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K-State Department of
Agricultural Economics

If you cannot attend this Ag Profitability Conference, more information about locations and topics for other conferences is at:

www.AgManager.info and click on "Upcoming Events".

SCHEDULE

- 8:00 **Registration (rolls, coffee/juice)**
- 9:00 **Conference Begins**
Session 1
a) *Risk Management and Marketing Strategies*
Kevin Dhuyvetter—KSU
b) *Grain Market Situation & Outlook*
Dan O'Brien—KSU
c) *Strategic Marketing in a Post Bail-Out World*
Arlan Suderman—Farm Futures
- Session 2**
a) *Grain Market Situation & Outlook*
Dan O'Brien—KSU
b) *Managing Livestock Price Risk*
Mark Nelson—Kansas Farm Bureau
c) *Cap and Trade – Bad for Agriculture?*
Rick Krause, American Farm Bureau
d) *Buying and Selling Cattle Right*
Kevin Dhuyvetter—KSU
- 12:00 **Lunch**
- Keynote Speaker: Brandon Willis**
Deputy Administrator for Farm Programs, Farm Service Agency (FSA)
- Session 3**
a) *Crop Production Costs & Profitability in 2010*
Troy Dumler—KSU
b) *Risk Management and Marketing Strategies*
Kevin Dhuyvetter—KSU
c) *Cap and Trade – Bad for Agriculture?*
Rick Krause, American Farm Bureau
- Session 4**
a) *Managing Livestock Price Risk*
Mark Nelson—Kansas Farm Bureau
b) *Strategic Marketing in a Post Bail-Out World*
Arlan Suderman—Farm Futures
c) *Crop Production Costs & Profitability in 2010*
Troy Dumler—KSU
d) *Buying and Selling Cattle Right*
Kevin Dhuyvetter—KSU
- 4:00 **Conference Adjourns**

Kansas State University is committed to making its services, activities and programs accessible to all participants. If you have special requirements due to a physical, vision, or hearing disability, contact Rich Llewellyn, (785) 532-1504.

It is the policy of Kansas State University Agricultural Experiment Station and Cooperative Extension Service that all persons shall have equal opportunity and access to its educational programs, services, activities, and materials without regard to race, color, religion, national origin, sex, age or disability. Kansas State University is an equal opportunity organization. Issued in furtherance of Cooperative Extension Work, Acts of May 8 and June 30, 1914, as amended. Kansas State University, County Extension Councils, Extension Districts, and United States Department of Agriculture Cooperating, Fred A. Cholick, Director.

2009 Sedgwick County Extension

AG PROFITABILITY CONFERENCE

December 8, 2009

4-H Hall

7001 W. 21st St. N.
(21st St. North & Ridge Rd)

Wichita, Kansas



**Kansas State University
Department of Agricultural Economics**

MEET THE SPEAKERS

Brandon Willis

As Deputy Administrator for Farm Programs (DAFP), Brandon Willis oversees FSA programs of three divisions. Prior to his appointment as DAFP, he was a confidential assistant in USDA's Office of the Undersecretary for Farm and Foreign Agricultural Services. Before joining FSA, Willis served as the Agriculture Legislative Assistant for U.S. Senator Max Baucus. During this time, he drafted floor statements on agricultural issues and worked closely on legislation - including the 2008 Farm Bill, with a particular focus on livestock disaster programs. He earned his bachelor's degree in crop and soil science from Utah State University, and his law degree from the University of Wyoming. In 2009, he completed his master's degree in agricultural law from the University of Arkansas. Willis grew up on a third generation sheep ranch in northern Utah and managed his family's raspberry farm, Bursting Berries. He now resides in Washington, D.C.

Mark Nelson - Kansas Farm Bureau

Mark grew up on a diversified, North Central Kansas farm near Bennington and earned both bachelors and masters degrees in agricultural economics from Kansas State University. He was employed as the Northwest Area Extension Economist with Kansas State University for eight years and prior to joining Kansas Farm Bureau, worked as a field representative and merchandiser for Northern Sun, a division of Archer Daniels Midland. Mark joined Kansas Farm Bureau in February of 1997 and is currently Director of Commodities, where he conducts commodity and Ag sector analysis, coordinates the activities of KFB's seven agricultural advisory committees and is Team Leader of the Beef Verification Solution animal identification team.

Rick Krause - American Farm Bureau

Richard L. Krause is Senior Director for Congressional Relations in the Public Policy team in Washington, D.C. He joined the American Farm Bureau Federation as Assistant Legal Counsel in August 1980. Rick handles climate change issues, endangered species issues, federal lands issues, such as livestock grazing rights, land use/property rights, invasive species; water quantity and international water issues; and ecosystem management. Born in Evanston, Illinois, and raised in Wilmette, Illinois, he attended Georgetown University in Washington, D.C., receiving his B.A. degree in 1968 and a J.D. from the University of Michigan Law School.

Troy Dumler - Kansas State University

Troy Dumler is a K-State Extension Agricultural Economist in southwest Kansas. A native of Kansas with B.S. and M.S. degrees in agricultural economics from Kansas State University, Troy has developed an Extension program centered on farm management and agricultural policy. Recently he has focused much of his attention on the 2008 Farm Bill, including working with farm organizations, government agencies, and Congressional offices to analyze how the new bill will impact farmers and ranchers.

Kevin Dhuyvetter

Kansas State University

Kevin Dhuyvetter assists farmers, landowners, and others throughout Kansas with risk and return assessment of alternative crop and livestock production and marketing systems. He works extensively with land-related issues such as buying and leasing land. Current research and extension efforts are examining relationships between energy prices and crop inputs, estimating crop yield and fertilizer and water relationships, economics of no-tillage, the economics of grazing systems, and factors affecting feeder cattle prices and basis. One of Kevin's trademarks is his development of decision tools that can be used by clientele for helping them with the myriad of decisions they face in their operations.

Dan O'Brien - Kansas State University

Daniel O'Brien was raised on a grain and livestock farm in south central Nebraska. He received bachelors and masters degrees in Agricultural Economics from the University of Nebraska-Lincoln. After completing his Ph.D. at Iowa State, he worked as the Extension Agricultural Economist at the Northwest Research and Extension Center in Colby and was Northwest Area Extension Administrative Director starting in 2003 before returning to his Extension Agricultural Economist position in January 2007. His ongoing extension and applied research interests and efforts are in the areas of a) grain market supply-demand analysis, bioenergy impacts and price-income risk management strategies, b) grain industry market structure, conduct and performance – focusing on grain handling and transportation issues, and c) economic analysis of irrigated and dryland cropping systems, and associated cropland leasing arrangements.

Arlan Suderman - Farm Futures

Arlan Suderman developed educational programming for ag producers while on staff with the Kansas Cooperative Extension Service from 1985 to 1997, focusing on crop production, marketing and risk management, receiving the "Kansas Excellence in Extension Award" from the Kansas Association of Wheat Growers in 1997. Suderman built a private consulting service in 1997, creating customized marketing and risk management plans for corn, soybean, wheat and cotton farmers. He currently serves as market analyst and feature writer for Farm Futures magazine, writes daily market and weather commentary for Farm Futures Daily, a twice-daily subscription e-newsletter and writes monthly market analysis for Farm Progress' 18 state and regional magazines. He also writes daily afternoon market commentary that appears on Farmfutures.com, as well as other Farm Progress and related industry Web sites and can be heard on pod casts at FarmFutures.com, as well as providing live daily market commentary on the Ag Network. His real-time intra-day market commentary is popular with both farmers and traders and is found on Twitter at www.twitter.com/ArlanFF101.

2009

AG PROFITABILITY CONFERENCE

Registration

December 8, 2009

Wichita, Kansas

Name: _____

Others attending: _____

Address: _____

City: _____ State/Zip: _____

Phone: _____

Email: _____

Please Check One:

- Entire conference (\$15)
(Lunch included)
- Lunch/Speaker ONLY (\$15)

To register: Gary Cramer

Sedgwick County Extension

7001 W. 21st St. N.

Wichita, KS 67205

Phone: 316.660-0100; Fax: 316.722.1432

Email: gcramer@ksu.edu

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