OSU Extension, Defiance County  
**Rory Lewandowski** – OSU Extension, Wayne County  
**Dianne Shoemaker** – OSU Extension, Field Specialist,  
 Dairy Economics  
**David Marrison** – OSU Extension, Ashtabula County  
**Peggy Hall** – OSU Extension, Field Specialist, Ag Law

### Hosted by:

- OSU Extension, Wayne County
- Rory Lewandowski  
lewandowski.11@osu.edu
  - 330-264-8722

### Sponsored by:



### **Farm Management Seminar – Pre-registration and payment are required**

Return registration by January 1, 2016. Registration of \$50 per person includes a light supper and materials. Make checks payable to Ohio State University Extension and mail to OSU Extension, Wayne County, 428 W. Liberty St. Wooster, Ohio 44691. Detach and return this form with payment. Thank you.

Name(s): \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

**Participation limited to the first 30 paid registrations**

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AND ENVIRONMENTAL SCIENCES