



Professional Dairy Producers®  
820 N. Main St., Suite D  
Juneau, WI 53039



FINANCIAL  
LITERACY  
*for dairy®*

*This isn't your granddad's business.*

**The rules have changed; so have the tools.**

**Dairying  
isn't what it  
used to be**



**FORTUNATELY,  
NEITHER ARE THE LIMITATIONS.**

# WELCOME TO *FINANCIAL LITERACY FOR DAIRY*

*Vetted by first-rate dairy producers and managers,  
Financial Literacy for Dairy will take you higher.*



In this curriculum written by dairy economic expert Dr. David Kohl, attendees will participate in a multi-session course at the level most suited to them, based on an online assessment. Through Financial Literacy for Dairy®, experts in dairy finance will teach the **principles of financial reports** as well as how to **derive and understand the numbers** that drive profitability, **benchmark to measure progress** and **set financial goals**.

With your busy schedules in mind, this program was designed for you to hit the learning hard, then return home to apply what you've learned. Each time you return for the next session, program instructors will present information that builds on your knowledge.

## Location, dates, cost and CEUs

### Location

Marshfield Agricultural Research Station  
Russell Johannes Auditorium  
2611 Yellowstone Drive, Marshfield, Wis.

### Course Dates

Following registration, students will receive an online assessment for placement in the appropriate level. Courses for both levels are presented in a two-day, multi-session format. For both courses, day one will run 9:30 am - 8 pm and day two will run 8 am - 4 pm.

#### Level 1 (4 days of instruction)

Begins: Nov. 26-27, 2018  
Concludes: Jan. 9-10, 2019

#### Level 2 (6 days of instruction)

Begins: Feb. 20-21, 2019  
Reconvenes: Mar. 28-29, 2019  
Concludes: Apr. 10-11, 2019

Class sizes limited to 30 students; priority to active dairy farmers.

### Program cost

#### Member Rate

Level 1: \$600

Level 2: \$850 (\$600 down payment,  
plus \$250 final payment)

#### Non-Member Rate

Level 1: \$725

Level 2: \$975 (\$725 down payment,  
plus \$250 final payment)

To inquire about payment arrangements, call PDPW at 800-947-7379.

### Continuing education credit opportunities

Level 1: up to 32 DACE credits

Level 2: up to 48 DACE credits

**Dairy Advance**  
CONTINUING EDUCATION

**“My goal is to answer the question,  
‘Are we being profitable?’ I’ve learned  
so much from this program.”**



Katie Roth,  
Banner Ridge Farms,  
Platteville, Wis.

**“I loved this course.  
It has really helped  
our farm plan. Now  
we’re managing rather than reacting.”**



Janet Clark,  
Vision-Aire Farm, LLC, Eldorado, Wis.

**CONTACT PDPW *TODAY* TO REGISTER.**

**www.pdpw.org   mail@pdpw.org   800-947-7379**