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K-State Research and Extension  
Walnut Creek Extension District

Graham County Extension

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Trego County Extension

KSU Dept. of Ag Economics

## SCHEDULE

- 8:30 Registration
- 8:50 Kansas WORKs Program  
**Amy Schaffer**
- 9:00 Grain Outlook  
**Daniel O'Brien**
- 10:00 Current Financial Performance of  
NW Association Farms  
**Mark Wood**
- 11:00 Impact of Biofuels on Land Values  
and Rents  
**Terry Kastens**
- 12:00 Lunch
- 1:00 Risk and Insurance  
**Art Barnaby**
- 2:00 The Relative Cost Efficiency of  
No-Till Production  
**Michael Langemeier**
- 3:00 Conference Adjourns

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2007-2008

Kansas State University

# AG PROFITABILITY CONFERENCE

**December 20, 2007**

Eagle's Lodge  
West Highway 40  
Wakeeney, Kansas



Kansas State University  
Department of Agricultural Economics

# MEET THE SPEAKERS

## Dan O'Brien

Daniel O'Brien's interests in applied research and extension educational have been in the areas of grain markets and market structure, the profitability of alternative irrigated and dryland cropping systems and other relevant farm management topics. He is currently focusing on issues pertaining to the structure and competitiveness of local grain markets, grain transportation, bioenergy development, the economics of irrigated and dryland crop production systems, and other farm management issues of importance to Kansas farmers and agribusiness.

## Terry Kastens

Terry Kastens thrives on crunching numbers in innovative ways for the purpose of making more profitable farm management and investment decisions. He routinely works in areas of marketing, precision agriculture, machinery management, soil fertility management, no-till economics, and most importantly, land ownership and leasing. He is especially intrigued by thinking about the future and how farm managers, agribusinesses, and investors can gain from the wisdom of their forbearers yet think differently to position themselves for a profitable future in production agriculture.

## Mark Wood

Mark Wood is an Extension Agricultural Economist with the Farm Management Association in Northwest Kansas. He has been assisting Association member families with record keeping, analysis, management and generational transfer issues in Northwest Kansas for 20 years. He graduated from North Dakota State University with a Master's degree in Agriculture Economics in 1986 and Kansas State University with a Bachelor's degree in Agricultural Economics in 1982. Mark grew up on a farm near Wakefield,

## Art Barnaby

Art Barnaby provides educational programs on crop insurance, government commodity programs, and risk throughout Kansas and the USA. His work emphasizes the development of alternative public policies for crop disaster protection. He developed the Crop Revenue Coverage, which is a nationally-available insurance contract for farmers. CRC currently provides more than \$10 billion of coverage for America's farmers. Other research explores the impact of government commodity programs.

## Michael Langemeier

Michael Langemeier is a professor of Agricultural Economics at KSU. He has been on the faculty since 1990. Extension and research interests include benchmarking of technical and financial performance, strategic positioning, and economies of size. In addition to his extension and research program, Michael teaches graduate courses in Farm Management, Production Economics, and Managerial Economics.

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# AG PROFITABILITY CONFERENCE

Registration

December 20, 2007

Wakeeney, Kansas

**No cost to attend, but pre-register by December 7 to ensure a meal by calling one of the Extension offices:**

**Walnut Creek Extension District  
(800-460-9079)**

**Graham County (785-421-3411)**

**Gove County (785-938-4480)**

**Trego County (785-743-6361)**

**More Information:**

**Call your local Extension  
Office (above) or:**

**David Coltrain**

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