

Registration

Fee: \$100.00

Late Fee \$120.00

(Late Fee begins 5 days prior to workshop)
50% refund if canceled by November 3, 2016

To register:

By Mail Complete the registration form and mail with a check or credit card information to:
Crop Insurance Workshops
Attn: Sandy
303 Filley Hall
Lincoln, NE 68583-0922

Online Go to <http://cropinsure.unl.edu>, click on *Workshop Registration*

By phone 402-472-1742

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ E-mail _____

Circle Workshop Location:

Colorado *Nebraska* *Kansas* *Oklahoma*

Payment Method: *Check Enclosed*

VISA *Mastercard* *Discover*

Credit Card # _____

Expiration Date _____

Name on Card _____ **Signature** _____

Accommodations

Colorado — Microtel, Brush — 970-842-4241

Nebraska — Accommodations near Heartland Event Ctr
Best Western, 2707 S. Locust 308-381-8855
Grand Conference Ctr. 2503 S. Locust 308-384-1330

Kansas — A block of rooms has been reserved at the Courtyard Salina — Marriott, 3020 Riffel Drive
To reserve a room and receive the conference rate,
Call 785-309-1300 by October 26, 2016 and mention the “K-State Insurance Workshop”

Oklahoma — Accommodations near Autry Technology Center:
Baymont Inn — 580-234-6800
Super 8 — 580-242-6100

Planning Partners

ADM Crop Risk Services
AgMax Crop Insurance/Western Agriculture Insurance Co.
ARMtech Insurance Services Inc.
Farmers Mutual Hail
Great American Insurance Co.
Heartland Crop Insurance
ProAg
Rural Community Insurance Services
NAU Country Insurance



Extension is a Division of the Institute of Agriculture and Natural Resources at the University of Nebraska–Lincoln cooperating with the Counties and the United States Department of Agriculture.

University of Nebraska–Lincoln Extension educational programs abide with the nondiscrimination policies of the University of Nebraska–Lincoln and the United States Department of Agriculture.



2016

Crop Insurance Workshop

**FARM SURVIVAL, OUTLOOK, AND
RISK MANAGEMENT STRATEGIES**

November 8, 2016
Brush, CO
Event Center
Brush Fairgrounds
Only 70 miles from Denver Airport

November 9, 2016
Grand Island, NE
Heartland Event Ctr.
700 E. Stolley Park Rd

November 10, 2016
Salina, KS
Bicentennial Ctr.
800 The Midway

November 11, 2016
Enid, OK
Autry Technology Ctr.
1201 W. Willow



Agenda and Presenters

- 8:00 - 9:00 **Registration and Coffee**
- 9:00 - 9:50 **How to Cut Costs and Return to Profitability**
Norm Dalsted, Professor and Extension Farm/Ranch Economist, CSU
- 9:50 - 10:40 **Current Financial Condition of Agriculture — Panel Discussion**
The panel members will discuss and answer questions based on their expertise, experience and knowledge on effectiveness of cost cutting methods.
Panel Members: Each state will identify experts from their region such as
- | | |
|---------------------------------------|--------------------------|
| Ag Lender | Financial Advisor |
| FSA Representative | Equipment Representative |
| State Department of Ag Representative | Producer |
- 10:40 - 10:55 **Break**
- 10:55 - 11:45 **Whole-Farm Crop Insurance**
Colorado & Nebraska — Casey Collins, Senior Risk Management Specialist, RMA
Kansas — Jeff Darrow, Risk Management Analyst, RMA
Oklahoma — TBA
- 11:45 - 12:35 **Lunch**
- 12:35 - 2:15 **Market Outlook**
- | | |
|-----------------|---|
| <i>Colorado</i> | Grain and Livestock — Steve Koontz, Assoc. Professor,
Department of Agricultural and Resource Economics, CSU |
| <i>Nebraska</i> | Grain — Cory Walters, Assistant Professor Agricultural Economics, UNL
Livestock — Jeff Stolle, Nebraska Cattlemen Assoc. |
| <i>Kansas</i> | Grain — Dan O'Brien, NW Area Agricultural Economist, KSU
Livestock — Trent Milacek, NW Area Agricultural Economist, OSU |
| <i>Oklahoma</i> | Grain — Kim Anderson, Extension Grain Marketing Specialist, OSU
Livestock — Trent Milacek, NW Area Agricultural Economist, OSU |
- 2:15 - 2:30 **Break**
- 2:30 - 3:30 **Current Crop Insurance Policy Issues**
Art Barnaby, Professor and Extension Agricultural Economist, KSU
- 3:30 **Closing Comments and 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. Workshop participants will improve their understanding of cost/profit linkages, understand factors impacting agricultural industry, understand Whole-Farm Crop Insurance, and understand current crop insurance policy issues.

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	Farmers/Ranchers
Lenders	Commodity Brokers
Professional Farm Managers	Crop Consultants
Grain Merchandisers	Financial Advisers

Insurance Continuing Education Credits

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

Colorado	Iowa	Kansas
Nebraska	Oklahoma	South Dakota
Texas	Wyoming	