



financial literacy for dairy session presenters



Dr. Kevin Bernhardt is an agribusiness professor at UW-Platteville School of Agriculture and Farm Management Specialist with the UW-Extension

and Center for Dairy Profitability. He has also served at the USDA-Foreign Agriculture Service and as a lender for Hills Bank and Trust Company in Iowa City, Iowa.



Gary Sipiorski is a business and financial consultant in the agriculture industry. He served for 30 years in the capacities of loan officer, President/CEO and is

presently Bank Director for the Citizens State Bank of Loyal. He's also been an advisory council member for the Federal Reserve Bank of Chicago, chairperson on the national agricultural committee and with the Independent Community Bankers of America.



Dick Wittman is board chair, transition coach and former manager of a 20,000-acre crop, cattle and timber operation in northern Idaho. He conducts seminars,

workshops and private consulting services to farmers and agribusinesses. His specialties include financial and family business management, transition planning, consultant training and conflict management.

“After the Financial Literacy classes, I’m able to figure out our cost of production for our different entities. We now have a more accurate data system that helps us make decisions for marketing milk and selling beef, and we know what our break-even point is.”

*Jake Hoewisch,
Hoewisch Homestead,
Fremont, WI*



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All participants will complete an online placement test prior to attending to determine which level best suits their degree of financial comprehension. Register online at www.pdpw.org or by calling 800.947.7379.

LEVEL 1

Expand on core financial concepts and prepare for practical application.

TOPICS COVERED

- Goal setting
- Balance sheet principles
 - Annually preparing for all business entities as well as personal
 - Reflecting cost basis and fair-market value
- Cash income statement
- Cash flow budgeting

LEVEL 2

Take a deeper look at more comprehensive financial tools and reporting methods.

TOPICS COVERED

- Profitability and cost-center tracking
- Separating out and measuring profitability of specific entities
- Enterprise budgets
- Accrual adjustments
- Cash flow budgeting and business analysis
- Balance sheet ratios and financial analysis
- Financial ratios and analysis
- Establishing key performance measures and ratios
- Business planning

LEVEL 3

Explore advanced concepts regarding several critical financial-management areas.

TOPICS COVERED

- Using budgeting tools for planning and performance monitoring
- Trend analysis, key metrics and benchmarking
- Using cost production and managerial accounting to simulate strategic shifts
- Strategies for optimizing capital purchases
- Managing family business investment capital; protocols for monitoring and compliance
- Best practices for optimizing family business governance

DATES & RATES

LEVEL 1 4 days of training in 2 sessions

Begins Nov. 9-10, 2022
Concludes Dec. 14-15, 2022

LEVEL 2 6 days of training in 3 sessions

Begins Jan. 18-19, 2023
Reconvenes Feb. 8-9, 2023
Concludes Mar. 1-2, 2023

LEVEL 3 2 days of training in 1 session

Held Mar. 22-23, 2023

Level 1:	\$650/PDPW Member	\$775/Non Member
Level 2:	\$850/PDPW Member*	\$975/Non Member*
Level 3:	\$800/PDPW Member*	\$925/Non Member*

*An online placement test will determine which level participants place into. Those placed into Level 2 will owe an additional \$200 upon finalizing registration; those placed into Level 3 will owe an additional \$150.

Count on us for shared success

Agricultural lenders understand their dairy producer clients are more apt to succeed when they manage their dairies with a solid comprehension of financial concepts.

Many of these lending partners will provide partial or full scholarships to producers participating in the PDPW Financial Literacy for Dairy program. The "Count on Us" campaign gives lenders an opportunity to support producers who are eager to successfully develop their businesses for today and for generations to come.

HERE'S HOW IT WORKS: Attendees pay the program costs to PDPW upon registration and then present their payment confirmation to a "Count on Us" lender. Scholarship amounts and criteria will be determined between attendees and their lenders.

As of 10/13/22 these partners have confirmed "You can count on us!"

Bank of Brodhead	DMB Community Bank
BMO Harris Bank	Farmers & Merchants Union Bank
Bremer Bank	GreenStone Farm Credit Services
Citizens State Bank of Loyal	Nicolet National Bank
Compeer Financial	Rabo AgriFinance
Dairy Business Consulting, Inc.	State Bank of Cross Plains



To learn how your lending institution can be a part of the "Count on Us" program, email us at mail@pdpw.org or call 800-947-7379. For the most current partner list, visit www.pdpw.org.

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CEUs available

Level 1:
up to 32 DACE credits

Level 2:
up to 48 DACE credits

Level 3:
up to 16 DACE credits



"Financial Literacy allowed us to take our dairy business to the next level. I now have a better understanding of the numbers we use every day and a higher level of understanding to plan our business."

Heather Moore,
Moore Family Farm and
Moore Local, Maquoketa, IA