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K-State Research and Extension

**K-STATE**  
Research and Extension

Phillips-Rooks Extension District

Phillipsburg Office: 785.543.6845  
Stockton Office: 785.425.6851

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*)
- 9:15 Welcome
- 9:30 *Land Values/Trends & Buying Land*  
Kevin Dhuyvetter
- 10:30 *Financial Management*-Mark Wood
- 11:30 Lunch
- 12:30 Breakout Session 1  
a) Cow-Calf Economics  
Kevin Dhuyvetter  
  
b) *Grain Market Analysis & Outlook*  
Dan O'Brien
- 1:30 Breakout Session 2  
a) *Crop Insurance Issues*  
Art Barnaby  
  
b) *Crop Profitability Outlook*  
Troy Dumler
- 2:30 *Top 10 Uses of AgManager.info*  
Rich Llewelyn
- 3:15 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 Llewelyn, (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, Gary Pierzynski, Interim Director.

2011-2012  
Kansas State University

# AG PROFITABILITY CONFERENCE

November 22, 2011

Harding Hall 4-H  
Building  
Rooks County Fairgrounds  
Stockton, KS



Kansas State University  
Department of Agricultural Economics

# MEET THE SPEAKERS

## Dan O'Brien

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, bio-energy 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.

## 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.

## Mark Wood

### Kansas Farm Management Association

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, Kansas.

## 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.

## Rich Llewelyn

Rich Llewelyn is an Extension Assistant in the Department of Agricultural Economics at K-State. Raised on a farm in Riley, KS, he is a graduate of K-State with a PhD in Agricultural Economics in 1995. He then spent 10 years teaching economics and working with urban community development in Surabaya, Indonesia before returning to Kansas in 2006 to work with the AgManager.info website and departmental conferences, including the Risk and Profit conference and the Ag Profitability conferences.

## 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 AAEE 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  
November 22, 2011  
Stockton, Kansas

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

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

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

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

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

**Lunch included.**

**No fee to attend.**

**Please RSVP by:**

**November 17, 2011**

**Send registrations to:**  
**Phillips-Rooks Extension District**  
**115 N. Walnut, Stockton, KS 67669**

**For more information contact:**  
**Cody Miller — Phillips-Rooks District**  
**785.543.6845 or [codym@ksu.edu](mailto:codym@ksu.edu)**

**Rachael Boyle — Phillips-Rooks District**  
**785.425.6851 or [rboyle@ksu.edu](mailto:rboyle@ksu.edu)**