

2007 National Farm Management Conference

"Professionals Influencing Today's Agriculture"

First Joint Conference of
National Association of Farm Business Analysis Specialists
National Farm & Ranch Business Management Educators Association
North Central Farm Management Extension Committee
June 11-14, 2007
Kahler Grand Hotel Rochester, MN

CONFERENCE AGENDA

Monday June 11, 2007

9:00 am – 3:00 pm NFRBMEA board meeting – Centennial Room

1:00 pm – 6:00 pm Registration begins – Elizabethan Room

2:00 pm – 4:00 pm NAFBAS board meeting – Director's Board Room

2:00 pm – 4:00 pm NCFMEC – Viking Room

2:00 pm – 5:30 pm FinPack User's Meeting – Windsor 1

2:00 pm – 5:30 pm Sustainable Ag Workshop – Windsor 3

3:00 pm – 4:00 pm NFRBMEA past presidents meeting – Centennial

4:00 pm – 5:30 pm NAFBAS/NFRBMEA joint board meeting – Centennial

6:30 pm – 8:30 pm Joint Opening Social Event – Heritage 1, 2, 3

► **Sponsored by the Wisconsin Milk Marketing Board**

With Sample Products Donated by:

- **Trega Foods Inc. / Simon's Specialty Cheese**
- **Land O' Lakes – Kiel, Wisconsin division**
- **Old Wisconsin / Carl Buddig**
- **Pine River Dairy**
- **Sargento Inc.**

8:30 pm Adjourn

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CONFERENCE AGENDA

Tuesday June 12, 2007

7:00 am – 8:00 am Continental Breakfast – Heritage Foyer

▶ **Sponsored by the following Vendors:**

- ▶ **Easy Farm**
- ▶ **Red Wing Software**
- ▶ **Vertical Solutions**
- ▶ **MAELC**
- ▶ **Farm Works**
- ▶ **105 Concepts**
- ▶ **TASC**
- ▶ **Specialized Data Systems**
- ▶ **Iowa Farm Bureau**
- ▶ **Iowa Farm Business Association**
- ▶ **North Dakota Farmer’s Union**

8:00 am – 8:15 am Opening & Introductions – Heritage 1, 2, 3

8:15 am – 9:00 am Keynote speaker – Heritage 1, 2, 3
Dr. Robert Thompson
“Globalization & Its Impact on Farm Policy”

9:00 am – 10:15 am Producer Panel – Heritage 1, 2, 3
“How Does Globalization Affect Producers?”

Moderator: Bob Craven, Center for Farm Financial Management

Panelist: Pete Kappelman, Board Chair, Land O’Lakes

Panelist: Don Buhl, Past President National Pork Board

Panelist: Gene Hugoson, Minnesota Commissioner of Agriculture

Panelist: Ron Litterer, First Vice President, National Corn Growers Assn.

10:15 am -10:45 am Break/Vendors - Heritage Foyer
- **Sponsored by AgStar Financial**

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Conference Agenda for Tuesday June 12, 2007 *(continued)*

- 10:45 am – 11:30 am Keynote speaker – Heritage 1, 2, 3
Gerry Salzman, Senior Director of Global Marketing, Case IH
"Globalization and Equipment Machinery Sales"
- Noon – 1:00 pm Luncheon – Marriott Ballroom
► **Sponsored by CHS Foundation**
– William J. Nelson, Director of Cooperative Development, CHS
- 1:15 pm – 2:15 pm Concurrent Sessions Demonstrating Successful Farm
Management Education – Heritage 1, 2, 3, Windsor 1, 2
- 1:15 pm – 2:15 pm NFRBMEA Exchange of Ideas – Windsor 3
- 2:15 pm – 2:30 pm Break/Vendors
► **Sponsored by FCS of Fargo-Moorhead, Mandan, Grand
Forks & Minot**
- 2:30 pm – 3:30 pm Concurrent Sessions *(continued)* – Heritage 1, 2, 3,
Windsor 1, 2, 3
- 3:30 pm – 3:45 pm Break/Vendors – Heritage Foyer
► **Sponsored by Rabo AgriFinance**
- 3:45 pm – 5:30 pm NAFBAS Committee Meetings - Windsor 1
- 3:45 pm – 5:30 pm NFRBMEA Business Meeting - Windsor 3
- 3:45 pm – 4:45 pm Concurrent Sessions Concluded – Heritage 1, 2, 3 Windsor 1
- 4:50 pm – 5:30 pm Extension Update -- National and Regional Activities –
Heritage 1
—Damona Doye, Oklahoma State University
—Janie Hipp, CSREES National Program Leader
- 6:00 pm Rochester Honkers Baseball ► **Sponsored by CNH Capital**

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Wednesday June 13, 2007

7:00 am – 8:00 am Buffet Breakfast – Marriott Ballroom ► **Sponsored by Monsanto**
-Stacia Sonderman, Area Marketing Manager, Animal Agriculture Group

7:00 am – 8:00 am NFRBMEA New Member meeting – President's Board Room

8:00 am – 9:00 am General Session – Heritage 1, 2, 3
Andy Biebl - Farm Transition Planning

9:00 am – 10:00 am General Session – Heritage 1, 2, 3
Dr. Eric Wieben - Director of the Mayo Genomics Research Center

10:00 am – 10:15 am Break ► **Sponsored by Base 105**

10:15 am – 11:05 am Concurrent Workshops

Income Tax – §1031 – *Beyond the Basics* - Heritage 1
—Gary Hoff, University of Illinois

Mayo Workshop - Heritage 2
—Steve VanNurden, Mayo Clinic

Expansion of U.S. Biofuels: Production Economics & Policy - Heritage 3
—Doug Tiffany, University of Minnesota

Carbon Credits - Windsor 1
—Dale Enerson, ND Farmer's Union
—David Miller, IA Farm Bureau

Farm Management Spreadsheet Tools - Windsor 3
—Damona Doye, Oklahoma State University
—Barry Ward, The Ohio State University
—Paul Ellinger, University of Illinois
—Gary Schnitkey, University of Illinois

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Conference Agenda for Wednesday June 13, 2007 *(continued)*

11:10 am – 12:00 pm Concurrent Workshops

Income Tax Developments with Implications for Agriculture - Heritage 1

—Phil Harris, University of Wisconsin Madison

Farm Financial Standards Council - Windsor 1

— Ron Swanson, Chair FFSC

— Paul Ellinger, University of Illinois

Ethanol Impacts on Midwest Agriculture - Heritage 3

—Dr. Bob Wisner, Iowa State University

Finance and Insurance Solutions for Acquiring Equipment - Heritage 2

— Tim Biewer, Director of Marketing, CNH Capital

— Dean Prokos, National Sales Manager, CNH Capital

Farm Management Spreadsheet Tools- Windsor 3

— Damona Doye, Oklahoma State University

— Barry Ward, The Ohio State University

— Paul Ellinger, University of Illinois

— Gary Schnitkey, University of Illinois

Noon – 1:00 pm

Luncheon – Marriott Ballroom –

► **Sponsored by John Deere Foundation**

1:15 pm Tours or recreation

Forage & Grazing – Dan Miller Farm

Energy – Al-Corn Clean Fuels & Dodge Center Wind Farm

Dairy Farm Tour – GarLin & Shea Dairies

Rochester Landscape Tour

Mayo Clinic Tour

Syngenta Research Facility

5:00 – 8:00 pm Hospitality Suite – Centennial & Sovereign Lounge

Evening Open

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Thursday June 14, 2007

7:00 am – 8:00 am Storytelling Breakfast – Marriott Ballroom –
► **Sponsored by Land O'Lakes**

8:15 am – 9:00 am General Session – Heritage 1, 2, 3
Dr. Michael Swanson
Will OPEC Save American Farmers?
► **Sponsored by Wells Fargo Bank, N.A.**

9:00 am – 9:45 am Panel: *"What to do in High Income Years"*

Dr. Michael Swanson, Moderator

Panelist: Dr. Paul Ellinger, University of Illinois

Panelist: Keith Togerson, North Dakota School of Science

Panelist: Kevin Lukes, Hog & Crop Producer – Austin MN

Panelist: Skip Hazel, Senior Business Consultant & Principal Tax
Specialist, AgStar

9:45 am – 10:00 am Break –
► **Sponsored by Center for Farm Financial Management**

9:45 am – 12:00 pm NAFBAS Business Meeting – Heritage 1

NFRBMEA Business Meeting – Heritage 2

NCFMEC Workshop – Heritage 3

Dr. Ron Hanson, University of Nebraska

"You Can Buy the Farm but Remember I Still Own It"

Noon Adjourn