



National Farm & Ranch Business Management Education Association
National Association of Farm Business Analysis Specialists

Sunday, June 10

1:00 PM Conference Registration Begins — *Bridgeport Room*

NFRBMEA Pre-Conference Board Meeting —*Governor Room*

1:00 - 5:30 PM Early Career Session #1 for 0-3 yr. participants —*US Room*
Instructors: Tina Barrett and Mark Dikeman

Topics covered will include: Reviewing Accounting Reports to Find Errors/Corrections; Depreciation Changes; Tax Law Updates, With a Focus on 199a; Understanding & Interpreting Financial Ratios; and an Introduction to Entities.

1:30 PM Entertainment - Chocolate World Hershey — *Meet at Lobby*

** This is a spouse/family activity on your own. Pre-purchase tickets at:*

Hershey's Chocolate World, https://www.hersheys.com/chocolateworld/en_us/experience/ways-to-save.html, or

The Hershey Story, <https://tickets.mshersheyfoundation.org/webstore/shop/viewitems.aspx?cg=3&c=33>

2:00 PM NAFBAS Board Meeting —*Lochiel Room*

3:30 PM NFRBMEA Past Presidents' Meeting —*Governor Room*

4:00 PM Joint NFRBMEA/NAFBAS Board Meeting —*Penn Harris Room*

6:30 PM Evening Welcome Reception —*Carlisle Ballroom*

Salad Bar, Fajita Bar, Petite Desserts & Cash Bar

"Welcome to Harrisburg"

— Penny Brady, Hershey Harrisburg Visitors Bureau

Entertainment: Conrad and Burgess String Duo

— Bluegrass, Country and Modern Music

8:00 PM Adjourn

Monday, June 11

7:00 AM Breakfast at Hotel —*Ballroom Center*

First-Timers' Breakfast Meeting —Reserved Tables in Ballroom Center

7:30 AM Registration Continues —*Bridgeport Room*

8:30 AM "Welcome to the 2018 Conference" —*Ballroom Left*

—Bruce Fowler, NFRBMEA President & Mike Harer, NAFBAS President

Monday, June 11 (cont'd)

8:45 AM "Ag Update: Thinking Ahead on Farm Business" —*Ballroom Left*
—Russell Redding, *Pennsylvania Secretary of Agriculture*

9:15 AM "Research and Extension in Pennsylvania" —*Ballroom Left*
—Jeffrey Hyde, *Interim Director, Penn State Extension*

9:45 AM **BREAK** (Cold and Hot Refreshments) —*Flow - 2nd Floor*

10:00 AM "Washington DC Update on Current Ag Issues" —*Ballroom Left*
—John Block, *U.S. Secretary of Agriculture, 1981-85*

11:00 AM Pennsylvania Farm Diversity Panel —*Ballroom Left*
—Hannah Smith-Brubaker, *Executive Director, [PA Association for Sustainable Agriculture](#)*;
Christian Herr, *Executive Vice President, [PennAg Industries Association](#)*;
Leslie Zuck, *Executive Director, [Pennsylvania Certified Organic](#)*

Learn from several Pennsylvania non-profits who work with farmers in diverse formats, from sustainable agriculture, to large-scale agribusiness, to organic-certified farming, and how these very diverse styles of farming work together to grow agriculture across the state.

NOON Luncheon at Hotel (Capital Favorite) —*Ballroom Center*

1:00 PM "Farm Viability Programs and Emerging Ag Business Assistance Networks"
—*Ballroom Left*
—Ela Chapin, *Vermont Farm & Forest Viability Program, and*
Mark Cannella, *Farm Business Specialist, University of Vermont Extension*

Farm Viability Programs – once a line item in the Farm Bill – support and enhance the economic vitality of farm and food businesses across all stages of growth and development through in-depth, one-on-one business and succession planning assistance. Learn how these programs work to educate farmers and grow agricultural businesses. This general presentation will include funding mechanisms, network development in Vermont and New England, program development strategies and program delivery. A follow-up break out session on Wednesday will provide a deeper dive into Farm Viability business planning programs.

2:00 PM "Chesapeake Bay Watershed Initiative & Its Implications for Farmers"
—*Ballroom Left*
—Chris Houser, *Assistant Director, Agronomy & Natural Resources Programs*

Chris Houser will discuss the need and benefits of the Chesapeake Bay Watershed survey and the partnerships that were involved to design, promote, execute and verify the survey's results. The results concluded that farmers have done a great deal to improve Pennsylvania water quality but many of the practices have not been counted in the Bay model.

2:45 PM **BREAK** (Cold and Hot Refreshments) —*Flow - 2nd Floor*

3:00 PM "How Agricultural Incubators Can Surge Economic Development and Support Farming"
—*Carlisle Ballroom*
—Robert Junk, *[Republic Food Enterprise Center](#)*

4:00 PM "Marketing Channels and Financial Performance of Farms and Ranches"
—*Carlisle Ballroom*
—Becca Jablonski, *Food Systems Extension Economist, Colorado State Univ.*

The number of farms and ranches selling through local and regional food markets has grown over the past several years, now totaling > 167,000. This session will present research using national data on how scale, commodity and participation in direct and intermediated marketing channels influence the expenditures and financial performance of farms and ranches.

Monday, June 11 (cont'd)

5:00 PM Adjourn - Dinner and Evening on Your Own

Tuesday, June 12 (Tour Day)

7:00 - 8:30 AM Breakfast at Hotel —*Gettysburg Ballroom Center*

8:15 AM Board Buses for Tours —*Hilton Front Entrance*

#1 Orchard Tour: McLeaf's Orchard, Penn State Fruit Research and Extension Center, Round Barn Orchard and Market

#2 Productivity Tour: Harley-Davidson factory, YorKitchen Incubator and Central Market, Penn State Southeast Research and Extension Center. **(Children under 12 years old cannot attend this tour.)**

#3 Dairy Tour: Kreider Dairy Farm (lunch included), Roots Country Market, and Brubaker Dairy Farm.

4:00 PM Buses Return to Hilton Harrisburg

5:00 PM Family Outing (*you will need to opt-in for the family outing*)

5:30 PM Picnic at [Harrisburg City Island](#), a 10-minute scenic walk from the hotel. Hot dogs, hamburgers, salad, sides and drinks at Center Field Tent.

7:00 PM Seating for [Penn FC Soccer](#), playing against Richmond Kickers

9:00 PM Game ends; return to Hilton Harrisburg via walking bridge or Uber/taxi.



Photo Credit: Penn Football Club/Former Harrisburg City Islanders

Wednesday, June 13

6:00 AM Vendor Set-up. Vendors will be available to visit all day. —*Flow - 2nd Floor*

7:00 AM Breakfast at Hotel (Traditional Buffet-style) —*Center Ballroom*

7:30 AM Conference Information Desk (on-going information) —*Flow - 2nd Floor*

8:30 AM “Supporting Mental Health and Wellbeing of Farmers During Difficult Economic Times”

—*Ballroom Left*

—*Suzanne Pish, Educator, Michigan State University,
“Social-Emotional Health and Wellbeing Across the Life Span”*

9:30 AM “Energy Opportunities for Agriculture - Diversity in PA” —*Ballroom Left*
—*Tom Richard, Director PSU E & Environment, and Dan Brockett, Extension Educator, Energy & Shale*

Agriculture in the Commonwealth has changed greatly to maintain a competitive edge. Opportunities with natural gas development in rural areas, the use of economically marginal land for bioenergy production and new solar options have helped to add to the diversity of energy options on the farm.

Wednesday, June 13 (cont'd)

- 10:30 AM **BREAK & VISIT VENDORS** —Flow - 2nd Floor
- 11:00 AM “Current Issues in Tax Law and Regulations in Agriculture” —Ballroom Left
—Dario Arezzo, Senior Tax Consultant, Farm Credit East
This session will focus on the Tax Cuts and Jobs Act’s impact on agricultural producers. Topics to be covered include depreciation changes, new loss limitations provisions, the new Section 199A deduction for non-corporate taxpayers, tax rate changes (income and estate tax) and the impacts of these changes on planning considerations.
- NOON Luncheon at Hotel (Italian Delight) —Ballroom Center
- 12:50 PM 2019 Conference Planners’ Presentation —Ballroom Left
- 1:00 PM “Business Succession Planning: How Do We Support Farm Transitions?”
—Ballroom Left
—John Berry, Penn State Extension Educator, Entrepreneurship & Community Vitality
- 1:45 - 2:00 PM **BREAK & VISIT VENDORS** —Flow - Hallway, 2nd Floor
- 2:00 - 5:00 PM Early Career Session #2 (for 0-3 year participants) —Lancaster-Gettysburg
- 2:00 - 3:00 PM **Concurrent Educational Sessions, Round 1:**
- “Tools and Resources for Supporting Farmers in Stressful Times” —US Room
—Presenter: Suzanne Pish
 - “Updates on Tax Implications for Farmers” —Governor Room
—Presenter: Dario Arezzo
 - “Tools/Resources for Discussing Transitions, Exits and Succession with Your Farmers” —Lochiel Room
—Presenter: John Berry
- 3:00 - 4:00 PM **Concurrent Educational Sessions, Round 2:**
- “Business Planning for Farm Viability” —US Room
—Presenters: Ela Chapin & Mark Cannella
 - “Updates on Tax Implications for Farmers” —Governor Room
—Presenter: Dario Arezzo
 - “Implications of Energy Opps on Agriculture” —Lochiel Room
—Presenters: Dan Brocket, Joe Laughlin and Tom Richard
- 4:00 PM NAFBAS Committee Meetings —US Room
NFRBMEA Business Meeting —Governor Room
- 6:00 PM Adjourn– Dinner and Evening On Your Own for Downtown Harrisburg Sightseeing

Thursday, June 14

- 7:00 - 8:30 AM Harrisburg/Gettysburg Storytelling Breakfast —Carlisle
—Sheldon Munn, Harrisburg/Hershey Historian
- 8:30 AM Closing Remarks —Ballroom Center
—Maria Graziani, Sarah Cornelisse and Jim Ladlee, Penn State Extension Host Team
- 9:00 AM Adjourn Conference
- 9:00 - 11:00 AM NFRBMEA Post-Conference Board Meeting —Lochiel Room