

# Registration

**Fee: \$100.00**  
**Late Fee \$120.00**  
 (Late Fee begins 5 days prior to workshop)  
 50% refund if canceled 5 days prior to workshop

**To register:**

**OnLine** Go to <http://cropinsure.unl.edu>  
 Click on **Workshop Registration**

**By Mail** Complete the registration form and mail with a check to  
 Crop Insurance Workshops  
 Attn: Sandy  
 303 Filley Hall  
 Lincoln, NE 68583-0922

**By phone** 402-472-1742

**NOTE** *For security purposes, we cannot accept credit card payments by either mail or phone.*

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

**Circle Workshop Location:**

*Colorado Nebraska Kansas Oklahoma*

**Payment Method:** *Check Enclosed*

# Accommodations

**Colorado** —Microtel, Brush — 970-842-4241

**Nebraska** — Accommodations near Heartland Event Ctr  
 Best Western, 2707 S. Locust 308-381-8855  
 Grand Conference Ctr. 2503 S. Locust 308-384-1330

**Kansas** — A block of rooms has been reserved at the  
 Courtyard by Marriott, 3020 Riffel Drive, Salina  
 To reserve a room and receive the conference rate,  
 Call 785-309-1300 by October 13, 2017  
 Block name is“KSTKSTA”

**Oklahoma** — Accommodations near Autry Technology  
 Center:  
 Baymont Inn — 580-234-6800  
 Super 8 — 580-242-6100

# Planning Partners

ADM Crop Risk Services  
 AgMax Crop Insurance/Western Agriculture Insurance Co.  
 ARMtech Insurance Services Inc.  
 Farmers Mutual Hail  
 Great American Insurance Co.  
 Heartland Crop Insurance  
 ProAg  
 Rain and Hail  
 Rural Community Insurance Services



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# 2017 Crop Insurance Workshop

**MAKING RISK MANAGEMENT  
 DECISIONS IN A DIFFICULT  
 FARM ECONOMY**

**October 31, 2017**  
 Brush, CO  
 Event Center  
 Brush Fairgrounds  
 Only 70 miles from Denver Airport

**November 1, 2017**  
 Grand Island, NE  
 Heartland Event Ctr.  
 700 E. Stolley Park Rd

**November 2, 2017**  
 Salina, KS  
 Tony's Pizza Event Ctr  
 Formerly Bicentennial Ctr.  
 800 The Midway

**November 3, 2017**  
 Enid, OK  
 Autry Technology Ctr.  
 1201 W. Willow



## Agenda and Presenters

- 8:00 - 9:00 **Registration and Coffee**
- 9:00 - 9:50 **Farm Policy, A Washington View and SRA Issues**  
Stephen Fredrichs, Legislative Consultant, Rain & Hail
- 9:50 - 10:40 **Farm Bill Update**  
**CO**—James Thompson, Regional Director for the office of US Sen. Michael Bennet in Northern Colorado and Eastern Plains of Colorado  
**NE**—James Wright, Deputy District Director for Congressman Don Bacon  
**KS**—Rebecca Swender, Deputy District Director for Congressman Roger Marshall  
**OK**—Kirby Smith, Ag Liaison for Congressman Frank Lucas
- 10:40 - 10:55 **Break**
- 10:55 - 11:45 **Overview of Whole Farm Revenue Protection**  
**CO, NE, KS** — Casey Collins, Senior Risk Management Specialist, RMA  
**OK**— TBA
- 11:45 - 12:35 **Lunch**
- 12:35 - 1:45 **Market Outlook**  
**CO** — Grain and Livestock — Steve Koontz, Professor, Dept. of Agricultural and Resource Economics, CSU  
**NE** — Grain — Cory Walters, Assistant Professor Agricultural Economics, UNL  
Livestock — Jeff Stolle, Nebraska Cattlemen Assoc.  
**KS** — Grain — Dan O’Brien, NW Area Agricultural Economist, KSU  
Livestock — Trent Milacek, NW Area Agricultural Economist, OSU  
**OK** — Grain — Kim Anderson, Extension Grain Marketing Specialist, OSU  
Livestock — Trent Milacek, NW Area Agricultural Economist, OSU
- 1:45 - 2:15 **Impact of Tax Law**  
Norm Dalsted, Extension Farm/Ranch Economist, CSU
- 2:15 - 2:30 **Break**
- 2:30 - 3:30 **New Farm Bill Will Likely Add New Choices**  
Art Barnaby, Professor and Extension Agricultural Economist, KSU
- 3:30 **Closing Comments and Adjourn**

## Workshop Objectives

Crop insurance agents, agricultural lenders, marketing consultants, agricultural educators and other risk management service providers will help their clients make more profitable risk management decisions. Farmers and ranchers will apply the information to their management decisions.

## Who Should Attend

Professionals, including growers/ranchers, who wish to enhance their knowledge of risk management and their ability to design an appropriate risk management plan for the farm/ranch or provide risk management advice to clients. These include:

Crop Insurance Agents	Farmers/Ranchers
Lenders	Commodity Brokers
Professional Farm Managers	Crop Consultants
Grain Merchandisers	Financial Advisers

## Insurance Continuing Education Credits

Continuing Education Credits have been applied for in the following states:

Colorado	Iowa	Kansas
Nebraska	Oklahoma	South Dakota
Texas	Wyoming	