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Agricultural Outlook Forum
U.S. Department of Agriculture

Presented: February 24-25, 2011

Adapting To A Changing Sector

Bobby Prigel
Glen Arm

Adapting To A Changing Sector





History

Conventional dairying



Increase Cow Numbers



Decrease Employees



Increase Production





Grass Based



Cost of Production



Efficiency Of Scale



Limited Volume



Other Cost Increase



Milk Price Stagnant

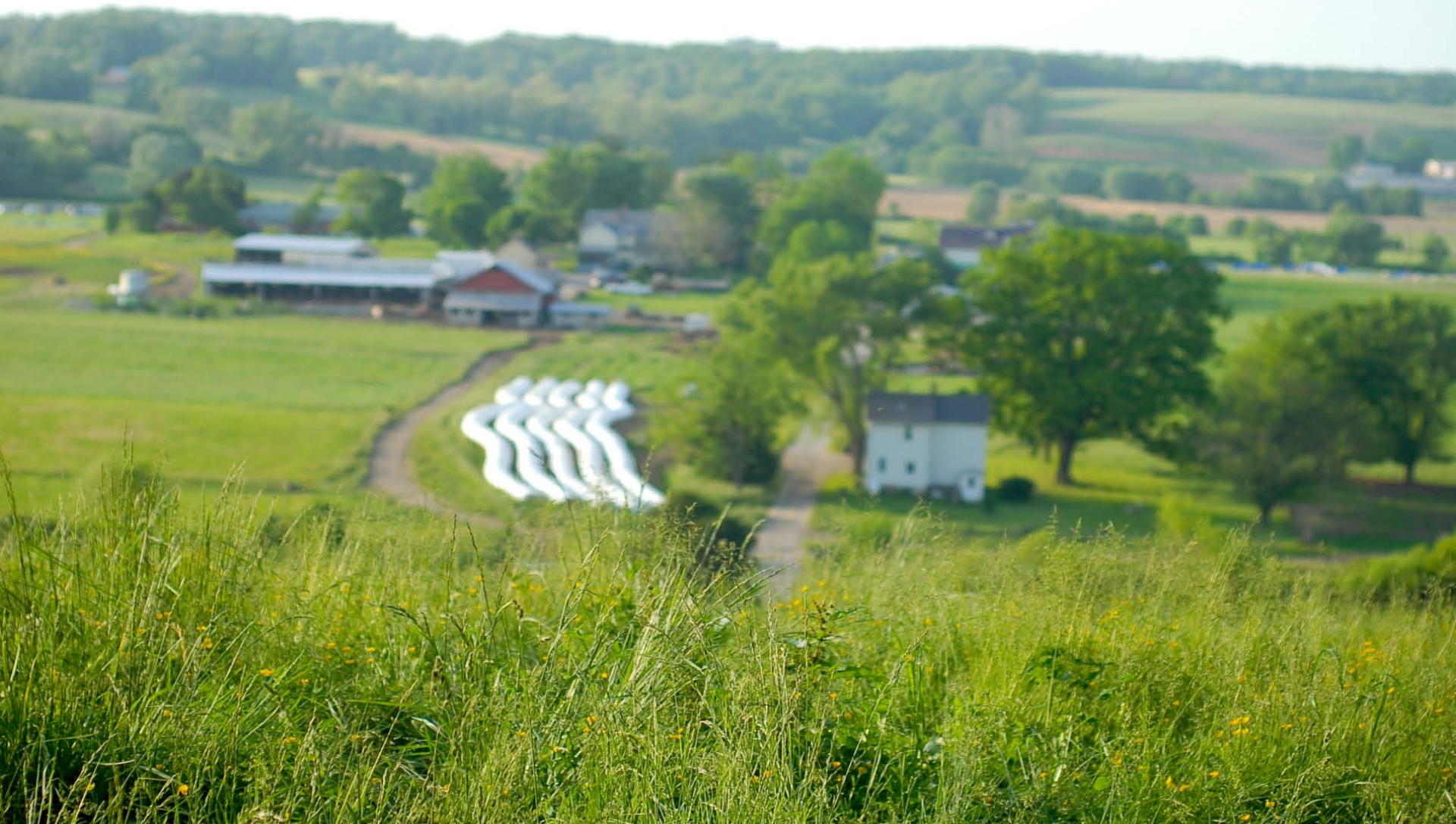
Organic Certification



Still A Commodity



No Control Of Price



Value Added



Consumer Are Here



We Receive Full Value Of Our Products









Opportunities Are Endless



Change



Necessary



Not Everybody Has An Appreciation For Change



