

Registration

Early-Bird Fee: \$90.00
Fee \$110.00

(Early-bird fee ends 5 days before workshop)

To register:

- By Mail** Complete the registration form and mail with a check or credit card information to:
Agricultural Economics Dept.
University of Nebraska–Lincoln
303 Filley Hall
Lincoln, NE 68583-0922
- Online** Go to <http://cropinsure.unl.edu>, click on *Workshop Registration*
- By phone** 800-535-3456
By fax 402-472-0776 (For security purposes, please do not include credit card number on FAX)

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ E-mail _____

Workshop Location:

Colorado Nebraska Kansas Oklahoma

Payment Method:

Check Enclosed VISA Mastercard Discover

Credit Card # _____

Expiration Date _____

Accommodations

To reserve a room at the Microtel, Brush, CO, call 970-842-4241.

Accommodations near College Park in Grand Island, NE include:

Howard Johnson Riverside Inn — 308-384-5150
Quality Inn — 308-384-7770

A block of rooms has been reserved at the Salina Ramada Inn (formerly Holiday Inn) Salina, KS, phone 785-823-1739. To receive the conference rate, you must mention the “K-State Insurance Workshop” and reserve your room before October 10, 2011.

Accommodations near the Autry Technology Center in Enid, OK include:

Baymont Inn — 580-234-6800
Super 8 — 580-242-6100

Planning Partners

AgMax Crop Insurance/Western Agriculture Insurance Co.	National Crop Insurance Services
Agro National, LLC	NAU Country Insurance
ARMtech Insurance Services	ProAg Insurance Group
Farmers Mutual Hail Insurance	Rain and Hail, L.L.C
Great American Insurance Group	Rural Community Insurance Services
Heartland Crop Insurance Co.	



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2011 Crop Insurance Workshop



November 1, 2011
Brush, CO
Event Center
Brush Fairgrounds

November 2, 2011
Grand Island, NE
College Park
3180 W Highway 34

November 3, 2011
Salina, KS
Salina Ramada Inn
1616 W. Crawford

November 4, 2011
Enid, OK
Autry Technology Ctr
1201 W. Willow



Agenda and Presenters

- 8:00 - 9:00 **Registration and Coffee**
- 9:00 - 9:40 **Looking Out for the 2012 Farm Bill**
Colorado — John Deering, Ag Business Management Specialist, CSU
Nebraska — Brad Lubben, Extension Public Policy Specialist, UNL
Kansas — Troy Dumler, SW Area Ag Economist, KSU
Oklahoma — Rodney Jones, Area Extension Ag Economics Specialist, OSU
- 9:40 - 10:20 **U.S. Ethanol Market & Policy Outlook**
Daniel O'Brien, NW Area Ag Economist, KSU
- 10:20 - 10:40 **Break**
- 10:40 - 11:20 **Strengths and Current Status of the Federally Supported Crop Insurance Program**
Tom Zacharias, President, NCIS
- 11:20 - 12:00 **RMA Regional Update**
Colorado, Nebraska, and Kansas—Rebecca Davis, Director, Regional Office, Risk Management Agency
Oklahoma —RMA Representative
- 12:00 - 1:00 **Lunch**
- 1:00 - 1:40 **2011/12 Grain Market Analysis and Outlook**
Colorado — Steve Koontz, Assoc. Professor, Dept of Ag. & Resources Economics, CSU
Nebraska — Wade Johannes, Commodity Risk Manager, ProEdge Marketing Team at Central Valley Ag
Kansas — Daniel O'Brien NW Area Ag Economist, KSU
Oklahoma — Rodney Jones, Area Extension Ag Economics Specialist, OSU
- 1:40 - 2:20 **Precision Ag and Crop Insurance: A Work in Progress**
Luc Valentin — Farm Management Specialist and Partner, Vulgamore Family Farms
- 2:20 - 2:40 **Break**
- 2:40 - 3:30 **Will the Loss of SURE Change the Optimal Crop Insurance Coverage?**
Art Barnaby, Professor and Extension Ag Economist, KSU
- 3:30 - 4:00 **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. After the workshop, participants will understand

1. The grain marketing opportunities for producers in 2011-2012,
2. Outside issues affecting the grain market such as the ethanol industry,
3. The status and strengths of the federally supported crop insurance program,
4. How to evaluate revenue protection versus yield protection alternatives.

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	Professional Farm Managers
Lenders	Commodity Brokers
Growers/Ranchers	Crop Consultants
Grain Merchandisers	Financial Advisers

Insurance Continuing Education Credits

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

Colorado	Kansas	Nebraska
Oklahoma	South Dakota	Wyoming