2016 Farm Management Profitability Conference
Wednesday, March 23, 2016 • 9:00 a.m. - 3:15 p.m.
Southwest Research & Outreach Center ★ Lamberton, MN

8:30 a.m. Registration
9:00 a.m. Welcome
9:10 a.m. 2015 Financial & Profitability Trends, Southwest Minnesota Farm Business Management Association
Don Nitchie, SWMFMA Fieldman; Extension Educator, Agricultural Business Management

10:00 a.m. Key Financial Trends for Midwest Farmers - A look at profitability, working capital, cash flow and cost of production as we head into 2016
Dale Nordquist, Extension Economist; Associate Director of the U of M Center for Farm Financial Management

10:50 a.m. Break

11:00 a.m. Grain Marketing is Simple - Pricing grain will never be easy, but celebrity grain producers will help us understand a simple approach to marketing
Ed Usset, U of M Grain Marketing Specialist

12:00 p.m. Lunch
1:00 p.m. Breakout Session I
Can Flexible Rental Agreements Work for You?
Dave Bau, U of M Extension Educator, Agricultural Business Management

1:50 p.m. Break

2:00 p.m. Breakout Session II
The Impacts of the 2014 Farm Bill: What’s happened so far and looking forward
Rob Holcomb, Extension Educator, Agricultural Business Management
Cutting Your Crop Production Inputs Without Reducing Yields
Bruce Potter, IPM Specialist

3:00 p.m. Closing

2016 Farm Management Profitability Conference Registration

Preregistration Deadline: Friday, March 18, 2016

Registration fee:
$25.00 ($35.00 at the door)

Registration includes lunch and handouts. Make checks payable to SWMFMA.

Name:_________________________________
Address:_______________________________
City:__________________________________
State:____________  Zip:__________________
Phone:_________________________________
Email:_________________________________
Any special dietary needs:_________________

For more information or questions:
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Dale Nordquist

Dale Nordquist is an Extension Economist and Associate Director of the Center for Farm Financial Management in the Department of Applied Economics at the University of Minnesota.

Dale’s interests include farm business analysis, financial planning, credit analysis and software development. He has over 30 years of experience in teaching farm management and developing software tools for farm financial planning and analysis. Dale has also been a major contributor to the design and development of the FINPACK farm financial planning and analysis software as well as the FINBIN Farm Financial Database and many other software tools available from the Center For Farm Financial Management.

Ed Usset

Ed Usset is a Grain Marketing Specialist for the Center for Farm Financial Management at the University of Minnesota. Working with his colleagues at CFFM and in Extension, Ed developed the award winning “Winning the Game” and “Tool Time” series of workshops. He manages Commodity Challenge, a grain marketing game that uses real time cash and futures data.

His first book, Grain Marketing is Simple (it’s just not easy), was released in September, 2007.