

## Registration

**Fee: \$100.00**

**Late Fee \$120.00**

(Late Fee begins 5 days prior to workshop)  
50% refund if canceled by November 8, 2015

### To register:

- By Mail** Complete the registration form and mail with a check or credit card information to:  
Nebraska Extension  
Attn: Crop Insurance workshop  
211 Ag Hall  
Lincoln, NE 68583-0703
- Online** Go to <http://cropinsure.unl.edu>,  
click on *Workshop Registration*
- By phone** 402-472-2966

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 \_\_\_\_\_

## Accommodations

**Colorado** — Microtel, Brush — 970-842-4241

**Nebraska** — Accommodations near College Park:  
Howard Johnson Riverside Inn — 308-384-5150  
Quality Inn — 308-384-7770

**Kansas** — A block of rooms has been reserved at the  
Ambassador Hotel (formerly Ramada Inn)  
To reserve a room and receive the conference rate,  
Call 785-823-1739 by October 31, 2015 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  
Farmers Mutual Hail  
Great American Country  
Heartland Crop Insurance  
ProAg  
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 Ne-  
braska–Lincoln and the United States Department of Agriculture.



## 2015 Crop Insurance Workshop

**RISK MANAGEMENT DECISIONS  
FOR TOMORROW**

**EVIDENCE FROM THE PAST  
PRESENT FARM FINANCIAL CONDITIONS  
DATA TECHNOLOGY & MARKET OUTLOOK**

**November 10, 2015**  
Brush, CO  
Event Center  
Brush Fairgrounds  
Only 70 miles from Denver Airport

**November 11, 2015**  
Grand Island, NE  
College Park  
3180 W Highway 34

**November 12, 2015**  
Salina, KS  
Ambassador Hotel  
1616 W. Crawford

**November 13, 2015**  
Enid, OK  
Autry Technology Ctr.  
1201 W. Willow



# Agenda and Presenters

|               |  |
|---------------|--|
| 8:00 - 9:00   | <b>Registration and Coffee</b>   |
| 9:00 - 9:50   | <b>Past As A Prologue — Lessons from the 1970s and 1980s</b><br>Allen Featherstone, Department Head, Ag Economics Department, KSU  |
| 9:50 - 10:40  | <b>Financial Picture at the Farm the Level</b><br><i>Colorado</i> Norm Dalsted, Extension Farm Ranch Economist, CSU<br><i>Nebraska</i> Tina Barrett, Nebraska Farm Business Assoc., UNL<br><i>Kansas</i> Dave Rempe, Ag Economist, NC Kansas Farm Management Assoc., KSU<br>Robert Kohman, Ag Economist, NC Kansas Farm Management Assoc., KSU<br>Will Feldkamp, Ag Economist, NC Kansas Farm Management, Assoc., KSU<br><i>Oklahoma</i> Rodney Jones, Oklahoma Farm Credit Professor of Ag Finance, OSU   |
| 10:40 - 10:55 | <b>Break</b>   |
| 10:55 - 11:45 | <b>How Insurance Will Use Technology and Big Data</b><br><i>Colorado</i> Brent Young, Regional Extension Specialist, Ag and Business Management, CSU<br><i>Nebraska, Kansas, Oklahoma</i> Terry Griffin, Cropping Systems Economist, KSU   |
| 11:45 - 12:45 | <b>Lunch</b>   |
| 12:45 - 2:25  | <b>Market Outlook</b><br><i>Colorado</i> <b>Grain &amp; Livestock</b> — Steve Koontz, Assoc. Professor,<br>Dept of Ag and Resource Economics, CSU<br><i>Nebraska</i> <b>Grain</b> — Cory Walters, Assistant Professor Ag Economics, UNL<br><b>Livestock</b> —Kate Brooks, Assistant Professor Ag Economics, UNL<br><i>Kansas</i> <b>Grain</b> — Dan O’Brien, NW Area Ag Economist, KSU<br><b>Livestock</b> — Glynn Tonsor, Assoc. Professor, Ag Economics, KSU<br><i>Oklahoma</i> <b>Grain</b> — Kim Anderson, Extension Grain Marketing Specialist, OSU<br><b>Livestock</b> — Trent Milacek, Agricultural Economics Specialist, OSU |
| 2:25 - 2:40   | <b>Break</b>   |
| 2:40 - 3:30   | <b>Eliminating Harvest Price – Are We Looking at Cuts in the Farm Safety Net?</b><br>Art Barnaby, Professor and Extension Ag Economist, KSU  |
| 3:30          | <b>Closing Comments and Adjourn</b>  |

# 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 understanding of how to deal with the current environment by

- Understanding lessons from agriculture’s past
- Looking at the current producer financial picture and the market outlook
- Exploring how crop insurance will use big data and technology
- Exploring the changes in crop insurance options

# 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 |
|          | Wyoming  |              |