

Registration

Fee: \$85.00

Late Fee \$100.00

(Late Fee begins 5 days prior to workshop)

To register:

- By Mail** Complete the registration form and mail with a check or credit card information to:
Agricultural Economics Dept.
University of Nebraska–Lincoln
303 Filley Hall
Lincoln, NE 68583-0922
- Online** Go to <http://cropinsure.unl.edu>, click on *Workshop Registration*
- By phone** 800-535-3456
402-472-0776 (For security purposes, please do not include credit card number on FAX)

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ E-mail _____

Workshop Location:

Colorado Nebraska Kansas Oklahoma

Payment Method:

Check Enclosed VISA Mastercard

Credit Card # _____

Accommodations

To reserve a room at the Microtel, Brush, CO, call 970-842-4241.

Accommodations near College Park in Grand Island, NE include:

Howard Johnson Riverside Inn — 308-384-5150
Interstate Holiday Inn — 308-384-7770

A block of rooms has been reserved at the Salina Ramada Inn (formerly Holiday Inn) Salina, KS, phone 785-823-1739. To receive the conference rate, you must mention the “K-State Insurance Workshop” and reserve your room before October 18, 2009.

Accommodations near the Autry Technology Center in Enid, OK include:

Baymont Inn — 580-234-6800
Super 8 — 580-242-6100

Planning Partners

Agro National, LLC	Heartland Crop Insurance
ARMtech Insurance Services	National Crop Insurance Services
Farm Bureau Financial Services	NAU Country Insurance
Farmers Mutual Hail Insurance	Producers Ag Insurance Group
Great American Insurance Group	Rain and Hail, L.L.C
	Rural Community Insurance Services



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2009 Insurance Workshop

**MANAGING THE RISKS
OF THE
VOLATILITY IN FARM PRICES
AND THE
GLOBAL RECESSION**

November 10, 2009
Brush, CO
Event Center
Brush Fairgrounds

November 11, 2009
Grand Island, NE
College Park
3180 W Highway 34

November 12, 2009
Salina, KS
Salina Ramada Inn
1616 W. Crawford

November 13, 2009
Enid, OK
Autry Technology Ctr
1201 W. Willow



Agenda and Presenters

- 8:00 - 9:00 **Registration and Coffee**
- 9:00 - 9:45 **The Economic Situation — Are We on the Road to Recovery?**
Colorado — Mark Snead, Assistant Vice President, Branch Executive and Economist, Federal Reserve Bank of Kansas City – Denver Branch
Nebraska and Kansas — Cary Sandell, Vice President and Relationship Manager, Midwest Food and Agribusiness Regional Commercial Banking Office, Wells Fargo Bank, Lincoln
Oklahoma — Chad Wilkerson, Branch Executive, Federal Reserve Bank of Kansas City — Oklahoma City Branch
- 9:45 - 10:15 **Break**
- 10:15 - 11:10 **Managing Risk with the New Farm Income Safety Net**
Colorado—John Deering, Ag Business Management Specialist, CSU
Nebraska—Brad Lubben, Extension Public Policy Specialist, Ag Economics, UNL
Kansas—Troy Dumler, SW Area Ag Economist, KSU
Oklahoma—Rodney Jones, Area Extension Ag Economics Specialist, OSU
- 11:10 - 12:00 **How Will SURE Change Crop Insurance Decisions and Farm Program Participation?**
Art Barnaby, Professor and Extension Ag Economist, KSU
- 12:00 - 1:00 **Lunch**
- 1:00 - 2:00 **Grain and Oilseed Outlook: Short Term and the Long View**
Mike Woolverton, Professor & Extension Specialist, KSU
- 2:00 - 2:45 **Actuarial and Underwriting Changes for the 2010 Crop Year**
Colorado, Nebraska, and Kansas—Rebecca Davis, Director, Regional Office Risk Management Agency
Oklahoma—Debra Bouziden and Samuel Cameron, Oklahoma City Office, Risk Management Agency
- 2:45 - 3:15 **Break**
- 3:15 - 4:00 **The Risks and Rewards of Agricultural Contracting**
Shannon Ferrell, Assistant Professor Ag Law, Ag Economics, OSU
- 4:00 **Closing Comments/Adjourn**

Workshop Objectives

Crop insurance agents, agricultural lenders, marketing consultants, agricultural educators and other risk management service providers will help their clients make more profitable risk management decisions. Farmers and ranchers will apply the information to their management decisions. After the workshop, participants will

1. Understand the impacts of global recession on agriculture.
2. Understand the potential benefits and costs of federal farm programs.
3. Understand the dynamics of the current grain markets and assess grain marketing strategies.
4. Understand the benefits and potential liabilities involved in contracting arrangements.

Who Should Attend

Professionals, including growers/ranchers, who wish to enhance their knowledge of risk management and their ability to design an appropriate risk management plan for the farm/ranch or provide risk management advice to clients. These include:

Crop Insurance Agents	Professional Farm Managers
Lenders	Commodity Brokers
Growers/Ranchers	Crop Consultants
Grain Merchandisers	Financial Advisers

Insurance Continuing Education Credits

Continuing Education Credits have been applied for in the following states:

Colorado	Kansas	Nebraska
Oklahoma	South Dakota	Texas
	Wyoming	