

WORKSHOPS

SESSION 1, THURSDAY 11:00 A.M.-12:15 P.M.

CULTIVATING CONFIDENCE

Kiah Twisselman Burchett - Motivational Speaker, Life Coach, and Podcaster

It's time to become the main character of your own life! In this workshop, Coach Kiah will teach you mindset tools and strategies to help you uncover your limiting beliefs, unlock your hidden hero, and unleash your inner confidence queen.

IDENTIFYING AND DEALING WITH THE BARRIERS TO FARM/RANCH TRANSITION OR SUCCESSION

Allan Vyhnalek - UNL Extension Educator for Farm/Ranch Succession and Transition

This workshop will look at the steps that should be taken for proper transition or succession of the farm business. It will also cover the barriers that keep producers from getting those plans done and steps/strategies for overcoming those barriers.

SURVIVOR: THE CALVING EDITION

Becky Funk, DVM, University of Nebraska-Lincoln
Lindsay Waechter-Mead, DVM, University of Nebraska-Lincoln

Some years it feels like calving season will never end! This workshop provides user friendly information, with ideas to make life during calving easier and assure that everyone is still standing when pasture time rolls around. Topics will include calf resuscitation, managing environmental challenges, and open discussion on tried-and-true practice tips from the trenches.

THE ENTREPRENEURIAL JOURNEY: A PATH FORWARD FOR THE FAMILY BUSINESS

Dr. Tom Field - Director, Engler Agribusiness Entrepreneurship Program

Entrepreneurship is simply the process of identifying problems/challenges/opportunities for a reasonably well-defined set of customers/clients and then putting into action the power of enterprise development to create solutions that others will offer reward in exchange. Enterprise development is a powerful approach to diversify income, to attract the next generation, to enhance employee retention, to better leverage resources, and to fuel creativity and innovation. This session will focus on the entrepreneurial mindset, early stages of enterprise development, and creating awareness of the both the opportunities and challenges that await those who chose to disrupt the status quo.

AMBIGUOUS LOSS AND AGRICULTURE

Michelle Krehbiel - Youth Development Specialist and Professor: University of Nebraska-Lincoln Extension 4-H Youth Development

It is often said that life is a journey. Good-byes, disappointments, and losses are a part of life's journey. Some losses, like the death of a loved one, are well defined while others are a bit more ambiguous like the loss that comes with divorce, addictions, loss of the family farm, or destruction from a disaster. In this workshop, Ambiguous Loss and Agriculture, we will examine Ambiguous Loss in Agriculture and how to build resiliency. Topics such as family stress, resilience, communication, and utilizing resources will be also be covered during the workshop.

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SESSION 2, THURSDAY 1:30 P.M.-2:45 P.M.

THE ODYSSEY OF THE OVIDUCT

TL Meyer - University of Nebraska-Lincoln, Beef Extension Educator

TL Meyer, Nebraska Extension Beef educator, will test your beef anatomy knowledge. In this workshop, you will journey through female beef reproductive tracts. TL will demonstrate the in's and out's and make it applicable to your cattle operation. Come prepared for very fun, hands-on learning! Note: not for weak stomachs. Gloves and disposable aprons will be provided at this session.

WHICH ACCOUNTING SOFTWARE IS RIGHT FOR ME?

Mary Faber, MBA, Owner, Mary T Faber Solutions

Jessica Groskopf - University of Nebraska-Lincoln, Agricultural Economist

Are you ready to take charge of your operation's finances, but not sure which accounting software is the right one? We've got you covered. In this workshop, Mary Faber and Jessica Groskopf will discuss the differences between QuickBooks online and Quicken Deluxe. Join us for an honest comparison of these popular software options.

FAMILY HARMONY THROUGH TRANSITION PLANNING

Lisa Quist, Regional Vice President, Land as Your Legacy, Nationwide Retirement Institute

According to census data, 70% of U.S. farmland will transfer to the next generation in the next 20 years, but today many families struggle to keep those farm operations in the family.

When it comes to transition planning, there is a close relationship between how well a family communicates and the probability of success. Good communication provides a good foundation to work from. It helps define what the issues are; it can validate or invalidate assumptions; and it minimizes misunderstanding, clarifies expectations, and develops understanding. It is critical to discover the expectations of all family members as each individual needs to think about and share with the others what they would like to see happen regarding the future ownership and management of the business. Family and business decisions should not be based on assumptions.

Lisa Quist will share with us tips for successful communication and best practices which can help make the transition of our farms and ranches smoother, with the end goal of all the children still celebrating holidays together after the transition has taken place.

WHAT'S YOUR COST OF PRODUCTION & BREAKEVEN PRICES?: FOR BEGINNERS

Glennis McClure - University of Nebraska-Lincoln, Extension Educator

As production costs have risen, risks have risen too. Let's look at recent crop production costs and profit margins and peer deeper into the analysis features of the Agricultural Budget Calculator (ABC) that can assist with decision making on your farm. If you're using the free ABC Program as a resource for planning already, you're realizing how it can be helpful in risk management decision making. We'll discuss ABC program features including the whole farm module and the new cash flow feature along with the risk module. Creating your crop budgets now is as easy as ABC! During 2023, the livestock enterprise budgeting feature will be added to the program.

ARE CARBON CREDITS A FIT FOR YOUR FARM?

Aaron Nygren, University of Nebraska-Lincoln, Extension Educator

This workshop will explore how carbon credits fit for different farming operations. Topics will include the basics of carbon credits, agricultural practices that qualify, what carbon markets exist, and potential opportunities and issues.

SESSION 3, THURSDAY 3:15 P.M.-4:30 P.M.

101 SAFETY IMPROVEMENTS GUARANTEED TO DELIGHT YOUR INSURANCE PROVIDER

Jill Vansickle - Midwest Region Risk Control Consultant, Gallagher

Tips on how you can help improve insurance premiums by practicing safety in ag operations. Whether it's cattle, ag coops or the family farm there are things owners, managers and employees can do to reduce risk for injuries which in return could help with insurance costs.

CULINARY HACKS TO MAKE THE HEALTHY CHOICE THE EASY CHOICE

Hannah Guenther - University of Nebraska-Lincoln, Extension Educator

During the busy seasons of planting, calving, and harvest, it's easy to put healthy eating on the back burner. This session will dive into simple tips and tricks to feed your farmer, rancher, and family quick, nutritious (and delicious) meals. This session will include two recipe demonstrations!

GENERATE RELIABLE RESEARCH-BASED INFORMATION FOR YOUR FARM BY DOING ON-FARM RESEARCH

Laura Thompson - University of Nebraska-Lincoln, Extension Educator

In this workshop, you will:

- Learn about the Nebraska On-Farm Research Network which has been operating for 30+ years in the state
- See results of research that is being conducted by farmers across the state
- Learn the principles of conducting reliable research on your farm and how the Nebraska On-Farm Research Network can help you
- Understand how you can leverage the technologies your farm already has to make on-farm research as simple and useful as possible
- Complete a guided hands-on exercise to design a customized on-farm research study that will answer important questions for your operation.

WHAT'S YOUR COST OF PRODUCTION AND YOUR BREAKEVEN PRICES? ADVANCED

Glennis McClure - University of Nebraska-Lincoln, Extension Educator

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USING FLEXIBLE CASH LEASES TO MANAGE RISK AND INCREASE PROFITABILITY IN 2023

Jim Jansen - University of Nebraska-Lincoln, Agricultural Economist

Producers face uncertainty in setting cash rental rates for their operations in 2023. Volatility in commodity prices, high input expenses, and statewide drought concerns make setting these rates difficult. Rental rates must account for these factors and their influence on profitability for crop and livestock producers. Flex lease arrangements allow cash rents to vary based on uncertainty or risk. Final cash rental rates more accurately reflect the actual factors. This presentation covers changes in cash rental rates across Nebraska and introduces flexible lease arrangements to help operators make more informed decisions. Presented examples will demonstrate methods for setting up flexible cash leases for better profitability in 2023.

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OPTIONAL SESSIONS: THURSDAY 7:15 P.M. - 8:30 P.M.

YOGA

Laura Ryan - Instructor and Owner, Root to Rise Yoga

Enjoy yoga from a certified yoga instructor!
Relax and unwind from the day.

LIVE BOOK CLUB DISCUSSION AND BOOK EXCHANGE

Katie Hothem - University of Nebraska-Lincoln, Program Assistant, Women in Ag Program

Come for a live book club discussion! You will choose a group from one of the four Women in Ag Book Club books discussed in 2022. Enjoy a laid-back, live discussion. OPTIONAL: bring a book of your choosing for a book exchange at the end!

CALVING COLLEGE 101: PRACTICE SESSION

Becky Funk, DVM, University of Nebraska-Lincoln

Lindsay Waechter-Mead, DVM, University of Nebraska-Lincoln

Haven't had a chance to see the calving simulator at the trade show yet? Take advantage of this extra time to practice.

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SESSION 4, FRIDAY 9:00 A.M.-10:15 A.M.

FIRE UP YOUR FARM AND FAMILY FINANCES!

Paul Stoddard - Senior Lecturer, Department of Agricultural and Consumer Economics, University of Illinois in Urbana-Champaign.

Actionable steps that will empower you to build a better financial future for your farm and your family. Presented by keynote speaker Paul Stoddard.

BEEF NUTRITION MADE SIMPLE

Alfredo DiCostanzo - University of Nebraska-Lincoln, Extension Educator

Attend this workshop to learn the basics of beef nutrition and ration formulation in a simple and interactive manner. You will learn from human to animal nutrition and be prepared to tackle this on your operation.

HOW TO ADVOCATE FOR EARLY CHILDHOOD CARE AND EDUCATION IN RURAL COMMUNITIES

Kara Ficke - Campaign Manager, We Care for Kids

Holly Hatton-Bowers - Associate Professor and Early Childhood Extension Specialist, Department of Child, Youth and Family Studies at the University of Nebraska-Lincoln

Access to early childhood care and education is critical for families to work and Nebraska communities to thrive. This is especially true for the rural communities that fuel our economy, with one in four jobs in Nebraska being connected to agriculture. Yet many families in rural Nebraska face few to no quality early childhood care and education options for their children. In this session, learn about the exciting energy around the We Care for Kids campaign in Nebraska – an effort to build support for quality early childhood education for all Nebraska families! Join We Care for Kids and Nebraska Extension-Early Childhood Development to explore resources and materials available to families and local communities, hear from communities like yours about solutions to early childhood challenges, and walk away equipped to be advocates for quality early childhood care and education.

FARM TRANSITION-AN ATTORNEY'S PERSPECTIVE

Give yourself and your family the gift of peace-of-mind with this workshop! Learn applicable steps you need to take to make farm transition a smooth process for your family. We will hear from an attorney on the technical items that need to be taken care of, as well as simple ways to guide you in the process. [THIS WORKSHOP WILL REPEAT IN SESSION FIVE.](#)

MANAGING DIVERSE TALENTS AND PERSPECTIVES BOTH IN PROFESSIONAL AND PERSONAL CONTEXTS

Dr. Lindsay Hastings - University of Nebraska-Lincoln, Clifton Professor in Mentoring Research and Director, Nebraska Human Resources Institute, Extension Specialist

Through this workshop, we will discuss the critical importance of family and employee dynamics to well-being and profitability and will examine research-based strategies for positively managing diverse talents and perspectives. Dr. Lindsay Hastings, Research Director of the Nebraska Human Resources Institute, will lead the discussion.

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SESSION 5, FRIDAY 10:45 A.M.-12:00 P.M.

TAKE THE INTIMIDATION OUT OF GRAIN MARKETING

Britany Wondercheck - Farm Girl Next Door, Founder

Have you ever thought to yourself: "Grain marketing is just too intimidating. I don't even understand the terminology!" You're not alone, but it doesn't have to feel that way. If you're ready to finally wrap your head around grain marketing, attending this session is the first step. In this interactive workshop, Britany, the Farm Girl Next Door, will help you break down the basics of grain marketing. You'll walk away understanding common grain marketing terms, and you'll get the chance to practice making grain marketing decisions for a hypothetical farming operation.

FINDING BALANCE: NEBRASKA WOMEN IN AG PANEL DISCUSSION

Linda Emanuel, AgriSafe Network - Community Health Director

Women in agriculture have always known the significant role they play in the work, business, and future of agriculture. Farm culture, communication dynamics and the role in the family and community are just a few unique challenges experienced by the female producer who hustles through her day. Consider this coffee chat conversation an opportunity to hear and learn from women producers as they discuss their own work challenges and their affected roles both in and outside the workplace.

RISK SCENARIO PLANNING

Jay Parsons - University of Nebraska, Associate Professor

Risk is a difficult and tricky concept to address. Sophisticated approaches are available for specific applications, particularly where detailed data have been collected over long periods of time. However, understandable and easily applied risk management assessment tools for managers of agricultural businesses are few.

FARM TRANSITION: AN ATTORNEY'S PERSPECTIVE

Give yourself and your family the gift of peace-of-mind with this workshop! Learn applicable steps you need to take to make farm transition a smooth process for your family. We will hear from an attorney on the technical items that need to be taken care of, as well as simple ways to guide you in the process. [THIS IS A REPEAT OF THE PREVIOUS ATTORNEY WORKSHOP](#) from Session Four.

MANAGING THE RISK OF CONSERVATION IMPLEMENTATION

Kalee Olson - Policy Associate, Center for Rural Affairs

Conservation practices, such as cover crops and relay cropping, are good for soil health. However, the risks associated with implementing a new practice can leave some farmers hesitant to act. Join us for a presentation and Q&A on how to manage these risks, including cost-share opportunities and federal crop insurance.



Hi, I'm Mary, the Virtual Bookkeeper.

I serve small businesses all over the U.S.: from my
farm in rural Illinois.

I bring you all the experience and knowledge from:

• 10 years of experience as a former controller for an ag cooperative. I oversaw a portfolio with more than \$50 million in annual sales.

• a MBA from Illinois State University.

• becoming a QuickBooks Certified ProAdvisor.

WEDNESDAY, FEBRUARY 22

QuickBooks Online

1:00 p.m. - 2:30 PM:

What is Quickbooks online?

- Subscription
- Account & Settings

Chart of Accounts

2:45 PM-4:15 PM:

Banking

- Sync
- Receipts: online file cabinet

Sales

- Invoices

Expenses

4:30 PM-5:15 PM:

Features of the QBO App

Reports

- Profit & Loss
- Balance Sheet

Participant Handout

PRE-CONFERENCE

QUICKBOOKS ONLINE

Items to bring:

- Come with QuickBooks Online subscription
- Sync online bank account (s) ahead of time OR bring online banking credentials
- Bring computer/charger
- Bring a list of your Liabilities or know them.
- Bring Principal Loan balance as of 12/31/21 or 12/31/22, depending on which year you will be working in the most during workshop work time.

THURSDAY, FEBRUARY 23

QuickBooks Online Training for Direct to Consumer Businesses

7:45 AM-9:50 AM

Breaks built in

Banking

- Syncing app transactions

Sales

- Invoices
- QuickBooks payments
- Products/Services

Integration with Square & Shopify

Chart of Accounts

Participant Handout

Still feeling overwhelmed?

Mary will offer ten one-on-one sessions during the main WIA Conference!

- Sessions are fifteen minutes each
- First come, first serve basis!!
- Sign up on Calendly! Link will be released closer to the conference date.