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Crawford County Extension

USDA Risk Management Agency



Kansas State University  
Dept. of Agricultural Economics



If you cannot attend this K-State Ag Profitability Conference, you may be able to attend other conferences in your area. For more information about locations and topics, please visit : [www.AgManager.info](http://www.AgManager.info) and click on "Upcoming Events".

"Knowledge for Life"

## SCHEDULE

- 9:00 **Registration (rolls, coffee/juice)**
- 9:30 *Crop Leases*  
**Kevin Dhuyvetter**
- 10:10 *Crop Insurance Issues*  
**Art Barnaby**
- 10:50 **Break**
- 11:00 *Update on the 2012 Farm Bill*  
**Troy Dumler**
- 11:45 **Lunch**
- 12:30 *Cow-Calf Economics*  
**Kevin Dhuyvetter**
- 1:10 *Crop Profitability Outlook for 2012*  
**Troy Dumler**
- 1:50 **Break**
- 2:00 *Formulating Price Forecasts Using Readily Available Information*  
**Glynn Tonsor, Kevin Dhuyvetter**
- 2:45 *Beef and Cattle Market Outlook*  
**Glynn Tonsor**
- 3:30 **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.

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# 2011-2012

## Kansas State University

# AG PROFITABILITY CONFERENCE

## January 11, 2012

**Girard United  
Methodist Church  
Fellowship Hall  
West 47 Highway  
Girard, KS**



**Kansas State University  
Department of Agricultural Economics**

# MEET THE SPEAKERS

## Glynn Tonsor

Glynn T. Tonsor joined the Dept. of Agricultural Economics at Kansas State University in March 2010 as an Assistant Professor. He obtained his Ph.D. from KSU in 2006 and was an Assistant Professor in the Dept. of Agricultural, Food, and Resource Economics at Michigan State University from May 2006 to March 2010. Glynn's current efforts are primarily devoted to a range of integrated research and extension activities with particular focus on the cattle/beef and swine/pork industries. He has broad interests and experiences which span issues throughout the meat supply chain. Through both applied research and first-hand knowledge with livestock production, Glynn has expertise in topics including animal identification and traceability, animal welfare and handling, food safety, and price risk management and analysis.

## Kevin Dhuyvetter

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 projects are looking at factors impacting land values, economics of no-tillage and other crop-related production technologies, the economics of grazing systems, and factors affecting feeder cattle prices and basis, and the economic returns of alternative dairy systems. 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.

## Troy Dumler

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. In addition to continued work in cropping systems profitability, since the passage of the 2008 Farm Bill, he has focused much of his attention on analyzing how new commodity programs in the bill will impact farmers and ranchers.

## Art Barnaby

Dr. Art Barnaby was raised on a diversified farm in Elk County, Kansas. He received his B.S. degree from Fort Hays State University, M.S. from New Mexico State University and a Ph.D. in Agricultural Economics from Texas A&M University. Art joined the Agricultural Economics faculty in 1979. Art conducts extension education programs on financial planning, risk, government commodity programs, and crop insurance. Art is an author of the KSU Risk Management web page on AgManager.info and has also worked with the private crop insurance industry, RMA, and Farmer Commodity groups on crop insurance issues. His research work with the private sector was the basis for the first revenue insurance contract, Crop Revenue Coverage. Art is the winner of the 2009 Excellence in Extension Award presented by the National Association of Public and Land Grant Universities. He is also a past three time winner of the AAEA Distinguished Extension Program Award. Art is a frequent speaker at professional, farmer-producer, ag lender, and insurance industry meetings.

# 2011-2012 AG PROFITABILITY CONFERENCE

Registration  
January 11, 2012  
Girard, Kansas

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**Lunch included.**  
**\$10 if pre-registered by:**  
**January 6, 2012**  
**\$15.00 at the door**

**Send registrations to:**  
**Crawford County Extension**  
**120 E. Buffalo St.**  
**Girard, KS 66743**

**For more information contact:**  
Dean Stites — Crawford County  
620.724.8233 or [dstites@ksu.edu](mailto:dstites@ksu.edu)