

Registration

Fee: \$90.00

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
- By fax** 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 Discover

Credit Card # _____

Expiration Date _____

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
Quality 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 11, 2012

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

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

Planning Partners

AgMax Crop Insurance/Western Agriculture Insurance Co.
ARMtech Insurance Services National Crop Insurance Services
Farmers Mutual Hail Insurance NAU Country Insurance
Great American Insurance Group ProAg Insurance Group
Heartland Crop Insurance Rain and Hail, L.L.C
Rural Community Insurance Services



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.

UNIVERSITY OF
Nebraska
Lincoln
EXTENSION

2012 Crop Insurance Workshop

**DROUGHT, POLITICS
AND
RISK MANAGEMENT
STRATEGIES**

October 30, 2012
Brush, CO
Event Center
Brush Fairgrounds

October 31, 2012
Grand Island, NE
College Park
3180 W Highway 34

November 1, 2012
Salina, KS
Salina Ramada Inn
1616 W. Crawford

November 2, 2012
Enid, OK
Autry Technology Ctr
1201 W. Willow



Agenda and Presenters

- 8:00 - 9:00 **Registration and Coffee**
- 9:00 - 9:45 **Macro Outlook and Implications for Agriculture**
Colorado — Alison Felix, Asst. VP. And Denver Branch Executive, Federal Reserve Bank,
Nebraska and Kansas— Brian Briggeman, Assoc. Professor, ACCC Director, KSU
Oklahoma — Chad Wilkerson, Oklahoma City Branch Executive and Economist, Federal Reserve Bank
- 9:45 - 10:30 **Policy Outlook: A New Farm Bill for a New Era?**
Colorado — Norm Dalsted, Extension Farm/Ranch Economist , CSU
Nebraska — Brad Lubben, Extension Public Policy Specialist, UNL
Kansas — Troy Dumler, SW Area Ag Economist, KSU
Oklahoma — Jody Campiche, Extension Ag Policy Specialist, OSU
- 10:30 - 11:00 **Break**
- 11:00 - 11:45 **Grain Market Outlook for 2012-2013**
Colorado — Steve Koontz, Assoc. Prof., Dept of Ag and Resource Economics, CSU
Nebraska — Elaine Kub, Author of *Mastering the Grain Markets: How Profits Are Really Made*
Kansas — Daniel O'Brien, NW Area Ag Economist, KSU
Oklahoma — Kim Anderson, Extension Grain Marketing Specialist, OSU
- 11:45 - 12:45 **Lunch**
- 12:45 - 1:15 **RMA Update**
Colorado, Nebraska, Kansas — Jay Waechter, Senior Risk Management Specialist, RMA
Oklahoma — RMA Representative
- 1:15 - 2:00 **Common Land Unit (CLU) Acreage Reporting Plan**
 Troy Brady, Vice President of Data Quality and Systems Design, NCIS
- 2:00 - 2:45 **Land Values/Rents**
Colorado — John Deering, Ag Business Management Specialist, CSU
Nebraska — Allan Vyhnalek, Extension Educator, NEREC, UNL
Kansas — Mykel Taylor, Asst. Professor, Ag Economics, KSU
Oklahoma — Rodney Jones, Area Extension Ag Economist, OSU
- 2:45 - 3:15 **Break**
- 3:15 - 4:00 **Drought, Politics and Risk Management Policy**
 Art Barnaby, Professor and Extension Ag Economist, KSU
- 4:00 **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

1. Understand the common land unit acreage reporting plan.
2. Understand the status of the farm bill and implications for 2013 farm decisions.
3. Assess the economics of alternative land rental arrangements.
4. Assess implications of drought on grain marketing strategies for 2012-2013.

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	Iowa	Kansas
Nebraska	Oklahoma	South Dakota
Texas		Wyoming