

Schedule of Meetings, Workshops and Seminars for Farm Business Management, 2004-2005

The Carrington Area Farm Business Management Program and the County Extension Service offices of Eddy and Foster Counties have put together the following instructional meetings, workshops, and seminars for the 2004-2005 season. These educational opportunities are made possible with the assistance of the Carrington Research and Extension Center (CREC), and various speakers and presenters. These activities provide us with the opportunities for learning. Be sure you take advantage of these opportunities. If you have questions concerning any of these events, please feel free to call me. My office phone is 652-2951 and my home phone is 652-3688. Please watch future newsletters for specific dates and times for any meetings or workshops scheduled with the date and time yet to be announced (TBA). Be sure to call in and register early for those workshops (computer labs) that will allow only a limited number of participants.

- October 5-6 - **Calf Outlook, Feeding, and Marketing**, 8:00 AM, Chieftain, Presentations will cover the **outlook for the beef industry, beef inventory numbers, formulating feeder calf rations and marketing opportunities for calves.** (Also in McHenry at 8:00 AM on Tuesday, October 5th at the Fire Hall)
- November 4 - **Livestock Risk Protection (LRP)**, 12:00 -1:30 PM at the Chieftain, Mick Moberg of Farmers Union Insurance will discuss how the **new LRP program** operates and its advantages for producers. Following that we will be looking at **how the LRP program compares to purchasing put options** in the livestock futures market at the Chicago Mercantile Exchange.
- November 9 - **Crop Marketing for 2004 and 2005**, 7:30 PM, Chieftain, Marketing Club Instructor, Mike Lockhart of Ulen, MN will review how to combine marketing **strategies for a more profitable marketing plan.** Ray Grabanski of Progress Ag. will be discussing **marketing plans, crop inventory numbers and price objectives for 2004 and 2005.** **Excellent update for planning crop sales for this year and next. Refreshments will be served.**
- November 23 - **Understanding and Using the Excel Spreadsheet Program**, 1:00-4:00 PM, CREC Computer Lab, This **hands on computerized workshop** will provide enrollees with the opportunity to gain an understanding of how spreadsheets work and can be used more effectively. The main part of the workshop will have each enrollee constructing a very useable spreadsheet. Call 652-2951 or 947-2454 to pre-register. Enrollment is limited so please call early.
- December 14 - **Soybean and Field Pea Information Meeting**, This meeting is organized and presented by the CREC and other Research and Extension staff. I will present some crop comparison data and other types of information within the scope of this meeting. This meeting is an **excellent source of information for anyone working with soybeans and/or field peas.**
- December 17 - **Building a Marketing Plan**, 1:30 PM – 3:30 PM, CREC, Designed to help producers **develop realistic and individual marketing prices based on their own farm records.** **Also included will be the development of a marketing plan with specific price and date targets for marketing a crop.** We will make use of our Excel spreadsheet for developing realistic marketing price

objectives. Computers will be available to input the sample data as we go through it. This workshop is designed to serve both those that have computer experience and those that do not. Participants will be able to take the Marketing Planner software home with them following the workshop. We can also provide the Open Office program free of charge which will also run the Excel spreadsheets. **This is a required meeting for anyone involved with FSA borrower training requirements.**

- December 21 - **Quicken Computer Workshop**, 1:00 - 4:00 PM, CREC, This computer lab workshop is designed for those who are interested in or are currently using the Quicken program. The workshop will make use of a sample set of records containing approximately twenty entries that enrollees will input. We will be reviewing some **basic entry type materials and looking at how to generate various reports. How to reconcile and archive the past years records and prepare for the new year will also be discussed.** This is a good beginners workshop or an excellent review of the Quicken program. Pre-registration is strongly encouraged. Enrollment will be limited. Call 652-2951 to pre-register.
- Dec.-Feb. (TBA) **Women In Ag. Marketing**, This series of meetings will be designed to help the women in the household become more comfortable with the basic language, terms and various other aspects involved with the marketing of grain and livestock. Watch for additional information on the dates and times in future newsletters or press releases.
- December(TBA) **Tax Planning for 2004**, We may have a tax planning meeting or we may work through the mail and email, which ever seems to best handle the information. There is a statewide interactive video presentation entitled "**Income Tax Management for Ag. Producers**" on November 30, from 9:00 a.m. until 12:00 noon. You can attend this meeting at various sites around the state including Jamestown, Devils Lake, Bismarck and Fargo. Information from this statewide meeting will be shared in the December newsletter. Call the CREC or your county agent's office for more information on the meeting locations at the various sites. The Jamestown meeting is at the State Hospital in the Learning Resources Center, room 320 and begins at 9:00 a.m. sharp. Cost is \$10.00 **Remember to do a tax estimate.** We do have that computer program here.
- January 19 - **Cash Flow Planning**, CREC, 1:30-3:00 Putting the farm cash flow together using various tools including a computerized plan. **A quarterly cash flow** for computerized or hand calculation will be demonstrated along with the new **Finpack cash flow program.** This is your opportunity to better understand how to put together a cash flow plan for your farm or ranch. Open to all members and **is a requirement for anyone involved with FSA borrower training requirements.**
- January 25-26 - **Feedlot School**, at CREC, Contact your local county agent to obtain more information on this annual feedlot school. Enrollment is limited.
- February (TBA) - **Cow-Calf Workshop** at CREC, Annual cow-calf workshop. Watch for more specific details at a later date.

- February 10 - **Crop Variety Update on Small Grains, Beans, & Oilseeds**, 12:00 Noon, Chieftain, Blain Schatz, Director NDSU CREC will discuss and review **production data and varietal information on various crops**. This will be followed by the **annual meeting of the Foster County Crop Improvement Association**. All area crop producers are welcome and encouraged to attend.
- Date/TBA - **Special Marketing Meetings** may be scheduled at any time to deal with questions involving crop and livestock marketing issues as deemed necessary by the movement of the markets this winter. Be sure to keep alert to market price movements for both 2004 and 2005 commodities. Central Dakota Marketing Club does meet every-other Wednesday and it does accept new members for those interested in bi-weekly marketing information meetings.
- February 28 - **Understanding and Using the Farm Business Analysis**, 2:00 PM, CREC, This workshop is designed to help producers **more fully interpret and understand the financial and production information found within their analysis**. All producers completing their first analysis are to attend one of these analysis interpretation meetings. All producers should attend one of these meetings and bring along their analysis. This meeting will be repeated in March or April. **Required for any members with FSA borrower training requirements**.
- March 31 - **Annual Farm Business Management Analysis Review and Marketing Seminar**, 12:00 Noon, Chieftain. A sponsored lunch followed by a **review of the preliminary draft analysis** and a marketing seminar. **The marketing seminar is scheduled for 3:00 PM and features Mike Krueger of The Money Farm**. Members may wish to bring their most recent farm business analysis along to this review seminar. **Required for any members with FSA borrower training requirements**.
- Time TBA - **Understanding and Using the Farm Business Analysis**, CREC. This is a repeat of the February 28th meeting and is designed to help producers better **understand and use their own financial and production information**. All producers should attend one of the three analysis review sessions and bring along their 2004 farm business analysis. **Attendance at one of these review sessions is required for any member with an FSA borrower training requirement**. This meeting may be rescheduled or canceled depending upon the level of spring's work at the time. Be sure to check this out before attending. **Call or email to confirm the meeting date and time before attending**.