

TAKE STEPS NOW TO PREPARE FOR THE COMING MILK PRICE DOWNTURN

In 2009, as milk prices continue to decline while decreases in expenses lag behind, please take steps now to adjust your business plans for this year and beyond.

Dairy farms are vital to Vermont Agriculture and it is essential that you contact your lenders and vendors to discuss the following items:

- Adjusting loan payments
- Loan refinancing options
- Debt consolidation options
- Opening lines of credit
- Determining credit terms on open accounts

For those in need of assistance, the *Farmer's Hotline* is available along with the contact list on the other side of this card. Please do not hesitate to contact any of the people listed to discuss farm or family issues.

CALL THE FARMER'S HOTLINE (toll-free)

800-281-6977

800-639-2130

800-545-8920



866-622-2990 / www.uvm.edu/extension



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UVM EXTENSION FARM VIABILITY PROGRAM

Alan Curler, Financial Management, 802-989-1369

Michael Dolce, Farm Business, 802-775-0070

Dennis Kauppila, Ag/Farm Business Management, 800-545-8920

Glenn Rogers, Farm Business Management, 800-639-2130

Tony Kitsos, Farm Management, 800-639-2130

Allen Matthews, Farm Viability, 802-656-0037

UVM EXTENSION AGRABILITY PROJECT

Alex Garven, Farm Safety Outreach, 866-260-5603

Gail Lapierre, AgrAbility Project, 800-571-0668

UVM EXTENSION RURAL AND AGRICULTURAL VOCREHAB (RAVR) PROGRAM

RUTLAND: 800-281-6977

Kathy Mason, VocRehab Counselor

Margaret Gilman, Counselor Assistant

ST. ALBANS: 800-639-2130

Susan Powers, VocRehab Counselor

Susan Brouillette, Counselor Assistant

ST. JOHNSBURY: 800-545-8920

Audrey Hearne, VocRehab Counselor

Melissa Newland, Counselor Assistant

VERMONT AGENCY OF AGRICULTURE,

FOOD AND MARKETS

Laurel Junkins, Milk Quality and Mastitis Control, 802-793-3868

Louise Waterman, Agriculture Resource Management, 802-828-6900

VERMONT AG MEDIATION PROGRAM

VTAMP is the official USDA certified mediation program in Vermont. VTAMP provides free mediation services to farmers and other members of the ag community in Vermont. Contact 802-583-1100 or www.emcenter.org.



TAKE STEPS **NOW** TO BETTER DEAL WITH THE PRESENT MILK PRICE DOWNTURN

CRUNCHING YOUR FARM NUMBERS

PROVIDED BY UVM EXTENSION

In 2009, paying the bills and making debt payments will become a bigger challenge for Vermont’s dairy producer. Consider taking steps **NOW** to plan how you will manage your farm’s cash flow during this, next, and future year periods. We’re here to help!

CRUNCHING YOUR FARM NUMBERS is currently being offered to any Vermont dairy producer upon request. It is a free and confidential service. It is designed to better prepare you to plan your operating and credit needs for the next 1 or more years. You’ll be asked to provide us with several years’ farm financial and production information from your records, or from your lender. After receiving this information, we will provide you with a full picture of your farm’s historical financial performance and help in developing cash flow projections for future years.

All of the information provided will be useful to you (and your lenders/vendors, if you desire) in making important decisions for your farm’s future, such as:

- What your **cash flow** might look like over the long term.
- What are your realistic **debt restructuring/refinancing options**?
- What **other options** might be considered to improve your cash flow?

To learn more about, or to sign up for, **CRUNCHING YOUR FARM NUMBERS**:

Call ONE of the following Farmer’s Hotline telephone numbers:

| | |
|---------------|--------------|
| St. Albans | 800-639-2130 |
| St. Johnsbury | 800-545-8920 |
| Rutland | 800-281-6977 |

OR

Complete and mail the enclosed form:

Please provide me with more information about **CRUNCHING YOUR FARM NUMBERS**:

Name: _____

Address: _____

Telephone: _____ Cell phone: _____

E-mail: _____

Please mail to ONE of the following UVM Extension offices:

St. Albans – 278 South Main Street, Suite 2, St. Albans, VT 05478-1866

St. Johnsbury – 397 Railroad Street, Suite 3, St. Johnsbury, VT 05819-1740

Rutland – Howe Center Business Park, 1 Scale Avenue, Suite 55, Rutland, VT 05701-4457